

Welcome to the 9th Annual Meeting of the Society for Personality and Social Psychology

We are delighted to welcome everyone to Albuquerque for the 9th Annual SPSP meeting. Though most of us agree that the growth in the annual meeting must asymptote at some point, clearly we haven't reached the limit of SPSP members' productive energy. This year we have an incredible program that includes 66 symposia and over 1300 posters, selected from record numbers of submissions. We're struggling to avoid the clichéd "There's something for everyone," but the diversity and scope of the program force us to that conclusion. We believe the same is true of Albuquerque itself, and hope you will find time to sample the many ethnic restaurants and the variety of accessible museums and other attractions available in this friendly southwestern city.

As you have come to expect, we'll kick off our spectacular Route 66 journey with the Opening Plenary Session Thursday evening. Unlike in previous years, however, we'll be starting at 5:00 pm instead of 5:30 pm. The Presidential Symposium, chaired by SPSP President John Dovidio, will run from 5:00-7:00 pm, and is titled "Thinking Big: Letting Social Psychology out of its Cage." Featured speakers include Jim Blascovich, Jeffrey Fisher, and Nancy Cantor. A Welcome Reception will follow the symposium, and will run concurrently from 7:00 to 8:00 pm, with the first Poster Session of the meeting.

Friday's programming will jumpstart at 8:15 am, with a special Graduate Student Symposium featuring Outstanding Research Award addresses by Jessica Salvatore, Jeremy P. Jamieson, and Zachary K. Rothschild. This year's program will also feature Lunch Time opportunities to chat with representatives of funding agencies. Symposia topics cover an enormous range of personality and social psychology topics, including the social costs and benefits of religion, the complexity of social class across contexts, goal-directed learning, non-verbal expression of emotion, long-term marital satisfaction, non-conscious motivators, using personality research methods to clarify processes in personality pathology, and conscious and unconscious emotion.

In addition, the program features addresses by Campbell Award winners Charles Carver and Michael Scheier, whose talk is titled "Thirty-five Years of Self-Regulation Research," and Block Award winner Ed Diener, who will speak on "Well-being on Planet Earth." We also have two keynote speakers: Richard Nisbett, whose talk is "Malleable Minds: Cultures, Schools and the Plasticity of Intelligence"; and Sheldon Cohen, whose talk is on "Stress, Social Networks, Social Status and Susceptibility to the Common Cold."

We are grateful for the enormous time and effort so many people have devoted to the huge task of organizing this ever-expanding conference. Thanks to our colleagues on the SPSP Convention Committee, Jeff Simpson and Monica Biernat. Thanks also to David Dunning, the "not evil" (thankfully) mastermind behind so much of what SPSP does, whose considered and calm guidance through competing goals and interests is very much appreciated. The members of the Program Committee deserve thanks from everyone in SPSP, because they work intensively throughout the summer to make this meeting the rich experience it is. Given this sacrifice, we are most grateful to: Margaret Clark, Leonel Garcia-Marques, Steven Heine, Kerry Kawakami, Carolyn Morf, James Russell, Timothy Smith, and Jeanne Tsai. In addition, the following graduate students provided valuable support: Shawn Bodman, Amanda Brodish, Brian Drwecki, Olga Godes, Chris Rozek, Sheree Schragger, Lindsay Sharp, Leah Zinner, Nikkie Harleen Mann, Curtis Phillips, and So-Jin Kang.

Finally, for pulling together the logistical challenge of herding academics and getting the whole endeavor to work, we owe a big thank you to Tara Miller and her staff at Tara Miller Events.

Julie K. Norem
Wellesley College
Chair, 2008 Convention Committee

Paula M. Niedenthal
Université Blaise Pascal
Chair, 2008 Program Committee

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SPSP Poster Review Committee

Shawn Bodman, Amanda Brodish, Brian Drwecki, Olga Godes, Chris Rozek, Sheree Schrager, Linsay Sharp, Leah Zinner, Nikkie Harleen Mann, Curtis Phillips, and So-Jin Kang

Program Cover

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Schedule of Events

Thursday, 2/07/08

- 8:00 am - **Pre-Conferences**
4:00 pm
- 3:00 pm - **Pre-Registration Check-In and On-Site**
8:00 pm **Registration**
SouthWest Exhibit Hall Foyer
- 5:00 pm - **Opening Session: Presidential Symposium**
7:00 pm *Kiva Auditorium*
- THINKING BIG: LETTING SOCIAL PSYCHOLOGY OUT OF ITS CAGE**
Chair: John Dovidio, *Yale University*
Introducer: Samuel Gaertner, *University of Delaware*
Speaker: Jim Blascovich, *University of California Santa Barbara*, **DIGITAL INTERACTIONS: NEW WORLDS FOR PERSONALITY AND SOCIAL PSYCHOLOGY**
Speaker: Jeffrey D. Fisher, *University of Connecticut*, **CHANGING HIV RISK BEHAVIOR IN THE REAL WORLD**
Speaker: Nancy Cantor, *Syracuse University*, **SOCIAL PSYCHOLOGY IN ACTION IN PERILOUS TIMES**
- 6:30 pm - **Exhibits Open**
8:30 pm *SouthWest Exhibit Hall*
- 7:00 pm - **Welcome Reception**
8:00 pm *SouthWest Exhibit Hall*
- 7:00 pm - **Poster Session A**
8:30 pm *SouthWest Exhibit Hall*

Friday, 2/08/08

- 7:30 am - **Pre-Registration Check-In and On-Site**
4:30 pm **Registration**
SouthWest Exhibit Hall Foyer
- 8:00 am - **Exhibits Open**
8:00 pm *SouthWest Exhibit Hall*
- 8:00 - **Poster Session B with Continental Breakfast**
9:30 am *SouthWest Exhibit Hall*
- 8:15 - **Special Session SS1: Graduate Student Symposium**
9:30 am *Cochiti Meeting Room*
- OUTSTANDING RESEARCH AWARD ADDRESSES**
Speakers: Jessica Salvatore, Jeremy P. Jamieson, Elizabeth Levy Paluck, Zachary K. Rothschild
- 8:30 - **Special Session SS2: Funding Agencies**
9:30 am *Acoma Meeting Room*

"FUNDING OPPORTUNITIES AT THE NATIONAL SCIENCE FOUNDATION

Speakers: Amber L. Story and Kellina M. Craig-Henderson

Symposia Session A

A1 SEEING BELOW THE SURFACE: HOW PERIPHERAL CUES SHAPE STEREOTYPIC PERCEPTIONS

Ballroom C

Chairs: Judith White, *Dartmouth College*; David M. Marx, *San Diego State University*

Speakers: Kristin Dukes, Sei Jin Ko, Michael Inzlicht, Judith B. White

A2 PRIMING IDEOLOGY: DEMONSTRATING THE MALLEABILITY OF POLITICAL IDEOLOGY

Ballroom A

Chairs: Christopher J. Bryan, *Stanford University*; Carol S. Dweck, *Stanford University*

Discussant: Lee Ross, *Stanford University*

Speakers: Richard P. Eibach, Christopher J. Bryan, Hulda Thorisdottir, Melissa J. Ferguson

A3 NEGOTIATING TWO CULTURES: SOCIAL PSYCHOLOGICAL APPROACHES TO ACCULTURATION AND BI-CULTURALISM

Ruidoso Meeting Room

Chairs: Batja Mesquita, *University of Leuven, Belgium*; Heejung S. Kim, *University of California Santa Barbara*

Speakers: Heejung S. Kim, Ankica Kopic, Veronica Benet-Martinez, Shaun Wiley

A4 UNDERSTANDING AND UNDERMINING THE COGNITIVE AND BEHAVIORAL MECHANISMS THAT PERPETUATE RELATIONAL INSECURITY

Pecos Meeting Room

Chairs: Edward P. Lemay, *Yale University*; Margaret S. Clark, *Yale University*

Speakers: M. Joy McClure, Edward P. Lemay, Denise C. Marigold

A5 IMPLICIT AFFECTIVE PROCESSES: IMPLICATIONS FOR SOCIAL COGNITION AND SELF REGULATION

Ballroom B

Chairs: Markus Quirin, *University of Osnabrueck, Germany*; Iris B. Mauss, *University of Denver*

Discussant: Iris B. Mauss, *University of Denver*

Speakers: Markus Quirin, Wilhelm Hoffmann, Inge Schweiger Gallo, Nils B. Jostmann

A6 MIND AND BODY (WITHOUT SCANNING THE BRAIN): BASIC PHYSIOLOGICAL PROCESSES FACILITATE UNDERSTANDING OF COMPLEX SOCIAL PHENOMENA

Picuris Meeting Room

Chairs: C. Nathan DeWall, *University of Kentucky*; Matthew T. Gailliot, *University of Amsterdam*

Schedule of Events

Speakers: C. Nathan DeWall, Matthew T. Gailliot, Suzanne C. Segerstrom, Jacqueline J. Rivers, Martie Haselton

A7 PERSPECTIVES ON SOCIAL THREAT AND ITS CONSEQUENCES

Cochiti Meeting Room

Chair: Teresa J. Marin, *University of British Columbia*

Discussant: Dianne Tice, *Florida State University*

Speakers: Teresa J. Marin, Sally S. Dickerson, Naomi I. Eisenberger, Geraldine Downey

A8 PERSONALITY AND SOCIAL PSYCHOLOGY AS TOOLS FOR STUDYING AGING

Acoma Meeting Room

Chair: Jennifer Lodi-Smith, *University of Illinois, Urbana-Champaign; University of Texas at Dallas*

Discussant: Jacqui Smith, *University of Michigan*

Speakers: Daniel K. Mroczek, Jennifer Lodi-Smith, Kate McLean, Denise C. Park

11:00 - **Coffee Break**

11:15 am *SouthWest Exhibit Hall*

11:15 am - **Symposia Session B**

12:30 pm

B1 SOCIAL COGNITIVE NEUROSCIENCE PERSPECTIVES ON INTRAGROUP AND INTERGROUP PROCESSES

Ballroom C

Chair: Jay Van Bavel, *The Ohio State University, University of Toronto*

Discussant: William Cunningham, *The Ohio State University*

Speakers: Polina V. Potanina, Jay J. Van Bavel, Joan Y. Chiao, Jennifer H. Pfeifer, Lasana T. Harris

B2 TAKING A CLOSER LOOK AT THE FACES OF EMOTION

Ballroom A

Chair: Ran R. Hassin, *Department of Psychology, The Hebrew University*

Speakers: Ralph Adolphs, Andrew Calder, James A. Russell, Hillel Aviezer

B3 THE SELF IN TIME: EXPLORING THE COGNITIVE, EMOTIONAL, AND MOTIVATIONAL DIMENSIONS OF TEMPORALLY EXTENDED SELF-CONCEPTIONS

Ruidoso Meeting Room

Chair: Mark J. Landau, *University of Kansas*

Speakers: Lisa K. Libby, Yaacov Trope, Clay Routledge, Mark J. Landau

B4 WHAT YOU SEE IS WHAT YOU GET: OBJECTIFICATION AND BEHAVIORAL CONFIRMATION

Pecos Meeting Room

Chairs: Sarah J. Gervais, *The Pennsylvania State University; Mark Snyder, University of Minnesota*

Discussant: Mark Snyder, *University of Minnesota*

Speakers: Sarah J. Gervais, Olivier Klein, Deborah Gruenfeld, Valerie A. Earnshaw

B5 KEEP YOUR COOL, OR KEEP IT REAL?: MOVING BEYOND EFFORTFUL CONTROL IN EMOTION REGULATION RESEARCH

Ballroom B

Chair: Michelle N. Shiota, *Arizona State University*

Discussant: James J. Gross, *Stanford University*

Speakers: Dana J. Weber, David A. Sbarra, Michelle N. Shiota, James A. Coan

B6 TOWARDS A PSYCHOLOGY OF SITUATIONS

Picuris Meeting Room

Chair: David C. Funder, *University of California, Riverside*

Discussant: Harry Reis, *University of Rochester*

Speakers: Boele De Raad, Gerard Saucier, Seth Wagerman, Yu Yang

B7 TAKING A RELATIONAL APPROACH TO INTERGROUP CONTACT: WHEN STIGMATIZED AND NON-STIGMATIZED GROUP MEMBERS' EXPERIENCES DIVERGE AND CONVERGE

Cochiti Meeting Room

Chairs: Jennifer A. Richeson, *Northwestern University; Steven L. Neuberg, Arizona State University*

Discussant: Nicole Shelton, *Princeton University*

Speakers: Sophie Trawalter, Sarah E. Johnson, Jenessa R. Shapiro, Modupe Akinola

B8 BRINGING THE PARTNER BACK INTO SOCIAL PSYCHOLOGY: NEW APPLICATIONS OF DYADIC ANALYSIS

Acoma Meeting Room

Chairs: Carrie Langner, *Society for the Psychological Study of Social Issues, American Psychological Association; Tessa West, University of Connecticut*

Discussant: Deborah Kashy, *Michigan State University*

Speakers: Carrie A. Langner, Richard B. Slatcher, Tessa West

12:30 - **Box Lunch Served**

1:30 pm

12:30 - **Poster Session C**

2:00 pm

12:30 -

2:00 pm

Lunch Time Meet/Chat with Representatives from the Funding Agencies

SouthWest Exhibit Hall

Representatives: Amber Story, Kellina Craig-Henderson, *National Science Foundation*

Representative: Robert Croyle, *National Cancer Institute (NIH)*

2:00 -

3:15 pm

Symposia Session C & Presidential Address

CI 2008 PRESIDENTIAL ADDRESS

Ballroom C

INTERPERSONAL INTERACTION AND INTERGROUP RELATIONS: THE "TRAGEDY" OF INTERGROUP RELATIONS

Speaker: John F. Dovidio, *Yale University*

C2 IN HOT PURSUIT: GOAL DIRECTED BEHAVIOR AND COGNITION IN CLOSE RELATIONSHIPS

Ballroom A

Chairs: Nancy Collins, *University of California Santa Barbara*; Shelly Gable, *University of California Santa Barbara*

Speakers: Caryl Rusbult, Shelly Gable, Eli Finkel, Nancy Collins

C3 CULTURAL DIFFERENCES IN FRIENDSHIP

Ruidoso Meeting Room

Chair: Vera Sacharin, *University of Michigan*

Speakers: Stephanie L. Anderson, Shinobu Kitayama, Vera Sacharin, Dana P. Roth

C4 CREATING AND UNDERMINING SOCIAL SUPPORT: EFFECTIVE AND INEFFECTIVE SUPPORT TRANSACTIONS

Pecos Meeting Room

Chair: Jennifer Crocker, *University of Michigan*

Discussant: John G. Holmes, *University of Waterloo*

Speakers: Jennifer Crocker, Amy Canevello, Margaret S. Clark, Brooke C. Feeney

C5 UNLOCKING THE UNCONSCIOUS: IMPLICATIONS FOR EXECUTIVE FUNCTIONING, SELF-REGULATION, AND REASONING

Ballroom B

Chairs: E. J. Masicampo, *Florida State University*; Lawrence Williams, *Yale University*

Speakers: James Shah, E. J. Masicampo, Lawrence Williams, Ap Dijksterhuis

Symposia Session D

D1 WHY DO WE VOTE? AND WHY DO WE VOTE FOR WHOM WE DO?

Ballroom C

Chair: Todd Rogers, *Harvard University*

Discussant: Eugene Borgida, *University of Minnesota, Center for the Study of Political Psychology*

Speakers: Crystal Hall, Christian Wheeler, Todd Rogers, Jon Krosnick

D2 THE PSYCHOLOGICAL OMNIPRESENCE OF RELIGION

Ballroom A

Chairs: Adam B. Cohen, *Arizona State University*; Steven L. Neuberg, *Arizona State University*

Speakers: E. Tory Higgins, Marilyn B. Brewer, Adam B. Cohen, Steven L. Neuberg

D3 EMERGING THEMES IN ATTACHMENT RESEARCH

Ruidoso Meeting Room

Chair: Roxanne Thrush, *Carnegie Mellon University*

Speakers: Mario Mikulincer, David Chun, Roxanne Thrush

D4 CULTURAL REPRESENTATIONS OF INEQUALITY AND DIVERSITY

Pecos Meeting Room

Chairs: Zoe Kinias, *Northwestern University*; Laurie T. O'Brien, *Tulane University*

Speakers: Zoe Kinias, Donna M. Garcia, Laurie T. O'Brien, Vanessa Edkins, Victoria C. Plaut

D5 WHAT ARE YOU? EMERGING EMPIRICAL PERSPECTIVES ON MULTIRACIALISM

Ballroom B

Chairs: Galen V. Bodenhausen, *Northwestern University*; Destiny Peery, *Northwestern University*

Speakers: Diana T. Sanchez, Courtney Bonam, Kristin Pauker, Destiny Peery

D6 OVERCOMING THE OBSTACLE OF RACIAL PREJUDICE

Picuris Meeting Room

Chairs: Robyn Mallett, *Loyola University Chicago*, Robert Livingston, *Northwestern University*, Linda Tropp, *University of Massachusetts, Amherst*

Discussant: Linda Tropp, *University of Massachusetts, Amherst*

Speakers: Robert W. Livingston, Todd L. Pittinsky, Robyn K. Mallett, Rodolfo Mendoza-Denton

D7 MORAL HEAD, MORAL HEART: DUAL-PROCESS APPROACHES TO MORAL JUDGMENT

Cochiti Meeting Room

Chairs: Jesse Graham, *University of Virginia*; Kate A. Ranganath, *University of Virginia*

Discussant: John Darley, *Princeton University*

Speakers: Joshua D. Greene, Jesse Graham, Peter H. Ditto, Kate A. Ranganath

D8 THE FUNCTIONS OF AFFECT IN SELF-REGULATION

Acoma Meeting Room

Chairs: Tal Eyal, *Ben Gurion University, Israel*; Ayelet Fishbach, *University of Chicago*

Discussant: Leonard Martin, *University of Georgia*

Speakers: Ayelet Fishbach, Jennifer S. Beer, Tal Eyal, Tanya Chartrand

Symposia Session E & Campbell Award Address

E1 CAMPBELL AWARD

Ballroom C

REFLECTIONS ON THIRTY-FIVE YEARS OF SELF-REGULATION THEORY

Winners: Charles S. Carver, *The University of Miami*; Michael F. Scheier, *Carnegie Mellon University*

Introducer: Margaret Clark, *Yale University*

E2 SOCIAL ENDOCRINOLOGY: HOW HORMONES CAN CONTRIBUTE TO RESEARCH IN SOCIAL AND PERSONALITY PSYCHOLOGY

Ballroom A

Chair: Pranjal Mehta, *The University of Texas at Austin*

Speakers: Pranjal Mehta, Jack van Honk, Steven Stanton, Ernst Fehr

3:30 -
4:45 pm

5:00 -
6:15 pm

E3 THE EXPERIENCE OF MIXED EMOTIONS

Ruidoso Meeting Room

Chairs: Hal Ersner-Hershfield, *Stanford University*; Fredda Blanchard-Fields, *Georgia Institute of Technology*

Discussant: Derek M. Isaacowitz, *Brandeis University*

Speakers: Jeff T. Larsen, Hal Ersner-Hershfield, Tim Wildschut, Gian C. Gonzaga

E4 SELF-CENTERED BUT SOCIAL: DUAL ROLES OF THE SELF IN JUDGING OTHERS

Pecos Meeting Room

Chair: Clayton R. Critcher, *Cornell University*

Speakers: Joachim I. Krueger, Clayton R. Critcher, Lara K. Kammrath, Mark Alicke

E5 GOOD AND EVIL, VILLAINS AND VICTIMS: MORAL DIMENSIONS OF PERSON PERCEPTION

Ballroom B

Chair: Daniel M. Wegner, *Harvard University*

Speakers: Jonathan Haidt, Kurt Gray, David Pizarro, Benoît Monin

E6 INTERPERSONAL PERSPECTIVES ON ACHIEVEMENT MOTIVATION

Picuris Meeting Room

Chair: P. Marijn Poortvliet, *University of Groningen, the Netherlands*

Discussant: Judith M. Harackiewicz, *University of Wisconsin-Madison*

Speakers: Susan J. Ashford, Céline Darnon, P. Marijn Poortvliet, Hunter Gehlbach

E7 NCI/SPSP TRAINING SYMPOSIUM-PANEL DISCUSSION

Cochiti Meeting Room

SOCIAL AND PERSONALITY PSYCHOLOGY IN A HEALTH CONTEXT: DOING IT WELL

Chairs: William Klein, *University of Pittsburgh*; Jamie Arndt, *University of Missouri*

Panelists: Jerry Suls, *University of Iowa*; Alex Rothman, *University of Minnesota*; Angela Bryan, *University of New Mexico*; Kevin McCaul, *North Dakota State University*; Bob Croyle, *National Cancer Institute*; Peter Harris, *University of Sheffield*

6:00 - Graduate Student Social Hour

7:30 pm *La Cienega Room*

Sponsored by the Graduate Student Committee Elizabeth Lee (president), Sonia Kang, Jennifer M. Knack, Megan O'Grady, David Portnoy

6:15 - Poster Session D with Social Hour

7:45pm *SouthWest Exhibit Hall*

6:30 - Diversity and Climate Committee Reception

8:00 pm *Centro del Sol Room*

Sponsored by the Diversity and Climate Committee

Chair: Keith Maddox, *Tufts University*

All are welcome to attend this social event to mix, mingle, and meet the recipients of the 2008 Diversity Fund Graduate Travel and Undergraduate Registration Awards

Saturday, February 09, 2008

7:30 am - Pre-Registration Check-In and On-Site Registration

3:30 pm *SouthWest Exhibit Hall Foyer*

8:00 - Poster Session E with Continental Breakfast

9:30 am *SouthWest Exhibit Hall*

9:45 - Symposia Session F

11:00 am FI THE COMPLEXITY OF SOCIAL CLASS ACROSS SOCIOCULTURAL CONTEXTS

Ballroom C

Chair: Tiffany Griffin, MA, *University of Michigan, Ann Arbor*

Discussant: Dr. James S. Jackson, *University of Michigan, Ann Arbor*

Speakers: Tiffany M. Griffin, Mesmin Destin, Nicholas A. Bowman

F2 THE SOCIAL PSYCHOLOGY OF SIGHT: HOW MOTIVES, EMOTIONS, AND RESOURCES AFFECT HUMAN VISION

Ballroom A

Chairs: Kent Harber, *Rutgers University at Newark*; Emily Balcetis, *Ohio University*

Speakers: Maggie Shiffrar, Emily Balcetis, Kent D. Harber, Paula M. Niedenthal

F3 MECHANISMS OF PREJUDICE AND STEREOTYPING MODERATION

Ruidoso Meeting Room

Chairs: Stacey Sinclair, *University of Virginia*; Jeffrey R. Huntsinger, *University of Virginia*

Speakers: Jack Glaser, Tiffany A. Ito, Jeffrey R. Huntsinger, Jeffrey W. Sherman, Bertram Gawronski

F4 INTERGROUP BIASES IN THREAT DETECTION

Pecos Meeting Room

Chair: Michael J. Sargent, *Bates College*

Discussant: James J. Blascovich, *University of California, Santa Barbara*

Speakers: Michael J. Sargent, Joshua Correll, Joshua M. Ackerman, Catherine A. Cottrell

F5 MATCHING EFFECTS IN PERSUASION: MECHANISMS AND MODERATORS

Ballroom B

Chair: Ya Hui Michelle See, *National University of Singapore*

Discussant: Leandre R. Fabrigar, *Queen's University*

Speakers: Geoffrey Haddock, Angela Y. Lee, Joseph Cesario, Ya Hui Michelle See

F6 EXPANDING SELF-EXPANSION: NEW “OTHERS,” APPLICATIONS, AND DIRECTIONS IN THE STUDY OF SELF-OTHER OVERLAP

Picuris Meeting Room

Chairs: Sara D. Hodges, *University of Oregon*; Debra Mashek, *Harvey Mudd College*

Discussant: Arthur Aron, *State University of New York at Stony Brook*

Speakers: Tracy McLaughlin-Volpe, Debra Mashek, Mark H. Davis, M. Minda Oriña, Michael W. Myers

F7 WHEN SOCIAL MOTIVES AND MORAL EMOTIONS FADE AWAY: TRANSGRESSIVE BEHAVIORS AND THE BREAKDOWN OF RELATIONSHIPS IN FRONTOTEMPORAL DEMENTIA

Cochiti Meeting Room

Chair: Mario Mendez, *UCLA Department of Neurology, UCLA Department of Psychiatry & Biobehavioral Sciences*

Speakers: Mario Mendez, Lisa Mikesell, Matthew Gervais, Sabrina J. Pagano

F8 BRIDGING THE MIND AND BODY: UNPACKING THE EFFECTS OF WORRY AND RUMINATION ON PHYSICAL HEALTH

Acoma Meeting Room

Chairs: Ethan Kross, *Columbia University*; Özlem Ayduk, *University of California, Berkeley*

Speakers: Julian Thayer, Margaret E. Kemeny, Nicholas Christenfeld, Özlem Ayduk

11:15 am - 12:30 pm **Symposia Session G and Keynote Addresses**

G1 KEYNOTE ADDRESSES

Ballroom C

THE MYTH OF FIXED INTELLIGENCE: WHY SCHOOLS AND CULTURES COUNT

Speaker: Richard Nisbett, *Theodore M. Newcomb Distinguished University Professor, University of Michigan*

Introducer: Eugene Borgida, *University of Minnesota*

STRESS, SOCIAL NETWORKS, SOCIAL STATUS AND SUSCEPTIBILITY TO THE COMMON COLD

Speaker: Sheldon Cohen, *Robert Doherty Professor of Psychology, Carnegie Mellon University*

Introducer: Margaret Clark, *Carnegie Mellon University*

G2 THE SOCIAL COSTS AND BENEFITS OF RELIGION

Ballroom A

Chair: Azim F. Shariff, *University of British Columbia*

Speakers: Azim F. Shariff, Dominic Johnson, Jeremy Ginges, Jordan B. Peterson

G3 FAST AND EASY: EFFECTS OF PSYCHOLOGICAL SPEED ON JUDGMENT AND EMOTION

Ruidoso Meeting Room

Chair: Emily Pronin, *Princeton University*

Speakers: Sian L. Beilock, Norbert Schwarz, Emily Pronin, Keith D. Markman

G4 GOAL-DIRECTED LEARNING OUTSIDE THE CARTESIAN THEATER

Pecos Meeting Room

Chairs: Baruch Eitam, *The Hebrew University*; Ruud Custers, *Utrecht University*

Discussant: Arthur S. Reber, *Brooklyn College*

Speakers: Arthur B. Markman, Baruch Eitam, Daphna Shohamy, Ruud Custers

G5 SHACKLED BY DNA: SOME CONSEQUENCES OF PSYCHOLOGICAL ESSENTIALISM AND THINKING ABOUT GENES

Ballroom B

Chair: Ilan Dar-Nimrod, *University of British Columbia*

Discussant: Barry Schwartz, *Swarthmore College*

Speakers: Toby Epstein Jayaratne, Marianne LaFrance, Ilan Dar-Nimrod, Johannes Keller

12:30 -

1:30 pm

Box Lunch Served

SouthWest Exhibit Hall

12:30 -

2:00 pm

Poster Session F

SouthWest Exhibit Hall

12:30 -

2:00 pm

Lunch Time Meet/Chat with Representatives from the Funding Agencies

SouthWest Exhibit Hall

Representatives: Amber Story, Kellina Craig-Henderson, *National Science Foundation*

Representative: Robert Croyle, *National Cancer Institute (NIH)*

1:00 -

2:00 pm

Mentoring Luncheon

Jemez and Nambé Meeting Rooms

Sponsored by the Graduate Student Committee Elizabeth Lee (president), Sonia Kang, Jennifer M. Knack, Megan O’Grady, David Portnoy

2:00 -

3:15 pm

Symposia Session H and Block Award Address

H1 BLOCK AWARD

Ballroom C

WELL-BEING ON PLANET EARTH

Winner: Ed Diener, *Joseph R. Smiley Professor of Psychology, University of Illinois at Urbana-Champaign*

Introducer: Randy J. Larsen, *Stuckenberg Professor of Human Values and Chair, Department of Psychology, Washington University in St. Louis*

H2 SELF-REGULATION OF INTERGROUP RESPONSES: MECHANISMS OF THE MIND AND BODY

Ballroom A

Chair: David M. Amodio, *New York University*

Speakers: Jennifer A. Richeson, Wendy Berry Mendes, David M. Amodio, B. Keith Payne

H3 CULTURE AND CHOICE

Ruidoso Meeting Room

Chairs: Carl F. Falk, *University of British Columbia*; Hazel Rose Markus, *Stanford University*

Discussant: Mark Lepper, *Stanford University*

Schedule of Events

Speakers: Nicole M. Stephens, Michael W. Morris, Aimee Drolet, Elizabeth W. Dunn

H4 THE ROLE OF IMPLICIT SELF-ESTEEM IN SELF-REGULATION PROCESSES

Pecos Meeting Room

Chair: Tracy DeHart, *Loyola University Chicago*

Discussant: Laurie A. Rudman, *Rutgers University*

Speakers: Michael Kernis, Steve Spencer, Olesya Govorun, Tracy DeHart

H5 SEE NO EVIL, SPEAK NO EVIL, BE NO EVIL, HEAR NO EVIL: EXTERNAL AND INTERNAL SILENCING OF STIGMATIZED GROUPS

Ballroom B

Chairs: Janet K. Swim, *Pennsylvania State University*; Julia C. Becker, *University of Marburg*

Discussant: Mikki Hebl, *Rice University*

Speakers: Julia C. Becker, Janet K. Swim, Eden B. King, Theresa K. Vescio

H6 PUTTING THE "I" INTO JDM: A NEW WAVE OF SELF RESEARCH IN JUDGMENT AND DECISION MAKING

Picuris Meeting Room

Chair: Cynthia Cryder, *Carnegie Mellon University*

Discussant: Fritz Strack, *University of Würzburg*

Speakers: Matthew Lieberman, Jennifer Lerner, Lee Ross, Tom Gilovich

3:30 -
4:45 pm

Symposia Session I

II AUTOMATIC PROCESSES OF PREJUDICE

Ballroom C

Chair: Emiko Yoshida, *University of Waterloo*

Speakers: Emiko Yoshida, Steven Fein, Paige C. Brazy, Michael A. Olson

II2 THE IMPORTANCE OF LINGUISTIC PRACTICE IN SOCIAL AND CULTURAL COGNITION

Ballroom A

Chairs: Tiane Lee, *Princeton University*; Susan T. Fiske and Virginia S. Y. Kwan, *Princeton University*

Speakers: Emiko S. Kashima, Tiane L. Lee, Angela K-y. Leung, Lera Boroditsky

II3 THE NONVERBAL EXPRESSION OF EMOTION: WHAT CAN WE LEARN FROM SPONTANEOUS DISPLAYS?

Ruidoso Meeting Room

Chair: Jessica L. Tracy, *University of British Columbia*

Speakers: Jessica L. Tracy, Ursula Hess, George A. Bonanno, Jose-Miguel Fernandez-Dols, David Matsumoto

II4 MAPPING THE LONGITUDINAL COURSE OF MARITAL SATISFACTION AFTER THE NEWLYWED YEARS

Pecos Meeting Room

Chair: Sara Gorchoff, *University of California, Berkeley*

Discussant: Benjamin Karney, *University of California, Los Angeles*

Speakers: Sanjay Srivastava, Sara M. Gorchoff, Sarah R. Holley

II5 NONCONSCIOUS MOTIVATORS: THE INFLUENCE OF ENVIRONMENTAL CUES ON COGNITION AND BEHAVIOR

Ballroom B

Chairs: Ron Friedman, *Hobart and William Smith Colleges*; Henk Aarts, *Utrecht University*

Speakers: Rob W. Holland, Andrew J. Elliot, David T. Neal, Henk Aarts

II6 ALTERNATIVE WAYS TO MAINTAIN A SUBJECTIVE SENSE OF BELONGING

Picuris Meeting Room

Chairs: Cynthia McPherson Frantz, *Oberlin College*; Megan L. Knowles, *University of Georgia*

Speakers: Megan L. Knowles, Jaye L. Derrick, Michael J. Poulin, Cynthia McPherson Frantz

II7 USING ADVANCED PERSONALITY RESEARCH METHODS TO CLARIFY THE PROCESSES UNDERLYING PERSONALITY PATHOLOGY

Cochiti Meeting Room

Chair: Daniel Leising, *University of Halle-Wittenberg, Germany*

Discussant: Lee Anna Clark, *University of Iowa*

Speakers: William Fleeson, Leigh Wensman, Debbie Moskowitz, Daniel Leising

II8 EFFECTS OF EMOTION ON JUDGMENTS AND DECISIONS ABOUT HUMANITARIAN AID

Acoma Meeting Room

Chairs: Amy J. C. Cuddy, *Northwestern University*; Deborah A. Small, *University of Pennsylvania*

Speakers: Peter McGraw, Deborah A. Small, Amy J. C. Cuddy, Tehila Kogut, Stephan Dickert

Symposia Session J

JI THE INTERPLAY OF CONSCIOUS AND UNCONSCIOUS EMOTION PROCESSES: RETHINKING WHAT EMOTION IS AND HOW EMOTION WORKS

Ballroom C

Chairs: Catharine Evers, *Utrecht University, The Netherlands*; Kirsten Ruys, *Tilburg University, The Netherlands*; Kathleen Vohs, *University of Minnesota*

Speakers: Roy Baumeister, Catharine Evers, Kirsten Ruys, Eliza Bliss-Moreau, Lisa Feldman Barrett

JI2 SCARED STIFF? THE EFFECTS OF PSYCHOLOGICAL SECURITY AND INSECURITY ON POLITICAL ATTITUDES AND LEADERSHIP PREFERENCES

Ballroom A

Chair: Joshua Hart, *Union College*

Discussant: Chris Crandall, *University of Kansas*

Speakers: Florette Cohen, Omri Gillath, April Horstman Reser, Becky L. Choma

5:00 -
6:15 pm

J3 SOCIOECONOMIC DISPARITIES IN HEALTH: EXPLICATING THE ROLE OF PSYCHOSOCIAL FACTORS

Ruidoso Meeting Room

Chair: Lisbeth Nielsen, *National Institute on Aging*

Discussant: Hazel R. Markus, *Stanford University*

Speakers: Margie E. Lachman, Susan C. South, Carol D. Ryff, Tara L. Gruenewald

J4 ADVANCES IN PERSONALITY PROCESS: AN EFFORTFUL CONTROL PERSPECTIVE

Pecos Meeting Room

Chairs: Benjamin M. Wilkowski, *North Dakota State University*; Michael D. Robinson, *North Dakota State University*

Speakers: Benjamin M. Wilkowski, Lauri A. Jensen-Campbell, Gerald Matthews, Michael D. Robinson

J5 SHEDDING LIGHT ON THE MECHANISMS UNDERLYING IMPLICIT SOCIAL COGNITION: CONTRIBUTIONS FROM DEVELOPMENTAL PSYCHOLOGY

Ballroom B

Chairs: Yarrow Dunham, *UC Merced*; Andrew Scott Baron, *Harvard University*

Discussant: Alex Todorov, *Princeton University*

Speakers: Yarrow Dunham, Andrew Scott Baron, Christia Spears Brown

J6 METACOGNITION AND JUDGMENT

Picuris Meeting Room

Chairs: Adam Alter, *Princeton University*; Joseph Simmons, *Yale University*

Speaker: Jesse Preston, Leif D. Nelson, Joseph P. Simmons, Adam L. Alter

J7 INTERPERSONAL CONVERGENCE IN EMOTION

Cochiti Meeting Room

Chairs: Martin Bruder, *Cardiff University*; Kim Peters, *University of Exeter*

Discussant: Claire Ashton-James, *Duke University*

Speakers: Martin Bruder, Richard Saavedra, Jennifer R. Spoor, Kim Peters

J8 WHEN THE PAST MEETS THE PRESENT: COLLECTIVE MEMORY AND COLLECTIVE EMOTIONS

Acoma Meeting Room

Chairs: Nyla R. Branscombe, *University of Kansas*; Olivier Klein, *Université Libre de Bruxelles, Belgium* and René Kopietz, *University of Bielefeld, Germany*

Speakers: William Hirst, René Kopietz, Glenn Adams, Laurent Licata, Michael Ross

5:00 -
6:15 pm

GLBT Alliance in Social and Personality Psychology (GASP) Coffee Hour

Enchantments Room

Sponsored by the Diversity and Climate Committee, Chair, Keith Maddox, Tufts University

6:15 -
7:45 pm

Poster Session G with Social Hour

SouthWest Exhibit Hall

Poster Schedule

Poster sessions are scheduled on Thursday, February 7, Friday, February 8 and Saturday, February 9. The presenting author must be present at least one full hour during the assigned session and the other authors should be present during the remaining time. The following times indicate when you are expected to set-up and take-down your poster. Note that we are asking you to leave your poster up for longer than the formal session. This will allow people to look at your poster throughout the day. You should plan to be at your poster from the start until the end of your formal session.

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

Poster Session	Date & Time	Set-up Begins	Session Begins	Session Ends	Take-down Complete
A	Thursday 2/07/08	6:30 pm	7:00 pm	8:30 pm	8:45 pm
B	Friday 2/08/08	7:45 am	8:00 am	9:30 am	12:15 pm
C	Friday 2/08/08	12:15 pm	12:30 pm	2:00 pm	6:00 pm
D	Friday 2/08/08	6:00 pm	6:15 pm	7:45 pm	8:00 pm
E	Saturday 2/09/08	7:45 am	8:00 am	9:30 am	12:15 am
F	Saturday 2/09/08	12:15 pm	12:30 pm	2:00 pm	6:00 pm
G	Saturday 2/09/08	6:00 pm	6:15 pm	7:45 pm	8:00 pm

SPSP 2008 Exhibitors

We would like to extend our thanks to the following SPSP 2008 Exhibitors. We thank them for their support and participation. Please visit their booths in the SouthWest Exhibit Hall.

Cambridge University Press

Guilford Publications

McGraw-Hill Higher Education

Millisecond Software

MindWare Technology

National Cancer Institute

Noldus Information Technology

Oxford University Press

Psychology Press

SAGE Publications

Wadsworth Cengage Learning

Wiley-Blackwell

W.W. Norton & Company

Mark your calendar...
The Tenth Annual Meeting of the
Society for Personality and Social Psychology
will be held February 5-7, 2009 in Tampa, Florida

Featured Sessions

2008 Presidential Symposium - “Thinking Big: Letting Social Psychology Out of its Cage”

Chair: **John Dovidio**, Yale University

Introduced by: **Samuel Gaertner**, University of Delaware

Jim Blascovich, University of California Santa Barbara, “**Digital Interactions: New Worlds for Personality and Social Psychology**”

Jeffrey D. Fisher, University of Connecticut, “**Changing HIV Risk Behavior in the Real World**”

Nancy Cantor, Syracuse University, “**Social Psychology in Action in Perilous Times**”

Thursday, February 7, 5:00-7:00 pm, Kiva Auditorium

Outreach and Special Sessions

SPSP Graduate Student Committee Symposium Outstanding Research Award Addresses

Speakers: **Jessica Salvatore, Jeremy P. Jamieson, Elizabeth Levy Paluck, Zachary K. Rothschild**

Friday, February 8, 8:15-9:30 am, Cochiti Meeting Room

Special Session: Funding Opportunities at the National Science Foundation

Speakers: **Amber L. Story and Kellina M. Craig-Henderson**

Friday, February 8, 8:15-9:30 am, Acoma Meeting Room

NCI/SPSP Training Symposium-Panel Discussion

“**Social and Personality Psychology in a Health Context: Doing it Well**”

Chairs: **William Klein**, University of Pittsburgh and **Jamie Arndt**, University of Missouri

Panelists: **Jerry Suls, Alex Rothman, Angela Bryan, Kevin McCaul, Bob Croyle, Peter Harris**

Friday, February 8, 5:00-6:15 pm, Cochiti Meeting Room

Invited Addresses

Keynote Addresses

Richard Nisbett, Theodore M. Newcomb Distinguished University Professor, University of Michigan, “**The Myth of Fixed Intelligence: Why Schools and Cultures Count**”

Introduced by: **Eugene Borgida**, University of Minnesota,

Sheldon Cohen, Robert Doherty Professor of Psychology, Carnegie Mellon University, “**Stress, Social Networks, Social Status and Susceptibility to the Common Cold**”

Introduced by: **Margaret Clark**, Carnegie Mellon University

Saturday, February 9, 11:15 am-12:30 pm, Ballroom C

Presidential Address

John F. Dovidio, Yale University, “**Interpersonal Interaction and Intergroup Relations: The “Tragedy” of Intergroup Relations**”

Friday, February 8, 2:00 – 3:15 pm, Ballroom C

Featured Sessions

Jack Block Award Address

Ed Diener, *Joseph R. Smiley Professor of Psychology, University of Illinois at Urbana-Champaign*, “**Well-Being on Planet Earth**”

Introduced by: **Randy J. Larsen**, *Stuckenberg Professor of Human Values and Chair, Department of Psychology, Washington University in St. Louis*

Saturday, February 9, 2:00-3:15 pm, Ballroom C

Donald T. Campbell Award Address

Charles Carver, *The University of Miami and Michael Scheier, Carnegie Mellon University*, “**Reflections On Thirty-Five Years Of Self-Regulation Theory**”

Introduced by: **Margaret Clark**, *Yale University*

Friday, February 8, 5:00-6:15 pm, Ballroom C

Symposia and Special Sessions

Opening Session: Presidential Symposium

Thursday, February 7, 5:00 - 7:00 pm

THINKING BIG: LETTING SOCIAL PSYCHOLOGY OUT OF ITS CAGE

Thursday, February 7, 5:00 - 7:00 pm, Kiva Auditorium

Chair: John Dovidio, Yale University

Introducer: Samuel Gaertner, University of Delaware

Speakers: Jim Blascovich, University of California Santa Barbara, Jeffrey D. Fisher, University of Connecticut and Nancy Cantor, Syracuse University

ABSTRACTS

THINKING BIG: LETTING SOCIAL PSYCHOLOGY OUT OF ITS CAGE

John F. Dovidio, Yale University – Social psychology addresses issues of fundamental practical importance. It explores the very best of human behavior, such as self-sacrifice, attraction, and close relationships, as well as the very worst, such as interpersonal aggression and intergroup conflict. Nevertheless, contemporary social psychology's greater focus on internal than external validity, on theoretical refinement more than application, and on communication within the scientific community rather than to outside audiences has limited its social impact. However, an emphasis on theory development should not distract researchers from creative thinking and methodological innovation. Rigorous science is in not incompatible with socially significant impact; in fact, it should form the basis for social interventions, public health, legal decisions, and policy. This symposium, drawing a range of different contributions from three distinguished social and personality psychologists, illustrates the scientific and social importance of thinking beyond conventional paradigms and applying solid psychological science in socially important and responsible ways. The speakers in this symposium have achieved prominence within the profession for the quality of their scholarship within the laboratory and conventional paradigms. But each, in his or her own way, has shown unique vision and made important contributions beyond our traditional boundaries. They demonstrate how social psychology can be more innovative, bold, and socially responsible without sacrificing scientific rigor or standards. The speakers concretely illustrate the unique potential of social psychology to speak persuasively across disciplinary lines, to social issues internationally, and to the general public and policymakers. They show how psychologists can make a difference in the world.

DIGITAL INTERACTIONS: NEW WORLDS FOR PERSONALITY AND SOCIAL PSYCHOLOGY

Jim Blascovich, University of California – Santa Barbara – Humans have traveled mentally to somewhere other than where we are physically for eons. Our capacities to dream and daydream have been enhanced by communicative media beginning long ago with language and more recently via digital technology. Digital virtual environment technology not provides us with an enhanced capacity to travel virtually, but to spend substantial amounts of time "existing" virtually. During the past decade, personality and social psychologists have realized the value of digital virtual environment technology as a methodological tool, one increasing not only experimental control but also the ecological validity of experimental contexts. We are beginning to realize

that digital virtual worlds are themselves increasingly important, not just as research tools, but also because we must investigate dispositions and social interaction within them to be able to generalize back to them. This is an important opportunity for our fields, one for which we have the resources to meet the demands.

CHANGING HIV RISK BEHAVIOR IN THE REAL WORLD

Jeffrey D. Fisher, Ph.D, University of Connecticut – This presentation describes a twenty year program of NIMH- funded HIV prevention research which began with mainstream social psychological theory and which initially involved college students as participants. Along the way, new, integrative conceptual frameworks have been created, and the work has focused on understanding the HIV risk dynamics in diverse population subgroups worldwide and ultimately in using this knowledge in the design, implementation, and rigorous evaluation of theory-based HIV prevention interventions. Populations have ranged from seronegative heterosexuals and men who have sex with men, to long distance truck drivers in India, to injection drug users, to seropositive men and women worldwide. Examples will be given of work at various points in the progression of this program of research, and of the difficulties in "taking social psychology out of its cage." Finally, some challenges in the next phase of this work will be highlighted, involving the widespread dissemination of its findings and effective theory-based interventions to nations and communities hard hit by HIV.

SOCIAL PSYCHOLOGY IN ACTION IN PERILOUS TIMES

Nancy Cantor, Syracuse University – We live in perilous and divisive times in which the next great knowledge revolution, after the industrial, information, and biological revolutions, is ours to mount – the social behavior revolution. Consider the following set of questions, all fundamentally about social behavior: Can we change behavior to preserve the environment? Can we promote communal social responsibility over individual rights? Can inter-group dialogue overcome extremism, in-group protectionism, out-group conflict? Can we collaborate to reduce class and race disparities or will zero-sum, winner-take-all competition triumph? Can we turn around our public schools, aptly called "failure factories," or will we continue to feed the cradle to prison pipeline in our inner city and isolated rural communities? These, and many more, pressing questions are all deeply and essentially social psychological in nature and we need to put psychology into action to preserve our diverse democracy and fulfill our local and global responsibilities.

Special Sessions

Friday, February 8, 8:15 - 9:30 am

Session SS1: Graduate Student Symposium

OUTSTANDING RESEARCH AWARD ADDRESSES

Friday, February 8, 8:15 - 9:30 am, Cochiti Meeting Room

Speakers: Jessica Salvatore, Jeremy P. Jamieson, Elizabeth Levy Paluck, Zachary K. Rothschild

Summary: This symposium features the winners of the Graduate Student Committee's Outstanding Research Award. The Outstanding Research Award is intended to highlight and recognize excellent

scholarly work conducted by graduate student members of SPSP. Additionally, the committee endeavored to encourage as many students as possible to be involved by providing an opportunity for graduate students to serve as peer reviewers. Applications were submitted for two rounds of peer review. Finalists from the first round were narrowed down to the four speakers who will be presenting their work to the SPSP community. Topics include: the effects of ambiguous versus blatant prejudice on cognitive impairment, a mere effort interpretation of stereotype threat, the use of mass media to reduce intergroup prejudice in Rwanda, and the effect of terror management on fundamentalists' support for violence. All members of the SPSP community are encouraged to attend this session and support exceptional graduate student research.

ABSTRACTS

COGNITIVE COSTS OF EXPOSURE TO RACIAL PREJUDICE

Jessica Salvatore, J. Nicole Shelton; Princeton University – Social and legal norms in the United States prohibit the overt expression of racial prejudice, yet many ethnic groups continue to face discrimination. We tested the idea that encountering racial prejudice affects cognitive functioning among members of different ethnic groups under differing conditions of clarity. Contemporary forms of racial prejudice are often subtle, yet it is important for targets to understand their underlying causes. Based on this, we hypothesized that traditional targets of ethnic prejudice experience cognitive impairment as they try to determine the cause of ambiguously (rather than blatantly) discriminatory events. In contrast, we hypothesized that infrequent targets of ethnic prejudice are relatively insensitive to ambiguous prejudice cues, but experience cognitive impairment when they encounter more blatant prejudice. We assessed performance on the Stroop color-naming task after participants reviewed job files that suggested an evaluator had made non-prejudiced, ambiguously prejudiced, or blatantly prejudiced hiring recommendations. As predicted, the cognitive impact of exposure to ambiguous versus blatant prejudice cues depended on participants' ethnic group. Black participants experienced the greatest impairment when they saw ambiguous evidence of prejudice, whereas White participants experienced the greatest impairment when they saw blatant evidence of prejudice. Given the often ambiguous nature of contemporary expressions of prejudice, these results have important implications for the success of ethnic minorities across numerous life domains.

THE EFFECT OF STEREOTYPE THREAT ON THE SOLVING OF QUANTITATIVE GRE PROBLEMS: A MERE EFFORT INTERPRETATION

Jeremy P. Jamieson, Stephen G. Harkins; Northeastern University – The present research tested the mere effort account (Harkins, 2006) of stereotype threat performance effects on quantitative GRE problems. Mere effort argues that stereotype threat motivates participants to perform well, which potentiates prepotent responses. If the prepotent response is correct, performance is facilitated. If the prepotent response is incorrect, and participants do not know, or lack the knowledge or time required for correction, performance is debilitated. The GRE quantitative test is made up of two problem types: solve, which require the solution of an equation; and comparison, which require the use of logic and estimation. Previous research (e.g., Gallagher, De Lisi, Holst, McGillicuddy-De Lisi, Morely, & Cahalan, 2000) shows that the prepotent tendency is to attempt to solve the equations. Consistent with mere effort predictions, Experiment 1 showed that females subject to threat performed more poorly on comparison problems than control females, but better on solve problems. The former effect is stronger than the latter accounting for the overall debilitation found in Experiment 1 and in previous research. Experiment 2 showed that prepotency of response, not problem difficulty, determined whether the performance of threat participants was debilitated. Regardless of problem difficulty, if the prepotent response was correct (solve problems), females subject to

threat outperformed controls, but if this response was incorrect (comparison problems), they performed more poorly. Experiment 3 showed that a simple instruction as to the correct solution approach eliminated the performance deficit on comparison problems.

REDUCING INTERGROUP PREJUDICE AND CONFLICT WITH THE MASS MEDIA: A FIELD EXPERIMENT IN RWANDA

Elizabeth Levy Paluck; Yale University – Can the media reduce intergroup prejudice and conflict? Despite the high stakes of this question, understanding of the mass media's role in shaping prejudiced beliefs, norms, and behaviors is very limited. A yearlong field experiment in Rwanda tested the impact of a radio soap opera that contained educational messages about reducing intergroup prejudice, mass violence, and trauma. Compared to communities who listened to a control radio soap opera, listeners' perceptions of social norms and their behaviors changed concerning some of the most critical issues for Rwanda's post conflict society, namely intermarriage, open dissent, trust, empathy, cooperation and discussion of personal trauma. However, the radio program did little to influence listeners' personal beliefs. Group discussion was a notable feature of the listening experience. Taken together, the results suggest that radio can communicate social norms and influence behaviors that contribute to intergroup tolerance and reconciliation.

DOES PEACE HAVE A PRAYER? EFFECTS OF MORTALITY SALIENCE, COMPASSIONATE VALUES, AND RELIGIOUS FUNDAMENTALISM ON OUT-GROUP HOSTILITY

Zachary K. Rothschild & Tom Pyszczynski; University of Colorado at Colorado Springs, Abdolhossein Abdollahi; Zaran Islamic Azad University, Iran and Kerman Shahid Bahonar University, Iran – Research has documented the association between religious fundamentalism and hostility towards out-groups. Terror management theory (TMT) views fundamentalists' hostility as a defensive effort to protect a rigid worldview that shields them from death-related anxiety. Ironically, this violent defensiveness contradicts the compassionate precepts of the very belief system the fundamentalist is trying to protect. The present studies assessed the impact of death reminders on fundamentalists' support for violence among both Americans and Iranians, and sought conditions under which the compassionate religious values central to fundamentalists' religious dogma can reverse antagonistic out-group attitudes. Because TMT research has shown that individuals primed with death strive to adhere to salient cultural standards of value, it was hypothesized that priming fundamentalists with death and compassionate religious values would reduce out-group hostility and support for violence. Study 1, conducted in America on a predominantly Christian sample, found that although high fundamentalists were generally more supportive of extreme force, when reminded of death and compassionate biblical quotations, fundamentalists became less supportive of violent military interventions. In study 2, conducted in Iran on a Shiite Muslim sample, priming compassionate Quranic verses after a death reminder reduced aggressive anti-western attitudes when the values were presented as originating from an authoritative religious source: when secularized versions of the same compassionate values were primed, death led to stronger anti-western attitudes. These results suggest that reducing support for violence among fundamentalists may depend on the religious community's ability to highlight the shared compassionate values at the heart of most world religions.

Special Session SS2: Funding Opportunities at the National Science Foundation

Friday, February 8, 8:30 - 9:30 am, Acoma Meeting Room

Speakers: Amber L. Story and Kellina M. Craig-Henderson

Symposia Session A
Friday, February 8, 9:45 - 11:00 am

Symposia Session A1**SEEING BELOW THE SURFACE: HOW PERIPHERAL CUES SHAPE STEREOTYPIC PERCEPTIONS**

Friday, February 8, 9:45 - 11:00 am, Ballroom C

Chairs: *Judith White, Dartmouth College, and David Marx, San Diego State University***Speakers:** *Kristin Dukes, Sei Jin Ko, Michael Inzlicht, Judith B. White*

Summary: Much work has focused on how social categories (e.g., race, gender) trigger category-based stereotypic perceptions. Less work has focused on how subtle variations within a category alter these perceptions. Accordingly, this symposium examines how peripheral cues that challenge and/or reinforce stereotype applicability—facial expressions, manner of dress, vocal cues, and the presence of a role model—affect stereotypic perceptions. Two presentations approach this issue from the perceiver's perspective and two approach it from the target's perspective. The first extends research on the role of physical appearance and shows that while photographs of prototypical Afrocentric faces are stereotyped regardless of peripheral cues, less prototypical faces are stereotyped only when peripheral cues (stereotypical dress) are present. The second examines vocal femininity cues and finds that masculine sounding voices are rated as more competent than feminine sounding voices, regardless of the speaker's gender. The third demonstrates that women who do not expect to be stereotyped are less likely to perceive men's facial expressions as communicating rejection and contempt than women who do expect to be stereotyped. The fourth illustrates that women who have solo status in a group are less susceptible to stereotype threat in the presence of a high status woman observer, although they have stronger gender identification. In sum, this symposium presents research on four complementary peripheral cues that moderate stereotype perceptions and advance our understanding of ways that stereotyped targets can influence how they perceive themselves and how they are perceived by others.

ABSTRACTS**PERIPHERAL CATEGORY CUES AND THE MODERATION OF AFROCENTRIC BIAS** *Kristin Dukes and Keith Maddox, Tufts University*

Both physical and behavioral characteristics contribute to the representation, perception, and treatment of category members. However, the bulk of social psychological research racial stereotyping has focused on the degree to which social targets exhibit stereotype-relevant behaviors as opposed to variability in the prototypicality of their physical appearance. In contrast to the assumptions of these models, recent research indicates that targets whose facial appearance is more prototypic are stereotyped more than those whose appearance is less stereotypic. However, variability other aspects of physical appearance may influence the degree to which high and low stereotypic faces are judged. The current study explored stereotyping of category members as a function of the degree to which they exhibit physical characteristics with implications for category membership. Participants were shown photos of Black males that varied in degree of Afrocentricity (High or Low), and in the stereotypicality of their clothing style (Consistent and Inconsistent). Participants then evaluated the likelihood that a several stereotypic traits or behaviors were characteristic of each male pictured. Consistent with hypotheses, results revealed a significant Afrocentricity x Clothing

Style interaction. Clothing style had a substantial influence on stereotyping of low Afrocentric males, but no influence on stereotyping of high Afrocentric males. These findings suggest that peripheral physical features (stereotypicality of clothing style) may only impact impressions of targets whose facial features are less prototypic of their race. Contrary to many traditional models of impression formation, these findings may reflect racial subtyping based wholly on physical features, not behavior.

A VOICE IN THE WORKPLACE: HOW VOCAL CUES IMPACT JUDGMENTS RELATED TO HIRING DECISIONS *Sei Jin Ko, Northwestern University; Charles M. Judd, University of Colorado, Boulder; Diederik A. Stapel, Tilburg University*

— An applicant's voice is a physical cue that features prominently in job interviews. Surprisingly, little is known about how it impacts interviewers' judgments of applicants in such situations. Accordingly, we conducted an experiment using male and female speakers posing as job applicants to investigate how applicant's gender, vocal femininity cues, and résumé information impacted judgments on two fundamental dimensions—competence and warmth. The applicants orally presented the résumés and after each presentation, participants had to judge the applicant on competence and warmth. Results showed no discrimination on the basis of applicant gender. However, the more subtle vocal femininity cue strongly affected competence judgments such that applicants with masculine sounding voices were rated as more competent than applicants with feminine sounding voices, regardless of the applicant's gender or résumé information. Warmth, on the other hand, was predominantly affected by résumés in expected ways: applicants with feminine résumés were rated as warmer than those with masculine résumés. The impact of vocal femininity cues on competence coupled with competence being the dominant criterion for assessing job success suggests that discrimination in today's workplace may be triggered more by subtle variations in physical cues than by blatant category cues, such as gender. Furthermore, these results provide the first demonstration that something as subtle yet so prevalent as vocal cues continue to impact judgments in the face of other potentially competing information.

THE FACE OF CHAUVINISM: HOW PREJUDICE SCRIPTS SHAPE PERCEPTIONS OF FACIAL AFFECT *Michael Inzlicht, University of Toronto; Cheryl Kaiser, University of Washington; Brenda Major, University of California at Santa Barbara*

— How do you perceive the world, and those in it, after being hammered over and over again by the negative stereotypes about your group? Research suggests that you would start to expect prejudice and anticipate being judged on the basis of your group. For members of stigmatized groups, this means they worry about being socially devalued and become vigilant for cues communicating this rejection. And the face may be the first place where individuals begin their search for signs of rejection. We ask if individuals who expect to be treated prejudicially—those who hold prejudice scripts—show a biased perception of facial affect given off by out-group members. In both of our studies, we had participants watch a series of computer-generated movies showing animated faces morphing from expressions of unambiguous rejection to unambiguous happiness. Participants' main task was to indicate when the initial expression of rejection was no longer present. In Study 1, we tested the connection between stigma-consciousness and perceptions of rejection among female participants. In Study 2, we examined this connection for both men and women and for perceptions of contempt vs. anger. Our results show that prejudice scripts lead individuals to interpret out-group faces as more rejecting than in-group faces. These results, however, were only found for women; men did not tend to perceive women's facial affect any differently than men's. Further, our results suggest that prejudice scripts affect perceptions of contempt, but not anger. These results are discussed in relation to intergroup relations and self-fulfilling prophecies.

A SAME-GENDER ROLE MODEL CAN PREVENT SOLO STATUS PERFORMANCE DECREMENTS

Judith B. White, Dartmouth College – Being a solo, e.g. the only woman in a group, can have a negative effect on an individual's performance. Previous research suggests that the solo's ingroup status may moderate this effect (Sekaquaptewa & Thompson, 2002). Having a high-status ingroup member, such as a same-gender role model, may raise a solo's ingroup status. Indeed, there is widespread belief that women in male-dominated fields may perform better when they have same-gender role models. An experiment examined the effects of a same-gender experimenter on solos in small groups. Each session consisted of either three men and one woman (female solo) or three women and one man (male solo). Participants worked individually on two tasks: a surprise recall test of a computer-mediated group chat and a challenging math test. Female solos did not show performance decrements typically associated with solo status when they had a same-gender experimenter. Counter to intuition, this "buffering" effect was mediated by increased gender identification. Moreover, female solos with a same-gender experimenter did not show evidence of stereotype threat on the math task even though they had increased gender identification. It is suggested just as same-gender role models improve performance for women who face stereotype threat (Marx & Roman, 2002), they also help women who have solo status. While it may seem counterintuitive, identification with a high status role model may be a peripheral route to avoid self-stereotyping.

Symposia Session A2

PRIMING IDEOLOGY: DEMONSTRATING THE MALLEABILITY OF POLITICAL IDEOLOGY

Friday, February 8, 9:45 - 11:00 am, Ballroom A

Chairs: Christopher J. Bryan, Stanford University, and Carol S. Dweck, Stanford University

Discussant: Lee Ross, Stanford University

Speakers: Richard P. Eibach, Christopher J. Bryan, Hulda Thorisdottir, Melissa J. Ferguson

Summary: Political attitudes and ideologies are often regarded as stable psychological features, rooted in deeply held values and principles. Several new lines of research, however, show that it is possible to influence a person's political attitudes and behavior using priming manipulations. The research presented in this symposium demonstrates that, while people certainly can be said to have a default or primary ideological orientation, many people also possess different, sometimes contradictory, ideological schemas that exert influence as a function of their level of activation. Eibach, Libby and Mock show that priming the parental role induces participants to adopt conservative moral attitudes and attach moral significance to issues that they would otherwise tend to see as matters of personal choice. Bryan, Dweck, Ross, Kay and Mislavsky demonstrate the dynamic nature of political ideology, showing that priming different schemas regarding the importance of personal merit can shift the attitudes of political moderates in a liberal or conservative direction. Thorisdottir and Jost show that inducing feelings of threat causes people to become more closed-minded and to favor the sense of certainty and control associated with more conservative political attitudes. Ferguson, Hassin and Carter focus on how ideological knowledge can operate automatically, demonstrating that implicit priming with American cues produces increases in nationalistic attitudes and behavior in participants who follow political news. Discussant Lee Ross will talk about the implications of these findings for how we think about political ideology and conflict.

ABSTRACTS

PRIMED PARENTAL MINDSETS AND PATERNALISTIC SOCIAL ATTITUDES

Richard P. Eibach (Williams College), Lisa K. Libby (The Ohio State University), and Steven E. Mock (Yale University) – Children are typically portrayed as vulnerable innocents who need to be sheltered from external influences that threaten to harm or morally corrupt them. The parental role thus demands an attitude of vigilance towards conditions that might threaten their children. Although parents are likely unable to remain continuously vigilant to potential dangers, they may adaptively shift into a hypervigilant mindset when the parental role becomes situationally salient. Consistent with this, we find that heightened concerns about social dangers and paternalistic moral attitudes are evoked when the parental role is experimentally primed. For example, participants rated a list of modern conditions and technologies as more dangerous when the parental role was primed than did those in a control condition in which the parental role was not primed. When the parental role was primed participants also adopted an expansive ethical perspective, attaching moral significance to issues that those in a control condition were more likely to consider matters of personal preference. Thus, the expression of paternalistic as opposed to libertarian attitudes appears to be influenced by the situational salience of the parental role. These results have implications for understanding the success of past and present-day moral panic movements that mobilize parental opposition to social changes by framing those changes as threats to the physical or moral well-being of children.

IDEOLOGY AS MINDSET: EFFECTS OF MERITOCRACY PRIMES ON LIBERAL-CONSERVATIVE POLITICAL ASSESSMENTS

Christopher J. Bryan (Stanford University), Carol S. Dweck (Stanford University), Lee Ross (Stanford University), Aaron C. Kay (University of Waterloo), Natalia Mislavsky (Stanford University) – While few would disagree that an individual's political attitudes sometimes change over the course of his or her life, it is often assumed that at a given time, a person possesses a single ideological orientation. We propose that many individuals hold a mix of values and social representations – some congruent with political conservatism and some congruent with political liberalism. Two studies tested the hypothesis that a priming manipulation could affect which set of values and representations would influence political judgments in a given context. In Study 1, students at Stanford University wrote about the role of "personal merit" (conservative representation) or of "help and good fortune" (liberal representation) in achieving their academic success. In Study 2, personal merit vs. good fortune was primed through prior exposure to relevant questionnaire items. As predicted, in both studies participants in the Good Fortune condition, particularly those whose prior views were moderate, subsequently indicated more support for liberal policies than did those in the Personal Merit condition. Study 2 further found that these effects extended to political issues that are logically unrelated to the personal merit vs. good fortune content of the manipulations. This provides preliminary support for a mechanism involving the activation of relatively broad liberal or conservative schemas rather than narrower priming-related ones. These results suggest that political attitudes and ideologies may be more complex and more malleable than was previously believed.

EFFECTS OF PERCEIVED THREAT ON POLITICAL ATTITUDES: UNCERTAINTY, LACK OF CONTROL, AND CLOSED-MINDEDNESS

Hulda Thorisdottir (Princeton University) and John T. Jost (New York University) – Four experiments address the relationship between perceived threat and political attitudes. When people cannot escape or avoid threat, they will perceive a lack of control and a high degree of uncertainty. These are aversive states that people will strive to ameliorate. Additionally, fear reduces cognitive motivation, resulting in "closed-mindedness." Therefore, it is hypothesized that threatened people will latch onto social and political attitudes that provide the most eas-

ily construed means to restore control and certainty. These attitudes are more likely to be conservative than liberal because conservatism emphasizes resistance to change, as well as conformity to authority and conventional moral judgments. We investigated two hypotheses: (1) Threat makes people more closed-minded, which in turn leads them to gravitate toward political conservatism; and (2) Threat makes people more likely to adhere to public policy positions that are certain and unambiguous. Studies 1 and 2 show that when people think about previous instances in which they felt threatened, their degree of closed-mindedness increases, they perceive the world as more dangerous, and the effect of threat on perceptions of a dangerous world is mediated by closed-mindedness. In Study 3, we find that threat leads to increased conservatism, and the relationship is mediated by closed-mindedness. Study 4 demonstrates that, following threat induction, participants prefer a policy that is framed in certain rather than uncertain terms, lending further support to the idea that threat leads people to embrace political attitudes characterized by certainty.

ON THE AUTOMATICITY OF AMERICAN NATIONALISM

Melissa J. Ferguson (Cornell University), Ran R. Hassin (The Hebrew University), & Travis Carter (Cornell University) – Recent findings suggest that the constructs associated with one's nation in memory can become activated implicitly and influence one's attitudes, judgment, and interpersonal behavior. Across a series of experiments, when American participants were covertly or subliminally primed with American cues, the constructs of aggression and power became activated automatically (Ferguson & Hassin, in press; Ferguson, Carter, & Hassin, in press). This research also suggests that one important moderator of the direction of the effects is political news exposure. News-watchers who were subtly primed with American cues showed greater accessibility of aggression and power constructs in memory, judged another person as more aggressive, became more aggressive during an interpersonal interaction, and showed more desire for powerful roles, compared with news-watchers in a control condition. This pattern of results was absent or in the opposite direction for those who do not follow the news. These findings together suggest that media exposure predicts the types of information that become activated automatically when Americans are subtly reminded of their nation. More broadly, this research has implications for how nationalistic ideology may operate implicitly.

Symposia Session A3

NEGOTIATING TWO CULTURES: SOCIAL PSYCHOLOGICAL APPROACHES TO ACCULTURATION AND BI-CULTURALISM

Friday, February 8, 9:45 - 11:00 am, Ruidoso Meeting Room

Chairs: Batja Mesquita, University of Leuven, Belgium, and Heejung S. Kim, University of California Santa Barbara

Speakers: Heejung S. Kim, Ankica Kosic, Veronica Benet-Martinez, Shaun Wiley

Summary: Our psychology –how we feel, think, act, and relate-- tends to be shaped in ways that are functional in the socio-cultural context in which they grow up. However, increasing numbers of people are exposed to more than one culture, as when an individual immigrates from one culture to another, or when he or she is part of two different cultural contexts from the beginning, such as the case for many children of immigrants. How do these people negotiate two cultures, especially if these cultures call for different ways of feeling, thinking, acting, and relating? While there are many descriptive studies that document different strategies that immigrants and biculturals adopt in negotiating two cultures, relatively little research has looked at the social psychological processes that constitute acculturation and biculturalism. The panelists of this symposium present research that unravels the

phenomenon of negotiating two cultures. The first two presentations focus on cultural and individual factors that affect the psychological process of acculturation. Kim & Mesquita examine the relationship between immigrants' emotional experiences and acculturation. Kosic, Prati & Forak show the role of the Need for Cognitive Closure in the shaping of acculturation orientation. The final two presentations focus on negotiation of cultural identities among biculturals. Benet-Martinez examines the antecedents and adjustment outcomes of Bicultural Identity Integration. Finally, Wiley and Deaux examine the situation-specific process in which biculturals self-categorize their cultural identity and negotiate the meanings and behavioral repertoires associated with the identity.

ABSTRACTS

EMOTIONAL ACCULTURATION: EXAMINATION OF IMMIGRANTS' EMOTIONAL SIMILARITY WITH THE HOST CULTURE

Heejung S. Kim, University of California Santa Barbara; Batja Mesquita, University of Leuven, Belgium – This research tests the idea that an important aspect of acculturation consists of changes in emotional experience. Previous findings showed that emotional experience is often consistent with prevalent cultural meanings and practices. Therefore, emotions reflect people's cultural affiliation and are carriers of culture. Consequently, when a person immigrates from one culture to another, his/her emotional repertoire will tend not to fit with the meanings and practices of the new culture. The present research examined whether the pattern of emotional responses to a variety of situations is related to psychological and objective acculturation. A Scale of Emotional Acculturation (SEA) was developed to measure the level of similarity between immigrants' and the average mainstream emotional patterns in a wide range of situations. Based on two community survey studies, the authors examined the relationships between immigrants' emotional similarity as measured by the SEA, and various indicators of acculturation among Korean and Mexican immigrants. The results show that emotional concordance with the mainstream host culture is associated with sociocultural, psychological as well as objective measures of acculturation. This research provides a first test of the hypothesis that acculturation can productively viewed as a process of emotional change. The research furthermore suggested that age of immigration, rather than length of stay in the US predicted the emotional similarity. The discussion will center around implications of the research on social and psychological consequences of emotional similarity among immigrants, as well as the cultural development of emotional patterns.

THE SOCIAL COGNITION OF ACCULTURATION: MODERATING ROLE OF NEED FOR COGNITIVE CLOSURE AND COMMUNICATION SKILLS

Ankica Kosic, Kingston University, UK; Marcella Ramelli Prati, Universität Basel, Switzerland; Arnd Forack, Universität Basel, Switzerland – The present study examined the impact of reference group, need for cognitive closure and communication skills on acculturation orientations of Spanish speaking immigrants in Italy and Switzerland. It was found that immigrants with high need for closure were more likely to adopt the host culture when they joined host group within the first three months after arrival. However, people with no host reference group at this time were equally likely to adopt the host culture as immigrants with a host reference group when they are characterized by a low need for cognitive closure. Thus, the present study successfully replicated previous studies (Kosic, Kruglanski, Arie, Pierro, & Mannetti, 2004) demonstrating the moderating impact of need for cognitive closure on the relation between the reference group and acculturation strategies. In extension of these findings, the present study showed the importance of communication skills. It was found that the reference group at time of arrival affected the contact to the host community at following stages of the acculturation process when people had insufficient

communication skills at time of arrival, but not when they had good communication skills initially.

PSYCHOLOGICAL PREDICTORS AND OUTCOMES OF BICULTURAL IDENTITY INTEGRATION *Veronica Benet-Martinez, University of California Riverside* – Cross-cultural psychology has largely focused on the study of cultural differences and dynamics between groups yet the increase of multiculturalism calls for an understanding of how different cultures are negotiated and played out within the individual. The present study examines the under-researched topic of bicultural identity; specifically, we: (1) unpack the construct of Bicultural Identity Integration (BII), or the degree to which a bicultural individual perceives his/her two cultural identities as 'compatible' vs. 'oppositional', and (2) identify BII's personality (Big Five) and acculturation (acculturation stress, acculturation attitudes, bicultural competence) predictors, as well as its adjustment outcomes. Differences in BII, acculturation stress, and bicultural competence were measured with new instruments developed for the purposes of the study. Using diverse sample of Asian-American and Latino biculturals, we found that variations in BII do not define a uniform phenomenon, as commonly implied in the literature, but instead encompass two separate independent constructs: Perceptions of distance (vs. overlap) and perceptions of conflict (vs. harmony) between one's two cultural identities or orientations. Results also indicated that cultural conflict and cultural distance have distinct personality, acculturation, and socio-demographic antecedents, and distinct adjustment outcomes.

PROVING YOURSELF IN BOTH WORLDS: A MULTIDIMENSIONAL APPROACH TO BICULTURAL IDENTIFICATION *Shaun Wiley & Kay Deaux, CUNY Graduate Center* – What are the components of a bicultural identity? How do people living among two cultural realities experience this duality? Data from a small set of semi-structured interviews with 1st- and 2nd-generation Mexican and Dominican immigrants are analyzed within the broader framework of Ashmore, Deaux, and McLaughlin-Volpe's (2004) model of the components of collective identity. For instance, while bicultural people may attach similar levels of importance to two identities, the meanings and behavioral repertoires attached to each can vary. We then extend this framework to allow consideration of the more dynamic aspects of bicultural identification. At a general level, participants describe their identities as a combination or blending of two cultures. In specific situations, however, immigrants describe their identities in ways that are both congruent with (e.g. self-categorizing as Dominican/Mexican around other Dominicans/Mexicans and American around other Americans) and contrasting from (e.g. self-categorizing as American when around Dominicans/Mexicans and Dominican/Mexican around Americans) those present in a given context. We suggest that the situational relevance of a specific aspect of one's bicultural identity depends both on the set of meanings that a person assigns to each identity and to the categorizations that are made by others.

Symposia Session A4

UNDERSTANDING AND UNDERMINING THE COGNITIVE AND BEHAVIORAL MECHANISMS THAT PERPETUATE RELATIONAL INSECURITY

Friday, February 8, 9:45 - 11:00 am, Pecos Meeting Room

Chairs: Edward P. Lemay, Yale University, and Margaret S. Clark, Yale University

Discussant: John G. Holmes, University of Waterloo

Speakers: M. Joy McClure, Edward P. Lemay, Denise C. Marigold

Summary: Although people strongly desire to belong in relationships characterized by a bond of mutual responsiveness, some individuals chronically experience difficulty achieving a sense of confidence that they

are valued and cared for by others. The purpose of this symposium is to integrate new research on the cognitive and behavioral mechanisms that maintain this relational insecurity and to provide a forum to discuss how this perpetuation might be short-circuited. First, McClure and colleagues report evidence that those who chronically experience anxiety about their partners' responsiveness inadvertently undermine their own attractiveness to potential relationship partners by appearing withdrawn and submissive, and these failed initiation attempts may perpetuate their insecurity. Next, Lemay and Clark report evidence that those who do manage to initiate relationships may continue to behave in ways that perpetuate insecurity. In particular, those who believe that they have expressed their insecurities to partners come to believe that they are viewed as especially vulnerable by partners, which causes them to doubt the authenticity of their partners' expressions of acceptance. Next, Marigold, Holmes, and Ross show that this tendency to belittle and dismiss partners' compliments may be corrected, allowing chronically insecure individuals to respond just as proactively to relationship threats and to feel just as secure in their relationships as chronically secure individuals. Finally, John Holmes will discuss the points of convergence among these three lines of research, including the cognitive and behavioral mechanisms that perpetuate insecurity and ways in which this perpetuation may be undermined.

ABSTRACTS

FAILURES IN THE INTERPERSONAL PRESENTATION OF THE ANXIOUSLY ATTACHED *M. Joy McClure, John E. Lydon, Jodene Baccus, Mark W. Baldwin, & J. Elizabeth Foley; McGill University* – The anxiously attached experience chronic insecurity regarding close others' acceptance and commitment. When given the opportunity to form a new romantic relationship, might this insecurity impede successful self-presentation? We hypothesized that anxious individuals may have interpersonal displays that express their insecurity rather than communicate their desire for affiliation, and so diminish their attractiveness to potential close relationship partners. These undesirable displays would then be the mechanism of a self-fulfilling prophecy, eliciting rejection and so perpetuating the original insecurity. In our first study, participants video-taped introductions for attractive potential partners, which were then coded on a variety of interpersonal display dimensions. Those high in attachment anxiety had interpersonal displays that appeared situationally anxious, submissive, and interpersonally withdrawn. Further research using a speed-dating paradigm again found the anxious to be submissive and interpersonally withdrawn. Moreover, they were rated as less attractive by their interaction partners than they were by non-participant peers. Submissive and withdrawn displays partially mediated the effect of attachment-related anxiety on subjective unattractiveness, and subjective unattractiveness mediated the effect of attachment anxiety on partners' judgments of participants' suitability as dates. This research suggests that anxiously attached individuals may inadvertently perpetuate their insecurity through interpersonal displays that elicit the very rejection they fear. We discuss the question of how the anxious perceive their own behavior and interpret their failure, the possible effects of these insecure displays in the early stages of relationship development, and ways in which the cycle of insecurity might be interrupted.

WALKING ON EGGHELLS: HOW EXPRESSING RELATIONSHIP INSECURITIES PERPETUATES THEM *Edward P. Lemay & Margaret S. Clark; Yale University* – We present a theoretical model positing that those who are insecure about relationship partners' acceptance often perceive themselves as having expressed vulnerabilities to their relationship partners, which causes them to believe that those partners view them as vulnerable. In turn, this causes them to doubt the authenticity of partners' expressions of regard and acceptance. Ultimately, these authenticity doubts are presumed to perpetuate the experience and expression of insecurity that initiated the process. Results from six studies support this

model. The prototypes of interactions with interpersonally vulnerable individuals appeared to include partners' inauthentic expressions of regard (Study 1). Suggesting that such prototypes are applied to personal relationships when vulnerability is expressed, those who claimed to have expressed vulnerabilities doubted their partners' authenticity because they believed that they were viewed as vulnerable (Studies 2a, 2b, and 4). Authenticity doubts, in turn, predicted perceptions of rejection by partners (Studies 3 and 4), which in turn predicted derogation of partners and subsequent expressions of vulnerability (Study 4). These effects were observed after controlling for the partner's appraisals of vulnerability, felt authenticity, and actual acceptance (Study 4), suggesting the operation of cognitive processes. An experimental manipulation of reflected appraisals of vulnerability increased doubts about the authenticity of a new acquaintance's expressions of emotion (Study 5). This research suggests that insecurity might be perpetuated, in part, via the intrapersonal cognitive consequences of expressing it. We discuss some ways in which this insecurity-maintaining process might be interrupted.

MORE THAN WORDS: REFRAMING COMPLIMENTS FROM ROMANTIC PARTNERS FOSTERS SECURITY IN LOW SELF-ESTEEM INDIVIDUALS

Denise C. Marigold, John G. Holmes, & Michael Ross; University of Waterloo – Although people with low self-esteem doubt their value to their romantic partners, they tend to resist positive feedback from their partners. This resistance undermines their relationships and perpetuates their insecurities. In the current research, we investigate whether this cognitive bias can be short-circuited by inducing low self-esteem individuals to focus on the meaning and significance of their partners' compliments. In two studies, low self-esteem individuals felt more positively about partners' compliments and their relationships – as positively as high self-esteem individuals felt – when they were encouraged to describe the meaning and significance of those compliments. Moreover, these beneficial effects were evident two weeks after the manipulation. In a third study, the increase in felt security caused by the abstract meaning manipulation appeared to buffer low self-esteem individuals from engaging in self-protective but relationship-destructive tendencies to derogate their partners and relationships when feeling threatened. Taken together, the current studies demonstrate that low self-esteem individuals' insecurity-perpetuating bias to belittle partners' compliments can be corrected, which helps them to feel just as secure and satisfied with their romantic relationships as high self-esteem individuals, even when threatening events arise.

Symposia Session A5

IMPLICIT AFFECTIVE PROCESSES: IMPLICATIONS FOR SOCIAL COGNITION AND SELF REGULATION

Friday, February 8, 9:45 - 11:00 am, Ballroom B

Chairs: Markus Quirin, University of Osnabrueck, Germany, and Iris B. Mauss, University of Denver

Discussant: Iris B. Mauss, University of Denver

Speakers: Markus Quirin, Wilhelm Hoffmann, Inge Schweiger Gallo, Nils B. Jostmann

Summary: Recent studies have pointed to intriguing effects of implicit affect on social cognition and behavior (e.g., Winkielman & Berridge, 2004). However, the precise nature and generalizability of these effects are poorly understood. Moreover, it is unclear whether individuals have any influence on these implicit, or relatively automatic, affective processes. The goal of this symposium is to advance our understanding of these questions by bringing together research that has examined the effects of implicit affect on social cognition and self regulation and research that has examined regulation of implicit affect.

Hofmann and Baumert assessed automatic affective reactions to moral

stimuli. These automatic reactions, in turn, predicted individuals' moral judgments about unfair behavior. Quirin, Kuhl, and Kazén will present a novel instrument for the reliable and valid assessment of implicit affective traits and states. In addition, they will report on research in which this instrument predicted individuals' unconscious defense of mortality salience. Jostmann, Koole, and Karremans will present studies that examine individual differences in unconscious affect regulation. They suggest that via this mechanism individuals are able to regulate affective states, including subliminal ones.

Schweiger Gallo and Gollwitzer provide evidence suggesting that implementation intentions support the regulation of even automatic emotional reactions to laboratory emotion inductions, as indicated by early EEG components. Together, these results suggest that implicit affective processes can powerfully influence social cognition and self regulation, and that individuals are in turn able to regulate even relatively implicit aspects of affective responses.

ABSTRACTS

AN INSTRUMENT FOR THE INDIRECT ASSESSMENT OF POSITIVE AND NEGATIVE AFFECT: THE IMPLICIT POSITIVE AND NEGATIVE AFFECT TEST (IPANAT)

Markus Quirin, Udo Luckey, and Julius Kuhl, University of Osnabrueck, Germany – Previous research demonstrated the intriguing impact of non-conscious affect on social behavior and evaluation. However, the underlying mechanisms of such affective processes are not yet fully understood and, unfortunately, there is a lack of procedures measuring implicit affective processes. The IPANAT is an economical paper-pencil test for the indirect assessment of both trait and state affect. It takes advantage of the effect that judgments about objects are influenced by the judges' affective states. Specifically, individuals are asked to rate to which extent artificial words phonetically resemble a list of mood adjectives, with each artificial word being combined with each mood adjective. Thus, individuals in a positive (negative) state are expected to give relatively higher ratings on the fit between artificial words and positive (negative) mood words. Scores for each adjective are computed by averaging all judgments about the fit between the artificial words and the respective adjective. Data on the factor structure (positive vs. negative affect) as well as internal consistency and test-retest reliability up to 1 year will be reported. Additionally, a study will be reported in which the IPANAT captured changes in implicit affect as a response to mortality salience induction, which in turn predicted cultural worldview defense in terms of feelings of closeness to one's nation. The results indicate appropriate reliability and validity of the test, suggesting it to be suitable for the application in both correlational and experimental research.

IMMEDIATE AFFECT AS A BASIS FOR MORAL JUDGMENT: AN ADAPTATION OF THE AFFECT MISATTRIBUTION PROCEDURE

Wilhelm Hofmann, University of Würzburg, Germany; Anna Baumert, University of Koblenz-Landau, Germany – We adopted the affect misattribution procedure (Payne, Cheng, Govorun, & Stewart, 2005, JPSP) for the assessment of the strength of immediate affective reactions toward moral stimuli. In a sample of 158 undergraduate students, the procedure displayed good internal consistency and reliably predicted emotional reactions toward an unfair proposal by an ostensible interaction partner about how to divide a sum of money in an ultimatum game. Furthermore, participants' preference for intuition moderated the impact of immediate affective reactions on the decision to accept or reject the unfair proposal. Taken together, these results indicate that immediate moral affect influences everyday social judgment and that the affect misattribution procedure is a reliable and valid indirect measure of a person's tendency to experience immediate moral affect.

STRATEGIC AUTOMATION OF EMOTIONAL CONTROL I.

Schweiger Gallo, *Universidad Complutense de Madrid* & P. Gollwitzer, *New York University, University of Konstanz* – As implementation intentions have been shown to be a powerful self-regulation tool for thought and action control (meta-analysis by Gollwitzer & Sheeran, 2006), the present studies were conducted to address their effectiveness in controlling emotions. Disgust (Study 1) and fear (Study 2) eliciting stimuli were viewed under three different self-regulation instructions: the mere goal intention to not get disgusted or frightened respectively, this goal intention furnished with an implementation intention (i.e., an if-then plan), and a no-self-regulation control group. Only implementation intention participants succeeded in controlling their disgust and fear reactions as compared to mere goal intention and control participants. In Study 3, electrocortical correlates (using dense-array electroencephalography) revealed differential early visual activity in response to spider slides in ignore-implementation intention participants, as reflected in a smaller P1. Theoretical and applied implications of the present findings for emotion control via implementation intentions are discussed.

NONCONSCIOUS AFFECT REGULATION - THE CASE OF ACTION VERSUS STATE ORIENTATION Nils B. Jostmann, *VU University Amsterdam*; Sander L. Koole, *VU University Amsterdam*; Johan C. Karremans, *Radboud University Nijmegen*

– Are people able to regulate their affective states without conscious awareness? While evidence is growing that many self-regulatory processes can operate nonconsciously, the issue of nonconscious affect regulation has remained largely unexplored (cf. Bargh & Williams, 2006). In the present talk, we argue that nonconscious affect regulation exists and that it is linked to the preparation and enactment of action (cf. Kuhl, 2000). We present a selected number of studies showing that individuals who are highly skilled at action control, or action-oriented individuals, are more successful at affect regulation compared to individuals with low action control skills, or state-oriented individuals. Importantly, better affect regulation among action-oriented individuals was found even when affect was triggered subliminally, i.e., outside of conscious awareness. We discuss potential mechanisms that underlie nonconscious affect regulation.

Symposia Session A6**MIND AND BODY (WITHOUT SCANNING THE BRAIN): BASIC PHYSIOLOGICAL PROCESSES FACILITATE UNDERSTANDING OF COMPLEX SOCIAL PHENOMENA**

Friday, February 8, 9:45 - 11:00 am, Picuris Meeting Room

Chairs: C. Nathan DeWall, *University of Kentucky*, and Matthew T. Gailliot, *University of Amsterdam*

Speakers: C. Nathan DeWall, *University of Kentucky*, Matthew T. Gailliot, *University of Amsterdam*, Suzanne C. Segerstrom, *University of Kentucky*, Jacqueline J. Rivers, *University of Kentucky*, and Martie Haselton, *University of California, Berkeley*

Summary: In recent years, social psychological research involving biological processes has tended to focus on the link between social phenomena and regions in the brain. The current symposium will extend these findings by focusing on general processes, rather than structure, involving not only the brain but also the body. The talks begin with evidence that ingesting over-the-counter painkillers such as acetaminophen reduces psychological hurt feelings, increases self-esteem, and reduces emotional instability (DeWall). The next talk presents evidence that glucose levels in the bloodstream impact social phenomena involving effortful thought and behavior, including self-control, cognitive heuristics, stereotypes and prejudice, aggression, helping, and mortality salience (Gailliot). This will be followed by research showing that the body responds to the energetic demands of self-regulation through increased cardiac inhibition and reduced immune system responsiveness (Segerstrom). Next, the role of affiliation in biobehavioral responses to threat will be shown to depend on individual

differences, as opposed to gender-defined responses (Rivers & Josephs). Finally, evidence will be presented showing that women's cycling hormones influence women's social motivations and men's responses to them (Haselton). This discussion will demonstrate how neural mechanisms can be used as a starting—rather than ending—point in terms of understanding complex social processes.

ABSTRACTS**EFFECTS OF DAILY ACETAMINOPHEN ON SOCIAL EMOTIONS: CAN TWO TYLENOL OVERCOME HEARTBREAK?** C. Nathan DeWall, *University of Kentucky*

– Suffering social hurts may seem worlds apart from physical injury, but there is reason to think that responses to social and physical pain may be interlinked. Prior work has demonstrated common elements of neural overlap between important elements of social and physical pain systems (MacDonald & Leary, 2005). If social hurts impact physical pain systems, then a daily dose of common pain relief medicine might reduce the intensity of hurt feelings and related emotional responses. An experimental, daily diary study was conducted in which participants ingested two daily doses of acetaminophen or placebo and reported their daily hurt feelings, state self-esteem, and other emotional responses. Results revealed that acetaminophen reduced hurt feelings over time. Among highly anxious participants, acetaminophen increased social state self-esteem over the course of the study, whereas no changes were found among anxious participants taking placebo. Acetaminophen also had a salubrious effect on emotional stability: Taking acetaminophen eliminated the association between trait anxiety and instability on several indicators of emotional responding, whereas the relationship between trait anxiety and emotional instability was consistent and strong among participants taking placebo. Apparently everyday social events have an impact on the body that can be treated or prevented with over-the-counter analgesics such as acetaminophen.

EFFORTFUL PSYCHOLOGICAL PROCESSES AND GLUCOSE IN THE BLOODSTREAM: THE HOW 'FUEL FOR THE BRAIN' IN THE BLOOD SHAPES THE SOCIAL WORLD Matthew T. Gailliot, *University of Amsterdam*

– Glucose is the “fuel for the brain,” and its use is vital to all psychological processes. The laws of physics show that the capacity for work is determined by the amount of energy available to perform that work. Psychological processes are no exception to this rule: The capacity for effortful psychological work is determined by the amount of available glucose. This talk will provide a brief overview of the use of glucose along with recent findings on glucose in social psychology. When glucose is lower, rather than higher, a host of processes seem to be altered, including those related to self-control or executive functioning, more generally, and stereotype suppression, helping behavior, heuristic thought, and mortality salience, in particular. Whereas effortful psychological processes are susceptible to minor changes in glucose, automatic or less effortful processes likely are influenced only by larger changes in glucose. The most unique of human capacities, such as self-control and enhanced social cooperation, might be the first to be compromised when energy is low.

CARDIAC AND IMMUNE SUBSTRATES OF SELF-REGULATION

Suzanne C. Segerstrom, *University of Kentucky* – Self-regulatory tasks such as inhibition and persistence may induce supportive peripheral physiological change. Evidence that self-regulation relies on glucose availability suggests that self-regulation could be adaptively supported by mechanisms to reduce glucose consumption in the periphery, much as “fight or flight” is adaptively supported by mechanisms that increase blood flow to the heart and muscles. Two pieces of evidence will be presented that provide preliminary support for such mechanisms. First, in an experimental study, participants engaged in a prototypical “ego depletion” paradigm. A measure of cardiac inhibition, heart rate variability, was higher during a high self-regulation task relative to a low self-regulation task. These effects were distinct from the cardiac effects of a

high stress task relative to a low stress task. Furthermore, higher heart rate variability at baseline predicted greater resistance to the depletion paradigm. Heart rate variability reflects parasympathetic inhibition of heart rate, reducing its energetic demands. Second, in a series of field studies, optimism was positively related to immune system responsiveness under conditions of low self-regulatory demand but negatively related to immune responsiveness under conditions of high self-regulatory demand. The effect was not dependent on negative affect, suggesting that it is independent of stress per se. Because the immune system is an energetically demanding "organ", these data provide additional evidence that energy use in the periphery may be reduced in order to support the energetic demands of self-regulation, demands which are likely to be higher among characteristically persistent optimists.

DOES MISERY LOVE COMPANY? AFFILIATION AND RECOVERY FROM ACUTE STRESS

Jacqueline J. Rivers and Robert A. Josephs (The University of Texas at Austin) – People react to acute stress in a variety of ways. Until Taylor et al. (2000) put forth the "Tend-and-Befriend" model, the literature in this area focused almost exclusively on the "fight-or-flight" biobehavioral response to stress, based primarily on studying male rats. Researchers beginning with Schachter (1959) have long been interested in the concept of affiliation as a fundamental human need (Baumeister & Leary, 1995). The role of affiliation in stress response had not been examined until Taylor and colleagues' assertion outlining a female biobehavioral stress response, which drives and reinforces maternal tending behaviors towards offspring and affiliative behaviors with one's social networks. In the current study, the authors examine the role of affiliation in the wake of a stressor and its affect on cortisol recovery in women and men. Participants were exposed to an acute stressor and were then assigned to recover alone or in an affiliation condition of same sex dyads. Salivary cortisol was measured at baseline, peak response, and recovery time points, and dyads were videotaped. Results failed to demonstrate support for the "Tend-and-Befriend" hypothesis, showing no gender differences in either condition. However, higher scores on the personality trait Openness did predict better cortisol recovery from the stressor in the affiliation condition. The discussion will focus on the conceptualization of biobehavioral responses to stress in terms of individual difference markers as opposed to gender-defined responses, and to further investigate the role of broad social factors such as affiliation in the stress response.

THE MYTH OF THE FICKLE FEMALE

Martie Haselton (UCLA) – This talk presents data from several studies examining changes across the ovulatory cycle in women's social behaviors and others' responses to them. My colleagues and I find that, when evaluating mates, women show greater willingness to trade-off cues associated with wealth for more sexually attractive male features during the high fertility window of the cycle as compared with other cycle points. Near ovulation, women also feel sexier, more powerful, and report being more flirtatious with men other than their long-term romantic partners. Women's male partners appear to respond with an ovulatory upswing in jealousy and attentiveness, especially if they are relatively low in sexual attractiveness. In our most recent work, we have identified several candidate cues of ovulation that male partners—and even complete strangers—could detect. In two studies using full-body photographs, we find that women dress more attractively as ovulation approaches. In a third study, we find that women's voices become higher in pitch near ovulation, particularly for social utterances (Hi, I'm a student at UCLA) as compared with asocial vowel sounds. These findings provide evidence of the subtlety of women's sexual strategies, and they reveal a hidden side of female desire that is most evident if researchers peer into the narrow fertile window within the ovulatory cycle. Far from showing that women are fickle, this evidence shows that variation in women's social behaviors from one day to the next is adaptively patterned.

Symposia Session A7

PERSPECTIVES ON SOCIAL THREAT AND ITS CONSEQUENCES

Friday, February 8, 9:45 - 11:00 am, Cochiti Meeting Room

Chair: Teresa J. Marin, University of British Columbia

Discussant: Dianne Tice, Florida State University

Speakers: Teresa J. Marin, Sally S. Dickerson, Naomi I. Eisenberger, Geraldine Downey

Summary: Research in social psychology has generally focused on the positive side of social relationships. We know that being part of a supportive social network is associated with increased self esteem, better physical health, and protection against the effects of stress. But what happens when one's social relationships become a source of stress? Recent work suggests that the mind and body may be particularly sensitive to threat in the social domain. This symposium will bring together several investigators who have been studying socially threatening experiences using approaches from neuroscience, immunology, and abnormal psychology. These researchers all share the common goal of taking apart social threat in order to specify the emotional, cognitive, and neural circuits through which it affects health. First, Teresa Marin and Gregory Miller will present data linking emotional dimensions of stressful life events to biomarkers associated with cardiovascular health. Second, Sally Dickerson will discuss which elements of an acute social-evaluative situation trigger cognitive, emotional, and physiological stress responses. Third, Naomi Eisenberger will discuss the connections between socially painful experience, neural responses, and physiological responses. Fourth, Geraldine Downey, Kathy Berenson, and Eshkol Rafaeli will examine the role of rejection sensitivity in borderline personality disorder. Finally, discussant Dianne Tice will highlight some of the critical issues raised by the presentations and offer suggestions for future research in this area.

ABSTRACTS

DO THE EMOTIONAL COMPONENTS OF STRESSFUL LIFE EVENTS IMPACT BIOMARKERS ASSOCIATED WITH CARDIOVASCULAR HEALTH?

Teresa J. Marin & Gregory E. Miller, University of British Columbia – In the stress field, one of the long-term questions of interest has been about biological response specificity. It has been argued that through appraisals and emotions, the body mobilizes situation-specific biological responses to deal with threats. However, this idea has not been tested extensively, and the existing evidence is not very convincing. Thus, the current study examined the relationship between emotional components of life events and biological outcomes associated with cardiovascular health. A sample of 129 adolescent women visited the lab every 6 months. The majority had completed 3 or 4 waves of data collection. Stressful events were measured via interviews, and ratings of overall impact, loss, danger, and humiliation were made by team consensus. Biological measures included systolic and diastolic blood pressure, heart rate, and two markers of systemic inflammation, interleukin-6 and C-reactive protein. Within-person analyses indicated that the overall impact of events was unrelated to biological outcomes. However, at times when women had multiple humiliation events, they showed increased blood pressure, heart rate, and systemic inflammation, relative to times when they had fewer stressors. Furthermore, at times when women had multiple danger events, they showed increased blood pressure, relative to times when they had fewer stressors. Loss was unrelated to outcome measures. In sum, the overall impact of events was not predictive of biological outcomes, whereas the emotional themes provided information about which events were most toxic. Humiliation was the best predictor across the outcome measures, suggesting that the body is sensitive to threats in the social domain.

ACUTE SOCIAL THREATS: EFFECTS ON PHYSIOLOGICAL STRESS RESPONSES

Sally S. Dickerson, University of California, Irvine – Acute social threats – such as those characterized by social evaluation or rejection – can elicit psychological and physiological responses. Specifically, we have proposed that conditions of social-evaluative threat, in which the self could be judged by others, can trigger increases in the stress hormone cortisol as well as increases in components of the immune system related to inflammation. We have tested this theory in a series of studies in which the social context of the stressor is manipulated. Participants performing a stressor task (e.g., delivering a speech) in explicitly social-evaluative conditions show increases in cortisol and inflammatory activity, while those performing the task in a non-social context (e.g., alone in a room) do not show these same physiological responses. Our current work is focusing on identifying the specific elements of the social-evaluative context that elicit changes in these physiological parameters, as well as the cognitive and emotional responses that may be driving these effects. Our findings demonstrate that certain social threats are capable of eliciting increases in physiological systems, which if experienced persistently or chronically, could have implications for mental and physical health.

NEURAL AND PHYSIOLOGICAL CORRELATES OF SOCIALLY PAINFUL EXPERIENCE

Naomi I. Eisenberger, UCLA – Though it is well-known that stressors that threaten survival can elicit physiological stress responses in order to mobilize physiological resources to fight or flee the stressor, it is not known why social stressors, such as social evaluation or social rejection, elicit these same stress responses. Escaping a predator requires a significant amount of energy; however, it is less clear why being evaluated or rejected by a group of one's peers would require the same amount of energy. Based on the hypothesized overlap between the neural systems that support physical and social pain experience (Eisenberger & Lieberman, 2004), it is possible that physiological stress responses, originally triggered by the possibility or presence of physical harm will also be triggered by the possibility or presence of social harm. In this talk, I will first review evidence to suggest that physical and social pain may rely on shared neural circuitry by demonstrating that social pain activates pain-related neural circuitry and that sensitivity to social pain mirrors sensitivity to physical pain. I will then review several studies that will address the following questions: 1) What are the consequences of socially painful experience on physiological stress responses? 2) Do the neural structures that support socially painful experience mediate these effects? and 3) Can the experience of social support reduce the activity of these neural regions and thus these negative physiological effects?

THE DISREGULATING EFFECT OF SOCIAL THREAT IN PEOPLE WITH BORDERLINE PERSONALITY DISORDER

Geraldine Downey & Kathy Berenson, Columbia University, Eshkol Rafaeli, Barnard College – Healthy social relationships foster mental and physical well-being. Unfortunately, some people find relationships overwhelming and cope in self-defeating ways, an extreme form of which is captured in Borderline Personality Disorder (BPD). This challenging disorder is characterized by impulsive and self-injurious behavior, extreme fluctuations in mood and sense of self, and volatile relationships involving both desperate efforts to connect to others and intense, inappropriate anger at them. Because extreme sensitivity to rejection is a core feature of BPD, we have begun to examine whether insights from basic research on rejection sensitivity (RS) can further understanding of BPD. Of particular interest is assessing the role of perceived rejection in triggering maladaptive reactions in BPD.

We used lab-based tasks and an experience-sampling diary to assess whether, like those high in RS, people with BPD show biases in the detection of rejection and a heightened reactivity to its perceived occurrence. Findings supported predictions. In the lab study, participants viewed silent video clips of target persons thinking about someone they like or dislike to varying intensity. BPD participants, relative to controls, overes-

timated target negativity and underestimated positivity. In the diary study, participants completed entries 7 random times per day for 14 days. Multilevel modeling showed that perceived rejection was associated more strongly with hostile feelings (i.e., rage) and with impulsive (e.g., binge eating) and self-injurious acts or urges among BPD participants than controls. These findings illustrate how basic research in social-personality psychology can illuminate processes underlying the health toll of personality disorders.

Symposia Session A8**PERSONALITY AND SOCIAL PSYCHOLOGY AS TOOLS FOR STUDYING AGING**

Friday, February 8, 9:45 - 11:00 am, Acoma Meeting Room

Chair: *Jennifer Lodi-Smith, University of Illinois, Urbana-Champaign, University of Texas at Dallas*

Discussant: *Jacqui Smith, University of Michigan*

Speakers: *Daniel K. Mroczek, Jennifer Lodi-Smith, Kate McLean, Denise C. Park*

Summary: In 2030, individuals 65 years of age or older will represent 20% of the United States population. At the same time, the death rate for individuals over age 85 is declining. Thus, not only is the older adult population growing, but older adults are living longer. One of the most important tasks in front of modern psychologists is to ensure that, as individuals live longer, they are living better. By investigating the factors that contribute to physical, psychological, and cognitive health, psychologists can further healthy aging. The current symposium highlights the importance of personality and social psychological research in this task. Specifically, this symposium addresses how standard research and assessment tools of personality and social psychology can be used to meet this aim. These talks integrate a number of diverse programs of research in personality and social psychology that point to the importance of personality and social variables as constructs in aging research in their own right as well as the importance of these variables to understanding how individuals develop and maintain physical, psychological, and cognitive health during old age.

ABSTRACTS**PERSONALITY TRAITS PREDICT HEALTH OUTCOMES OVER 10 YEARS IN MIDLIFE AND OLDER ADULTS**

Daniel K. Mroczek & Gunnur Karakurt; Purdue University, West Lafayette – Personality traits are related to a number of health outcomes, but studies in this area rarely attempt long-term prediction and rarely use large sample. This study used a national sample of over 3,000 people from the longitudinal MIDUS Survey to examine the ability of personality traits to predict health outcomes 10 years later. The big five traits were assessed in 1995 and health outcomes obtained in 2005. The 3 health outcomes used here were: self-reported physical health, blood pressure at last physician visit, and amount of days cut back at work due to physical health reasons. All of the 1995 traits were significantly predictive of higher (better) levels of self-reported physical health in 2005, except neuroticism which had a significant negative effect. Conscientiousness, extraversion, and openness in 1995 all predicted lower blood pressure in 2005, whereas neuroticism predicted higher BP. Finally, agreeableness, conscientiousness, and extraversion significantly predicted fewer work cutback days in 2005. Neuroticism in 1995 significantly predicted greater numbers of work cutback days in 2005. All models controlled for age and gender. These findings illustrate the power of traits to predict important health outcomes as people grow older. Issues regarding aging and health need to take into account people's prior levels of personality traits.

PATTERNS, MECHANISMS, AND OUTCOMES OF PERSONALITY TRAIT CHANGE IN OLDER ADULTS

Jennifer Lodi-Smith^{1,2}, Brent W. Roberts¹; ¹University of Illinois, Urbana-Champaign; ²University of Texas at Dallas – Both social engagement and personality traits predict important health outcomes in older adulthood. However, researchers have yet to examine the joint contribution of these effects. The current research addressed this issue using longitudinal data on older participants from the Health and Aging Study of Central Illinois (HASCI; N = 103). All participants completed measures of Big Five personality traits, involvement in social roles, and a variety of health outcomes twice over a three year period. Emotional stability in Wave 1 predicted Wave 2 general health, energy, and emotional well-being above and beyond the effects of social engagement at Wave 1. In addition, change in emotional stability over the three years correlated with change in energy. Similarly, change in conscientiousness related to change in general health. Finally, change in agreeableness related to change in both role limitations and pain such that increasing agreeableness over the three year period related to decreases in role limitations and pain. These findings demonstrate the importance of personality traits for understanding health and well-being in older adulthood. Further, they highlight the independence of these effects from social factors suggesting the necessity of combining personality and social engagement predictors of health and aging.

NARRATIVE AS THE MECHANISM FOR PERSONAL CONTINUITY IN LATE LIFE: RELATIONS TO WELL-BEING

Kate McLean; University of Toronto – Narrative is viewed as the process by which the self is constructed and maintained, and one of the most important functions of this process is creating personal continuity. Three studies examined individual differences in narrative patterns concerning personal continuity and change in relation to well-being comparing younger (18-35) and older (older than 65) adults. Results showed that older adults, in comparison to younger, view themselves as more stable, despite both groups undergoing change, show greater thematic coherence across memories, and an apparent decline or leveling off in the reflective processing of their life experiences. While older adults are more likely to perceive themselves as stable, when they do experience change they may have more narrative tools for managing change, such that perceptions of self-change were related to lower well-being in the younger group, and higher well-being in the older group. Perceiving the self as stable is important for older adults, particularly in the face of threatening decline, and narrative may be the mechanism that provides older adults with this sense of stability. However, the management of inevitable change is also important, and these results suggest that older adults may well-equipped to deal with change through narrative processes. Importantly, the relation between narrative patterns and well-being is different across the lifespan, which is important for the application of these results in encouraging healthy narrative processes in older adults.

COGNITIVE NEUROSCIENCE OF AGING AND CULTURE

Denise C. Park; University of Illinois, Urbana-Champaign & University of Texas at Dallas – Evidence that experience affects neural functions and structures leads to the notion that differences in values and customs across cultures could guide development of different patterns of neural activation, as well as the size of various neural structures (Park & Gutches, 2002). The potential to understand the modifiability of the cognitive system with age can be expanded by exploring cultural differences in patterns of neural recruitment across age. In particular, important hypotheses about aging can be assessed, such as whether neural structures that are uniquely engaged by different cultures maintain integrity and vitality longer (the “use it or lose it” hypothesis). fMRI findings demonstrate that young and old Singaporeans of Chinese descent who viewed complex scenes with focal objects, old adults show a deficit in the object processing area but normal engagement of the background processor. When older Singaporeans are instructed to attend to the object in the scene, they show normal activation of the object processor but deficits in

the background processor and binding mechanism (Chee et al., 2006). When compared to a Western sample, young Singaporeans and Americans show relatively similar patterns of engagement of all of these specialized structures, but old Singaporeans show larger object processing deficits than older Americans. These data, combined with behavioral data showing that East Asians actually show more eye fixations on backgrounds than objects, suggest that after a lifetime of culturally-biased information processing, the neural circuitry for looking at scenes may be sculpted in a culturally biased way (Goh et al., 2007).

Symposia Session B**Friday, February 8, 11:15 am - 12:30 pm****Symposia Session B1****SOCIAL COGNITIVE NEUROSCIENCE PERSPECTIVES ON INTRAGROUP AND INTERGROUP PROCESSES****Friday, February 8, 11:15 am - 12:30 pm, Ballroom C****Chair:** *Jay Van Bavel, The Ohio State University, University of Toronto***Discussant:** *William Cunningham, The Ohio State University***Speakers:** *Polina V. Potanina, Jay J. Van Bavel, Joan Y. Chiao, Jennifer H. Pfeifer, Lasana T. Harris*

Summary: Group formation and affiliation is a pervasive characteristic of human life. Indeed, human history is remarkable both for achievements of intragroup cooperation and the destructive force of intergroup conflict. This symposium provides a multi-level analysis to understand how intragroup and intergroup processes affect the perceptions, cognitions and evaluations of others. Polina Potanina will provide evidence that racial prejudice and stereotyping are associated with dissociable brain regions. Jay Van Bavel will illustrate the neural substrates and evaluative implications of group membership, and suggest neural mechanisms that underlie the successful navigation of a complex social world. Joan Chiao will discuss the neural substrates of social categorization and social comparison, and explain how these processes underlie the human capacity to form and maintain group preference. Jennifer Pfeifer will explore processes related to gender and development, including how neural responses to ingroup and outgroup members may be moderated by variability in children's gender bias and hormone levels. Lasana Harris will present a series of studies exploring the trait attributions and neural mentalization processes associated with dehumanization. Finally, William Cunningham will discuss the interface of the human evaluative system and group contexts, and describe the implications of this research for process models of intergroup relations. This symposium highlights the utility of social cognitive neuroscience for disentangling the complex processes that underlie intragroup and intergroup perception, categorization and evaluation.

ABSTRACTS**DISSOCIATION OF IMPLICIT EVALUATION AND STEREOTYPING: FMRI EVIDENCE FOR INDEPENDENT NEURAL SUBSTRATES**

Polina V. Potanina & David M. Amodio, New York University – We hypothesized that implicit evaluation and implicit stereotyping correspond to distinct underlying systems for affective vs. semantic memory, which have separate neural substrates in the amygdala and left prefrontal cortex (LPFC), respectively. To test this hypothesis, we examined participants' neural responses to Black and White faces using a task designed to engage subjects in evaluative vs. stereotype-based judgments. Fourteen White-American subjects viewed pairs of same-race pairs of Black vs. White faces while neural activity was

recorded using fMRI. In half of the trials, subjects judged which person would be more likely to be their friend - an affective interpersonal judgment. On other trials, they judged which person was more likely to possess a trait (athleticism) - a decision involving stereotype-related semantic associations. Outside the scanner, participants completed Implicit Association Tests (IATs) designed to assess implicit stereotypes and implicit evaluative associations with Black (vs. White) people. Results supported our hypothesis: when judging friendship qualities, higher evaluative IAT scores were uniquely associated with greater amygdala activity to Black (vs. White) faces, whereas stereotyping IAT scores were unrelated to amygdala activity. By contrast, when making trait judgments, higher stereotyping IAT scores were uniquely associated with greater LPFC activity, but evaluative IAT scores were unrelated to activity in this region. The results suggest that the construct of implicit race bias includes dissociable affective and semantic components, and that a consideration of how these different underlying mechanisms operate will clarify how implicit biases affect behavior.

THE PRIMACY OF THE INGROUP: THE NEURAL SUBSTRATES AND EVALUATIVE IMPLICATIONS OF MEMBERSHIP IN NOVEL GROUPS

Jay J. Van Bavel, Dominic J. Packer & William A. Cunningham, *The Ohio State University* - How does group membership alter our perceptions and evaluations of others? Classic minimal group studies show that arbitrary assignment into novel groups is sufficient to evoke discrimination. Although research in social cognitive neuroscience has focused on the perceptual and evaluative implications of outgroups, social psychological theory suggests that ingroup bias is functional and motivates much of human group behaviour (e.g., Brewer, 1999). We created novel mixed-race teams to examine the neural substrates and evaluative implications of perceiving ingroup versus outgroup members while controlling for pre-existing cultural associations. Across two studies, participants revealed ingroup bias: positive attitudes toward ingroup members and neutral attitudes toward outgroup members. Using fMRI, we found that ingroup members were associated with greater activity in the amygdala and striatum (caudate & putamen) than outgroup members. These results show that ingroup members activate brain regions associated with affective processing when they are presented in a motivationally-relevant context, such as minimal groups. In addition, cross-category targets - ingroup members on one dimension (e.g., team) and outgroup members on another (e.g., race) - were associated with more activity in the anterior cingulate and medial prefrontal cortex than congruent targets (double ingroup or outgroup members). These regions are associated with more reflective processing, such as detecting and resolving conflict. These studies illustrate the primacy of the ingroup in intergroup perception and evaluation, and suggest mechanisms that underlie the successful navigation of a complex social world.

FROM ME TO WE: BUILDING BLOCKS TO GROUP PREFERENCE

Joan Y. Chiao, *Northwestern University* - What are the basic building blocks of group preference? In this talk, I will discuss two psychological and neural components of the human capacity to form and maintain group preference. The first component is social identity and categorization, the ability to distinguish "me" and "we" from "you" and "them". The second component is social comparison and relatedly, social hierarchy, the ability to infer that "me" and "we" are better or worse than "you" and "them". Behavioral and neuroimaging evidence will show that the first component relies on experience-dependent effects within a discrete network of brain regions specialized for social cognition, including the fusiform gyrus, amygdala and ventromedial prefrontal cortex; by contrast, the second component derives from mental and neural representations akin to more general cognitive processes such as numerical cognition, that reside within human intraparietal sulcus. Implications of these findings for social psychological theories of inter- and intra-group processes will be discussed.

COOTIES AND CRUSHES: GENDER AND THE MODERATION OF NEURAL SYSTEMS FOR SHARED REPRESENTATIONS OF EMOTION IN CHILDREN

Jennifer H. Pfeifer, Mirella Dapretto, & Matthew D. Lieberman, *University of California, Los Angeles* - Recent neuroimaging research suggests that characteristics of the person being perceived may moderate neural responses in networks that provide shared representations of action, pain, and emotion (i.e., those that coactivate to one's own and others' experiences). However, it is unknown whether this pattern extends to essential human social groups like those based on gender. In a large fMRI study of 60 pre-adolescents, we found that shared representation systems were generally unaffected by simple group membership - only the amygdala was significantly more active when imitating gender ingroup than gender outgroup members - yet many components of shared representation systems (including the mirror neuron system, medial prefrontal cortex, anterior insula, anterior cingulate cortex, and other structures in the limbic system such as the amygdala and ventral striatum) were differentially responsive based on individual variability in two factors. Across these brain regions, children who were more biased in favor of their own gender showed greater activity in response to gender ingroup members, while in other preliminary data, girls with higher levels of estradiol showed greater activity in response to boys. Both gender bias and hormones may affect the way a child explicitly perceives the social categories "male and female," or the implicit relevance of category members to the self. Our findings confirm that shared neural representations are indeed sensitive to this category, but suggest that the ways our brains respond to even the most essential social groups (such as gender) may not be dictated by mere group membership of perceivers and targets.

DEHUMANIZED PERCEPTION: A FAILURE TO MENTALIZE RELATED TO PERCEIVED ILL INTENTIONS

Lasana T. Harris, *New York University* & Susan T. Fiske, *Princeton University* - Previous research demonstrates that the medial prefrontal cortex (MPFC), usually active during social cognition (Amodio & Frith, 2006), is not as active to dehumanized targets (Harris & Fiske, 2006). Dehumanized targets elicit the basic emotion disgust instead of a complex social emotion (Fiske et al., 2002). The current research aims to both demonstrate that participants do not think about the minds of dehumanized targets, and that this phenomenon is related to the perception of trait warmth, a dimension central to perceived humanity. In study one, undergraduates imagined a day in the life of different social targets. Participants used significantly less mental state verbs to describe the dehumanized targets than other social targets, suggesting that they do not think about the minds of these targets to the same extent as other social targets. In study two, undergraduates viewed 60 pictures of different social targets while their neural activity was recorded using fMRI. These participants then rated each social target on a number of dimensions central to perceived humanity after scanning. Ratings of dehumanized targets on trait warmth were positively correlated with activity in the MPFC to these targets. Furthermore, activity in the amygdala was also positively correlated with MPFC activity when participants perceive these targets, suggesting that the assessment of good or ill intention captured in trait warmth ratings is related to this neural indicator of dehumanized perception.

Symposia Session B2

TAKING A CLOSER LOOK AT THE FACES OF EMOTION

Friday, February 8, 11:15 am - 12:30 pm, Ballroom A

Chair: Ran R. Hassin, *Department of Psychology, The Hebrew University*

Speakers: Ralph Adolphs, Andrew Calder, James A. Russell, Hillel Aviezer

Summary: Be it a first date, an interaction with one's advisor, or a poker game: Humans continuously examine others' faces in order to understand how they feel. For researchers facial expressions hold another

promise: To teach us about the nature of emotion and emotion regulation. This symposium takes a fresh look at many of the explicit and more tacit assumptions regarding the processing of facial expressions and its implications for emotion regulation. The results are often surprising, and provide food for thought for everyone interested in emotions.

Adolphs takes a closer look at the role of the amygdala in emotion perception. He argues that the amygdala is involved in recognizing fear in facial expressions because of a more general and more abstract role in directing attention to salient regions of faces.

Calder, Passamonti, Beaver, & Lawrence take a closer look at the implications of emotion perception to emotion regulation. They show that during the perception of facial signals of aggression, BAS scores correlate with brain activity that is associated with the experience of anger/aggression.

Russell takes a closer look at the recognition of facial expressions of emotions. Using judgments of spontaneous expressions of emotions he challenges the modal view that faces are clear signals of emotion.

Aviezer, Hassin, & Bentin take a closer look at the modal assumption that the perception of basic emotions is modular, in that it is immune to context interference. Using behavioral and eye-tracking experiments they show that the same unequivocal facial configuration can express strikingly different emotions. A tentative model is proposed.

Description of Backup Talk:

Ambady and Wiesbuch take a closer look at the automatic activation of affect. Using an affective priming paradigm these researchers show that in-group/out-group membership plays a role in this process: Facial expressions of outgroup members activate different affect than the same facial expressions of ingroup members.

ABSTRACTS

THE AMYGDALA'S ROLE IN RECOGNIZING EMOTION FROM FACES *Ralph Adolphs, California Institute of Technology* – The amygdala is activated when subjects view emotional facial expression, even in the absence of conscious perception of the face, and perhaps preferentially but not exclusively by fear. There are also disproportionate, but again not exclusive, impairments in recognizing fear following bilateral damage to the amygdala. Recent work from our lab indicates that the amygdala is involved in recognizing fear in facial expressions because of a more general and more abstract role in directing attention to salient regions of faces, notably the eye region. Subjects with amygdala lesions are impaired in making use of the eye region in order to discriminate faces, and fail to direct their gaze onto the eyes of faces, both in photographs and when confronted with a real person. There are some similarities with the impairments seen in certain psychiatric disorders that have been hypothesized to involve the amygdala, notably in patients with autism.

We are now probing this processing defect further to determine at what stage of processing it might arise: within the amygdala itself, or perhaps as abnormal visual input to it.

VARIATION IN THE BEHAVIOURAL APPROACH SYSTEM PREDICTS THE NEURAL RESPONSE TO FACIAL SIGNALS OF AGGRESSION *Andrew Calder, Luca Passamonti, John Beaver, Andrew Lawrence, MRC Cognition and Brain Sciences Unit* – Individuals scoring high on a measure of the Behavioural Approach System (BAS) (Carver & White, 1994) show an increased tendency to display hostile and aggressive behaviour (Wingrove & Bond, 1998), heightened experience of anger (Carver, 2004), and increased attention to facial signals of aggression (Putman, Hermans, & van Honk, 2004). Using fMRI, we show that when viewing facial signals of aggression, increasing BAS scores in healthy par-

ticipants are correlated with increased amygdala and decreased ventromedial prefrontal cortex activity; a pattern previously associated with experience of anger/aggression. In a second fMRI study exploring the functional connectivity between these regions, BAS scores predicted the strength of connectivity between the ventromedial prefrontal cortex and amygdala. The results are discussed in relation to the influence of the medial prefrontal cortex on amygdala function in the emotion regulation.

READING EMOTIONS FROM SPONTANEOUS FACIAL EXPRESSIONS *James A. Russell, Boston College* – The claim that you can read someone's emotion from their face is central to important theories of emotion. Support for this claim is based mainly on the study of expressions that were posed. Studies on recognition from spontaneous expressions have consistently produced weaker support. One study of photographs of expressions from Papua New Guinea taken, coded, and labeled by Ekman (1980) examined 24 predicted emotion labels; of these, 11 were endorsed at above-chance level; 13 were not. Spontaneous expressions do not achieve the level of recognition achieved by posed expressions. This result is consistent with other data that humans read more than emotions (social intentions, cognitive appraisals, action readiness) from faces.

DISGUSTED OR ANGRY? STUDIES ON THE MALLEABILITY OF EMOTION PERCEPTION *Hillel Aviezer, Ran R. Hassin, Shlomo Bentin, The Hebrew University* – Current theories of emotion perception posit that basic facial expressions signal categorically discrete emotions (Ekman, 1993), or values on categorically distinct dimensions (Russell, 1997), that are directly "read-out" from the face in a way that is largely immune to the context in which the face is perceived.

We report a series of behavioral which show that identical face configurations may convey strikingly different emotions and dimensional values, depending on the affective context in which they are embedded (all experiments used Ekman's "gold standard" emotional faces). Data from an additional eyetracking experiment suggest that fixation patterns were also systematically altered by the affective context. A similarity-based model for the malleability of emotion perception is proposed.

Symposia Session B3

THE SELF IN TIME: EXPLORING THE COGNITIVE, EMOTIONAL, AND MOTIVATIONAL DIMENSIONS OF TEMPORALLY EXTENDED SELF-CONCEPTIONS

Friday, February 8, 11:15 am - 12:30 pm, Ruidoso Meeting Room

Chair: Mark J. Landau, University of Kansas

Speakers: Lisa K. Libby, Yaacov Trope, Clay Routledge, Mark J. Landau

Summary: Prior research profitably treated the self as a static concept; recently, however, researchers have made interesting discoveries into how the self mentally extends backwards and forwards in time and the consequences of temporally extended self-conceptions for social behavior and emotional well-being. This symposium highlights these discoveries by bringing together distinct research programs that share a common focus on the self's temporal dimension, and ultimately aims to advance our understanding of the structure and function of the "self in time."

The first two presentations examine how distinct ways of mentally representing the self in time impact attitudes and behavior. Dr. Libby shows that adopting a first- or a third-person perspective on past and future events alters the meaning of those events and thereby influences the strength of self-relevant emotions and the likelihood of attitude-consistent behavior. Next, Dr. Trope discusses how imagining the self in the distant future directs attention to its global, as opposed to local, features, and he shows that this shift in construal has far-reaching consequences for how the self is conceptualized.

The second two presentations examine the psychological functions served by meaningful and continuous conceptions of the self in time. Dr. Routledge's research on the understudied emotion of nostalgia shows that placing the self meaningfully in the past bolsters psychological resources relevant to the maintenance of self-esteem, feelings of social connectedness, and perceptions of meaning in life. Dr. Landau then presents a series of studies showing that meaningfully structured conceptions of the self in time function in part to protect the individual from deeply rooted fears about death.

This symposium features ongoing as well as emerging research programs, considers the self as a time-traveling interpreter as well as a product of cumulative experience, and highlights the multiple ways in which temporally extended self-conceptions figure in our everyday thoughts, feelings, and action. We are therefore confident that this symposium will attract significant attention and stimulate a great deal of future research.

ABSTRACTS

PICTURE YOURSELF: HOW VISUAL PERSPECTIVE IN IMAGES OF PAST AND FUTURE SELVES AFFECTS JUDGMENT, EMOTION, AND BEHAVIOR

Lisa K. Libby (The Ohio State University), Richard P. Eibach (Williams College) – When thinking about past or future events from their lives, people often picture those events in their mind's eye. Interestingly, they do not always use their own first-person visual perspective; sometimes they picture events from an observer's third-person visual perspective, so they see themselves in the image. The present research demonstrates that the imagery perspective people use to represent the self at alternate points in time influences the mindset they use to process those events and has important consequences for judgment, emotion, and behavior. When picturing an event from the first-person perspective people focus on the experience of the event in and of itself. When picturing an event from the third-person perspective people reflect on its broader meaning, integrating it with other events and self-knowledge. Thus, imagery perspective determines how past and future events affect present thoughts, feelings, and actions. For example, one set of studies shows that the shame people feel when recalling personal failures depends more on self-esteem when they picture those failures from the third-person than from the first-person perspective. Another set of studies shows that the imagery perspective people use to picture future actions affects goal pursuit. For example, picturing voting from the third-person, as opposed to first-person, perspective the night before the 2004 U.S. presidential election made registered voters more likely to actually vote on Election Day. Together this research demonstrates that the perspective people use to picture life events is important to understanding the interface between memory, imagination, and the self-concept.

REPRESENTATIONS OF THE SELF IN THE NEAR AND DISTANT FUTURE

Yaacov Trope and Cheryl Wakslak (New York University) – On the basis of construal level theory, we argue that individuals' representations of their near and distant future selves are systematically different from one another, with distant future self representations increasingly reflecting a higher level construal of the self. Seven studies provide evidence that representations of the self at a distant future time point are more abstract and structured than representations of the self at a near future time point. Distant future self representations incorporate broader, more superordinate identities than do near future self representations (Study 1), and are characterized by less complexity (Study 2), more cross-situational consistency (Studies 3 and 4), and a greater degree of schematicity (Study 5). Furthermore, people see distant future behavior as more self expressive (Study 6), and more strongly expect distant future behavior to match up with acknowledged self characteristics (Study 7). Findings from each of these studies thus converge to support the claim that one's distant future self is construed at a higher level than the near future self. In addition to this common point, they also illustrate

the range of ways in which this shift in construal influences the self-concept. Further implications for understanding both the nature of the self-concept and the way in which distance may influence a range of self processes are discussed.

THE SELF IN THE REAR VIEW MIRROR: THE FUNCTIONAL LANDSCAPE OF NOSTALGIA

Clay Routledge (North Dakota State University), Jamie Arndt (University of Missouri-Columbia), Constantine Sedikides (University of Southampton), Tim Wildschut (University of Southampton) – Nostalgia is a prevalent and fundamental human experience. However, it is a topic that has received relatively little empirical attention within the field of social and personality psychology. This talk will highlight recent findings from an emerging program of research that elucidates the functional landscape of this neglected emotion and its significance for the self. We will begin by reviewing research that reveals how nostalgia is a self-relevant and primarily positive emotion that serves as a repository of positive feelings, and a vehicle for maintaining self-esteem and fostering a sense of social connectedness. We will then focus on how these multifaceted aspects of nostalgia may position it as a potent existential resource that facilitates feelings of meaning in life. In support of this analysis, we will review studies demonstrating that inducing people to experience nostalgia reduces defensive responses to threats to meaning and decreases the accessibility of death thoughts after participants are reminded of their mortality. Finally, our most recent research explores how nostalgia may also serve a continuity function, connecting one's past self seamlessly to her or his present identity. For example, individuals who are led to feel nostalgic, compared to controls, report increased feelings of self-continuity and conditions that disrupt continuity increase nostalgia. Taken together, this emerging research program indicates that nostalgia serves a series of psychological functions that can protect and enhance, and indeed help to define, the self.

THE NEVERENDING STORY: DENYING DEATH THROUGH MEANINGFUL CONCEPTIONS OF THE SELF IN TIME

Mark J. Landau (University of Kansas) – Why are individuals generally motivated to structure the ongoing flux of experience into meaningful, temporally continuous conceptions of themselves? On the basis of terror management theory, I propose that temporally structured self-conceptions provide protection from deeply-rooted concerns about death. Death reminders should therefore heighten diverse efforts to impose structured meaning onto experiences over time, particularly among those with a chronically high concern with structured knowledge. Across two studies utilizing diverse control primes, death reminders led participants high in personal need for structure to perceive more meaningful connections between disparate past events and their current sense of self. Death-primed, structure-seeking participants also reconstructed their ongoing experience in more temporally ordered and causally coherent ways (Study 3). Finally, death reminders combined with threats to the validity of conventional notions of time (Study 4) and the coherence of past experiences (Study 5) led structure-seeking participants to exhibit more definite temporal demarcation of future experiences. Taken together, these studies provide converging evidence of a terror management function of meaningful conceptions of the self in time. Discussion deals broadly with different types of temporal meaning and their implications for personal well-being.

Symposia Session B4**WHAT YOU SEE IS WHAT YOU GET: OBJECTIFICATION AND BEHAVIORAL CONFIRMATION**

Friday, February 8, 11:15 am - 12:30 pm, Pecos Meeting Room

Chairs: Sarah J. Gervais, *The Pennsylvania State University*, and Mark Snyder, *University of Minnesota***Discussant:** Mark Snyder, *University of Minnesota***Speakers:** Sarah J. Gervais, *Olivier Klein*, *Deborah Gruenfeld*, *Valerie A. Earnshaw*

Summary: In social interactions, people often behave in ways that elicit behavioral reactions from others that appear to confirm their preconceived beliefs and expectations about them. In addition, people often expect others to behave similarly to objects rather than people. When so objectified, people are treated as if they lack their own thoughts and feelings, are interchangeable with one another, and are means toward ends. Although behavioral confirmation and objectification are clearly linked conceptually, these phenomena have, for the most part, been studied separately. Using a variety of novel methodologies and theoretical perspectives, this symposium integrates behavioral confirmation and objectification research at the personal, dyadic, and group levels of analysis for diverse perceivers and targets.

Examining object recognition of men and women, Gervais and Vescio provide evidence that women are perceived and remembered similarly to everyday objects whereas men are remembered similarly to persons. Klein, Snyder, and Gonzalez then describe research suggesting that anticipated interactions with the obese lead people to feel more powerful and to form more stereotypical impressions than during interactions with thin partners. Examining the link between objectification and power, Gruenfeld reports that powerful people approach targets when targets have attributes that are useful to the powerful, regardless of the value of their other human qualities. Finally, examining consequences of objectification and behavioral confirmation, Quinn, Earnshaw, and Kenny discuss how self-objectification affects self-perceptions and meta-perceptions. As discussant, Snyder builds on shared themes of power and control in behavioral confirmation and objectification to suggest new avenues of integrative inquiry.

ABSTRACTS**WHEN HER WHOLE EQUAL HER BODY PARTS: SEEING WOMEN AS OBJECTS RATHER THAN PERSONS**

Sarah J. Gervais and Theresa K. Vescio, *The Pennsylvania State University* – Objectification refers to the tendency to see and/or treat another person as an object rather than a person. When sexually objectified, women are perceived solely as their sexual body parts, lacking their own thoughts, feelings, and desires. The purpose of this research was to examine the cognitive underpinnings of seeing women as sexual objects. Cognitive psychologists have found that objects are attended to and remembered by their defining parts, whereas people are attended to and remembered as whole people. An integration of objectification with object and person recognition research led to novel hypotheses that were tested in two studies. In Study 1, it was predicted that attention and memory would go to the sexual body parts of women, such that the body parts of women would be remembered better than whole women (or similarly to objects), whereas whole men would be remembered better than their body parts (or similarly to people). Results confirmed that women were remembered similarly to objects, whereas men were remembered similarly to people. In Study 2, it was predicted that increased attention and memory for the body parts of women would come at the cost of human trait imputation. Results confirmed that human traits were less activated for women than

men. This effect was especially pronounced for hyper-stereotypic women (i.e., women with exaggerated stereotypic body parts, e.g., large chests and small waists). Implications for objectification of women in interactions will be discussed.

"IF YOU ARE FAT, I AM IN CHARGE": THE INFLUENCE OF THE WEIGHT OF A FUTURE INTERACTION PARTNER ON PERCEIVED SOCIAL POWER

Olivier Klein, Mark Snyder, & Ryan Gonzalez, *Université Libre de Bruxelles*, *University of Minnesota*, *University of Minnesota* – Prior research has examined the influence of interpersonal power differentials on social interactions involving members of stigmatized and privileged groups. To complement this research, we have examined, both theoretically and empirically, privileged perceivers' perceptions of their social power in such interactions. In one study, we sought to examine how normal weight individuals' subjective sense of power could be affected, in and by itself, by the anticipation of an interaction with an obese person. Prior to an interaction with a target randomly identified as obese or thin, normal weight participants ($N = 74$) were asked to report their appraisals of the interaction. Participants expected greater interpersonal power in their interactions, but also endorsed higher levels of prejudice and formed more stereotypical impressions when the target was obese than when the target was thin. These findings suggest that a sense of empowerment and prejudice are spontaneously activated prior to interaction with an obese person. Implications for relations between members of privileged and stigmatized groups, including the creation and perpetuation of stereotyped images, prejudicial attitudes, and power differentials between groups, will be discussed.

POWER AND THE OBJECTIFICATION OF SOCIAL TARGETS

Deborah Gruenfeld, *Stanford University* – Objectification has been defined historically as a process of subjugation whereby people, like objects, are treated as means to an end. We hypothesized that objectification is a response to power that involves approaching social targets more when they are useful, regardless of the value of their other human qualities. Six studies found that under conditions of power, approach toward a social target was driven more by the target's usefulness, defined in terms of the perceiver's goals, than in low power and baseline conditions, where approach was more sensitive to the target's less useful qualities, including hierarchical position, competence, similarity to the perceiver, and kindness. This instrumental response to power, which only emerged in the presence of an active goal, was observed using multiple instantiations of power, a variety of goals, several types of instrumental and non-instrumental target attributes, and different measures of approach. Implications for research on the psychology of power, automatic goal activation, and self-objectification theory will be discussed.

"I KNOW HOW YOU SEE ME": SELF-OBJECTIFICATION AND META-ACCURACY

Valerie A. Earnshaw, Diane M. Quinn & David A. Kenny, *University of Connecticut* – Self-objectification involves the adoption of an observer's perspective on one's appearance. The current studies examined a new manipulation of self-objectification and whether self-objectification affects person perception in a zero acquaintance setting. In the first study, a photograph was taken of each participant and placed on a computer screen for the participants to view. In the objectification condition, participants were instructed to look at the photograph and consider how they would appear to a stranger (third person perspective on self). In the comparison condition, participants were instructed to look at the photograph and consider their own plans and activities (first person perspective on self). Participants in the self-objectification condition reported increased internalization of sociocultural attitudes towards appearance and greater physique anxiety. Using the same manipulation, the second study examined how self-objectification affects self-perception, meta-perception, and meta-accuracy. In groups of six, female participants completed round robin ratings of personality traits and attractiveness. Each participant rated herself, the other participants, and her perceptions of how the other participants viewed her. In each group,

half experienced the objectification manipulation and half the comparison manipulation prior to the group ratings. The self-objectifying participants reported lower self-perceptions and meta-perceptions on both personality and appearance constructs. Furthermore, the self-objectifying participants were more accurate in judging how others rated them on attractiveness, agreeableness, and extraversion. Discussion will explore the ways in which self-objectification affects self-perceptions, meta-perceptions, and meta-accuracy.

Symposia Session B5

KEEP YOUR COOL, OR KEEP IT REAL?: MOVING BEYOND EFFORTFUL CONTROL IN EMOTION REGULATION RESEARCH

Friday, February 8, 11:15 am - 12:30 pm, Ballroom B

Chair: Michelle N. Shiota, Arizona State University

Discussant: James J. Gross, Stanford University

Speakers: Dana J. Weber, David A. Sbarra, Michelle N. Shiota, James A. Coan

Summary: In describing healthy emotion regulation, psychologists often emphasize the use of effortful control to inhibit negative thoughts and reduce negative affect. However, the potential goals of emotion regulation, and the strategies used to reach these goals, are more diverse than this conceptualization suggests (Gross, 1998). In four presentations we reconsider the role of effortful, inhibitory control in healthy emotion regulation, and suggest that cognitive flexibility, positive engagement, and context sensitivity may be more central to emotion regulatory skill. Weber and Roberts examine relationships between several aspects of executive function and difficulties with emotion regulation, finding that divergent, creative thinking predicts fewer regulation difficulties, but ability to inhibit a dominant response has no such effect. Sbarra and colleagues examine participants' cardiovascular reactivity while thinking about their divorce experience; findings suggest that efforts to control emotional experience may tax physiological systems in ways linked to long-term health problems. Shiota and Levenson examine participants' emotion regulation while viewing distressing film clips, finding that dispositionally happier people stay more emotionally engaged in this situation, and that instructed positive reappraisal (versus emotional detachment) produces similar signs of healthy engagement. Finally, Coan presents new neuroscience data that emphasize the context-specificity of approaches to emotion regulation, finding that effortful control is helpful in some situations but not others, and that emotion regulation styles are best conceptualized as person \times situation interactions. The symposium discussant, James Gross, will consider the implications of these findings for the "big picture" of emotion regulation theory, and suggest directions for future research.

ABSTRACTS

EXECUTIVE SUPPORT FOR EMOTION REGULATION: EFFORTFUL CONTROL OR COGNITIVE FLEXIBILITY? Dana J. Weber, Arizona State University; Nicole A. Roberts, Arizona State University – A growing body of research suggests that successful emotion regulation is facilitated by "executive" processes associated with frontal lobe function. However, executive function includes multiple cognitive components, including dominant response inhibition/effortful control, working memory, and the generation of novel responses. Few studies have explicitly examined the relationship between these specific aspects of executive function and emotional reactivity and regulation. Thus it is unclear which aspects of executive function provide the most support for successful emotion regulation. The present study examined relationships between performance on several neuropsychological tests of executive function and scores on the self-report Difficulties with Emo-

tion Regulation scale (DER). Participants were 55 undergraduate college students. Performance on the Stroop task, which measures the ability to inhibit dominant, automatic responses, did not significantly predict difficulties with emotion regulation. Performance on the Digit Span test, which assesses working memory, also failed to predict DER scores. However, the number of unique solutions in the Ruff Figural Fluency task, which measures divergent, flexible response generation, was negatively associated with DER scores. Results suggest that the ability to generate multiple, creative response options in a particular situation may be more important than dominant response inhibition or working memory in facilitating healthy emotion regulation.

REGULATORY EFFORT: UNDERSTANDING EMOTIONAL AND HEALTH OUTCOMES IN THE FACE OF DIVORCE

David A. Sbarra, University of Arizona; Rita W. Law, University of Arizona; Lauren A. Lee, University of Arizona – Marital separation and divorce experiences confer risk for poor broad-based health outcomes, yet little is known about the psychological processes driving these associations. One candidate mechanism is emotion regulation; as individuals struggle to cope with their experience, efforts to manage their emotions can alleviate, maintain, or exacerbate physiological stress responses. To investigate this phenomenon, we developed a standardized laboratory paradigm (the Divorce-related Mental Activation Task, DMAT) that measures the effort participants exert to control their emotions when thinking about their separation. This talk presents data from two studies investigating whether regulatory effort in the DMAT predicts autonomic nervous system responses associated with long-term cardiovascular risk. In Study 1, significant differences in heart rate, skin conductance, and respiratory sinus arrhythmia during the DMAT task were observed between participants reporting better and worse adjustment to their divorce, and this pattern was partially explained by differences in self-reported attempts to control emotional experience during the task. Study 2 replicated the findings, with additional tasks to rule out alternative explanations, and measuring a broader suite of cardiovascular responses (e.g., blood pressure and total peripheral resistance). Across both studies, results suggest that greater effortful control over emotions was associated with increased respiratory sinus arrhythmia, greater increases in blood pressure, and slower patterns of vascular recovery after the DMAT task. The distinction between emotional intensity and effortful control is addressed. Findings are discussed in terms of implications for emotion regulation theory, and the importance of ecologically valid, personally relevant tasks in emotion regulation research.

STAYING IN THE GAME: POSITIVE REAPPRAISAL AND THE BENEFITS OF EMOTIONAL ENGAGEMENT

Michelle N. Shiota, Arizona State University; Robert W. Levenson, University of California, Berkeley – It is often assumed that negative affect reduction is the primary goal of emotion regulation, and that disengaging emotionally from negative stimuli is an ideal strategy. However, one may cope with a negative situation, while remaining emotionally engaged, by recognizing and focusing one's attention on positive aspects of the situation, as well as its negative aspects. Participants in this study viewed film clips depicting a main character eating mammal entrails, or grieving the death of a loved one. Measures included self-reported emotional experience, cardiovascular reactivity, and thoughts while viewing each clip. Participants viewed two clips without instructions, then two following cognitive reappraisal instruction emphasizing either positive reappraisal or emotional disengagement. Dispositionally happy, psychologically healthy people showed stronger emotional reactions to the "just watch" clips, rather than milder reactions. Although participants in the positive reappraisal and disengagement conditions both complied with the instructions (as indicated by thoughts during subsequent film clips), and reported no difference in perceived effectiveness, the effects of the two strategies were quite different. Compared with the disengagement instructions, the positive reappraisal instructions led to greater improve-

ments in the valence of emotional experience during the films, greater experience of specific positive emotions, and milder decreases in emotional intensity. Instructed positive reappraisal also led to increased cardiovascular reactivity during the subsequent films, whereas disengagement led to decreased reactivity. Findings suggest that at least in some negative situations, positive emotional engagement may be preferable to emotional disengagement.

CONTEXT AND CAPABILITY IN THE REGULATION OF EMOTION: NEW FINDINGS FROM NEUROSCIENCE

James A. Coan, University of Virginia – Theorists discussing emotion regulation typically emphasize either particular regulation strategies (e.g., behavioral suppression, cognitive reappraisal, problem-focused coping), or broad individual differences (e.g., dispositional use of a particular strategy, or general dispositions to approach or avoid affective stimuli). The role of situational context – the nature of the challenge, and the nature of resources available to help the individual cope – is rarely considered. This talk will present new neuroscience data suggesting (a) the importance of situational context in determining the typical approach to emotion regulation, and (b) the need to consider person x situation interactions when assessing individual differences in emotion regulation style. Findings from fMRI research suggest that the need for and appropriateness of effortful control in regulating affect while anticipating an electrical shock depends substantially on the current social context. Frontal lobe EEG asymmetry data will also be presented, suggesting that approach and withdrawal tendencies are best predicted not by overall individual differences, or by features of the situation alone, but by an interaction between person and situation. Similarly, EEG asymmetries only predicted particular life outcomes (such as adjustment to the first year of college) when measured during stress tasks relevant to the target life challenge. These results suggest that different situational contexts may call for different emotion regulation strategies, and that those who are skilled in regulating emotions in response to one kind of challenge may not be as skilled when facing another challenge. Conceptual and methodological implications for the study of emotion regulation will be discussed.

Symposia Session B6

TOWARDS A PSYCHOLOGY OF SITUATIONS

Friday, February 8, 11:15 am - 12:30 pm, Picuris Meeting Room

Chair: David C. Funder, University of California, Riverside

Discussant: Harry Reis, University of Rochester

Speakers: Boele De Raad, Gerard Saucier, Seth Wagerman, Yu Yang

Summary: Psychological theory has long held that human behavior has two general determinants – the person who does it, and the situation in which it occurs. These three variables – behavior, personality, and situation – form a “triad”; if any two were completely understood, the third should in principle be derivable. But although psychology has many ways to conceptualize and measure important variables that distinguish between persons and assess behavior, the field is still lacking in useful ways to conceptualize situations. This symposium aims to help fill this gap.

Funder will begin with a brief overview of the situation, as it were. De Raad will introduce the Dutch Situation Taxonomy and describe research assessing the degree to which including situational referents – the person-situation interaction – might improve the validity of personality inventories. Saucier will report research using the lexical approach in which over 7000 reports of situations are refined into four different broad domains of situational descriptors, that can be integrated well into the existing personality literature. Wagerman will describe new research

using the Riverside Situational Q-sort to assess attributes of everyday situations and to connect the three aspects of the personality triad of situations, persons, and behaviors. Yang (in collaboration with Read and Miller) will introduce an approach that characterizes the essence of a situation in terms of the goals that it affords, and will illustrate the informativeness of this approach in American and Chinese samples. Reis concludes with comments on the preceding work and an overview of prospects for the future.

ABSTRACTS

SITUATIONS IN PERSONALITY INVENTORIES: REPORT FROM THE DUTCH SITUATION TAXONOMY PROJECT

Boele De Raad, University of Groningen, the Netherlands – In this paper, the main rationale of the Dutch situation taxonomy is introduced and taxonomic results are reviewed. With the availability of a personality-relevant situation taxonomy, a burning question ahead is whether systematic inclusion of situation references in personality questionnaires does indeed improve their predictive capacities. It is imaginable that questionnaires such as those assessing the Big Five would explode in the case that trait-representative items would all have to be repeated with various situational referents. If, however, a differential pattern arises where certain types of items, related to certain factors, would profit from situational referents and others would not, this would practically keep the production of questionnaire items within proportions. The main result in this presentation refers to this differential pattern. In a repeated measurement design, subjects are provided with items that represent Big Five traits, both with and without situational referents (based on the situation taxonomy) on which they had to judge themselves, and others (parents and good friends of those subjects) are given the same items with the instructions to judge those subjects. The procedure is repeated several times, with changing sets of items. Interjudge agreements are determined for ratings with and without situational information. Results and implications for the taxonomy project are discussed.

DEFINING BASIC DOMAINS OF THE SITUATION VARIABLES THAT MODIFY EXPRESSION OF PERSONALITY

Gerard Saucier, University of Oregon – A taxonomy of personality-relevant situations will provide a valuable complement to the taxonomy of personality attributes. Spontaneously generated situation descriptors, reports indicating what moderates expression of their own trait tendencies, were elicited from 77 university students, leading to over 7,000 reports of situations.

After testing the reliability of an initial classification system, the system was refined to focus on the most reliable categories. Examining these results as well as a linguistic classification of predicates, it is proposed that situation descriptors involve at least four separable broad domains of variables – locations, associations, activities, and passively experienced processes – with subjective states forming a fifth domain having marginal status as situations. These domains are related to concepts developed in the previous literature and each appears to have distinct linguistic markers.

INTRODUCING THE RSQ: A TOOL FOR ASSESSING SITUATIONS

Seth Wagerman and David C. Funder, University of California, Riverside – It is widely accepted that behavior is a function of both the person and the situation, but while there are many instruments for personality assessment, the development of variables and assessment instruments for characterizing aspects of situations is barely begun. Toward this goal, I introduce the Riverside Situational Q-Sort (RSQ), a tool for the assessment of the psychological properties of situations, based on the 100-item California Adult Q-Sort (Block, 1961; Bem & Funder, 1978). The RSQ is built around two general principles: one, that situations should be studied at a mid-level of analysis; and two, that persons and situations must be kept conceptually separable if they are ever

to be used as independent predictors of behavior. Two studies will be presented, examining the following: mean differences in item placement between men and women, the situational correlates of positive and negative affect, the situational correlates of the Big Five personality traits, and behavioral correlates of selected RSQ items. Objective judge-ratings of situations are compared to self-ratings of situations and the variation between these two perspectives is illustrated through consensus and difference scores. Possible uses for the RSQ in academic and applied settings will be explored.

THE FUNCTIONAL PERSPECTIVE ON SITUATIONS: A GRAND THEORY AND SOME LIMITED EMPIRICISM *Yu Yang, Stephen J. Read, & Lynn C. Miller, University of Southern California* – Over 40 years ago, Stanley Milgram (1965) argued for the importance of building "a compelling theory of situations". The goal of this talk is to provide a strong theoretical account of situations based upon an analysis of their functional significance. We argue that the essence of a situation is the goal(s) that it affords. Further, we propose that situations can be well described by two specific principles of goal contents (the specific goals afforded in the situation) and goal processes (what happened or might happen to people's goals). At the theoretical level, we show that a large body of previous literature on the definitions of situations, the major types and features of situations, and the interrelationships among persons, situations, and behaviors in social, personality, and ecological psychology can be synthesized succinctly around the functional perspective and the corresponding two specific principles of goal content and goal process. At the empirical level, we present our own research showing that the functional perspective and these two specific principles are central and distinct in how Americans and Chinese categorize a variety of descriptions of situations. Finally, we discuss how this functional perspective is instrumental in further conceptualizing situations and generating new research opportunities for understanding the interrelationships of persons, situations, and behaviors.

Symposia Session B7

TAKING A RELATIONAL APPROACH TO INTERGROUP CONTACT: WHEN STIGMATIZED AND NON-STIGMATIZED GROUP MEMBERS' EXPERIENCES DIVERGE AND CONVERGE

Friday, February 8, 11:15 am - 12:30 pm, Cochiti Meeting Room

Chairs: *Jennifer A. Richeson, Northwestern University, and Steven L. Neuberg, Arizona State University*

Discussant: *Nicole Shelton, Princeton University*

Speakers: *Sophie Trawalter, Sarah E. Johnson, Jenessa R. Shapiro, Modupe Akinola*

Summary: Research on intergroup contact has recently begun to consider the perspectives of both majority and minority group members in tandem. This symposium illustrates how adopting such a relational approach reveals important similarities and differences in traditionally stigmatized and non-stigmatized group members' experiences. Trawalter and Richeson found, for instance, that the conditions that make interracial contact least stressful for Whites differ from those that attenuate Blacks' interracial anxiety. Similarly, Johnson and colleagues examined whether differences in the extent to which minority and majority individuals obtain experience with certain self-regulatory tasks results in differential susceptibility to the ego-depleting effects of those tasks. For example, they found that Black students at a predominantly White college were more familiar with, and thus less depleted by, numerical token status, compared with White students. Furthermore, Shapiro and Neuberg demonstrate that norms regarding the expression

of prejudice diverge for minority and majority group members; whereas Whites perceive a norm condemning prejudice expression, Blacks perceive a norm condoning it, resulting in divergent behavioral outcomes. Despite these divergent experiences and outcomes, however, Akinola and Mendes demonstrate what aspects of intergroup contact are challenging and which are rewarding for both members of stigmatized and non-stigmatized groups. Specifically, an intervention study of interracial contact suggested that whereas initial interracial contact that involves emotional self-disclosure is physiologically, affectively, and cognitively threatening, over time, such contact is beneficial for both Whites and Blacks. Taken together, the four talks highlight barriers to, and opportunities for, achieving positive intergroup interactions from both individuals' perspectives.

ABSTRACTS

LET'S TALK ABOUT RACE, BABY! BOUNDARY CONDITIONS ON INTERRACIAL ANXIETY *Sophie Trawalter & Jennifer Richeson, Northwestern University* – The present work investigated whether the conditions that make interracial contact anxiety-provoking for Whites differ from those that make it anxiety-provoking for Blacks. Specifically, the present work examined interracial anxiety as a function of discussant race (i.e., White or Black) and discussion topic (i.e., race-related or race-neutral). To do so, we examined the non-verbal behavior of White and Black participants during brief interpersonal interactions. Consistent with previous research, White participants were more anxious during interracial than same-race interactions. Additionally, White participants of interracial interaction were more anxious than their Black interaction partners. Furthermore, whereas White participants of interracial interactions found race-related discussions no more stressful than race-neutral discussions, Black participants of interracial interactions found race-related discussions less stressful than race-neutral discussions. The implications of these racial and contextual differences in interracial anxiety for improving interracial contact and race relations, more broadly, are discussed.

BEEN THERE, DONE THAT: GROUP MEMBERSHIP AND PRACTICE CONTENTING WITH SELF-REGULATORY DEMANDS *Sarah E. Johnson, Jennifer A. Richeson, Melissa Mitchell, & Meghan G. Bean, Northwestern University* – Previous research suggests that engaging in interpersonal tasks ranging from suppressing one's emotional responses to self-presenting in an unfamiliar way, can be effortful and costly—depleting self-regulatory resources (Baumeister et al., 1998; Vohs et al., 2005). In the present research, we consider the extent to which group membership shapes individuals' susceptibility to cognitive depletion. Specifically, we propose that by virtue of their group membership, some individuals acquire more experience—and, thus, practice—meeting particular self-regulatory demands, and thus should be less depleted by them compared to members of groups that typically acquire less practice (Gailliot et al., 2007). The first study examined racial group differences in the depleting effect of numerical token status. Whereas previous research has shown that talking about race as a numerical token is depleting for Whites (Vohs et al., 2005), our results suggested that Black students at a predominantly White college are not similarly depleted. Similarly, the results of Study 2 revealed a circumstance under which women and men may be differentially susceptible to the depleting effects of emotion suppression. Specifically, after suppressing emotional responses to sexist comments—a situation with which women are likely to have more practice than men—female participants were less depleted (as revealed by performance on a Stroop task), relative to male participants. These findings suggest that group membership may influence what tasks are depleting for whom, and in turn, contribute to our understanding of how and why individuals' experiences in certain situations—including intergroup contact—may diverge along group boundaries.

PERCEIVING WHITE NORMS: IRONIC EFFECTS IN BLACKS' VERSUS WHITES' JUDGMENTS OF MINORITY TARGETS *Jenessa*

R. Shapiro & Steven L. Neuberg, Arizona State University – Conformity to a perceived norm is a common strategy used to gain the approval of one's interaction partners. Identifying a group norm is ordinarily relatively simple. However, this task may be especially difficult when the norm is held by a group to which one does not belong, as is the case in intergroup interactions. In contemporary American society, Whites tend to believe that norms condemning public expressions of racial/ethnic prejudices are pervasive (e.g., Dovidio & Gaertner, 1986). In contrast, Black Americans tend to view normative White behavior as prejudicial against themselves and other minority groups (e.g., Neimann, Jennings, Rozelle, Baxter, & Sullivan, 1994). The present research examined some ironic implications of this divergent perception of White prejudice-relevant norms. In one study, when evaluations of a Native American job candidate were to be made public to an unfamiliar group of White males upon whom participants were dependent, White men expressed less prejudice whereas Black men expressed greater prejudice, relative to when these responses remained private. In contrast, White and Black females expressed no prejudice when their evaluations were to be public to White females, although Black females expressed generally more favorable judgments of both White and Native American candidates. Follow-up studies support the hypothesis that differential inferences about White prejudice norms underlie this pattern of findings: The public judgments made by Black males (compensatory conformity) and Black females (compensatory pleasantness) can be seen as strategies aimed at reducing the likelihood that they themselves will be discriminated against in an intergroup interaction.

INTERGROUP CONTACT: CAN POSITIVE SOCIAL CONTACT ENHANCE PERFORMANCE DURING CROSS RACE ENCOUNTERS? *Modupe Akinola, Wendy Berry Mendes, Harvard*

University – Positive intergroup contact often has been cited as a means for improving relations between members of different races. Yet disentangling person effects—individuals who seek intergroup contact—and situation effects has proven difficult. Further, experiments manipulating types of social contact, ones varying the level of personal knowledge and disclosure between interaction partners, are rare. This longitudinal study manipulated intergroup composition and type of social contact to examine what social factors were the most effective at enhancing performance, measured physiologically, behaviorally, and cognitively, during cross race encounters. African-American and White female participants (N=198) were randomly assigned to interact with either an African-American or White female confederate. Dyads were then randomly assigned to one of three levels of social contact: mere presence, superficial disclosure, and deep emotional disclosure. Over a three week period the dyads met weekly, engaged in their assigned social contact condition, and then completed cooperative tasks. Cardiovascular responses were measured throughout the social interaction and cooperative tasks. Results indicated that same race dyads performed better on the cooperative tasks compared to cross race dyads, ($M_{\text{same}}=.18$, $M_{\text{cross}}=-.20$, $p=.04$). In addition, there was a composition by condition interaction such that with greater depth of disclosure, same race dyads outperformed cross race dyads on specific cooperative tasks, $F(1, 51) = 4.12$, $p=.05$. However, over time, the greatest performance improvements were experienced among cross race dyads in the deep disclosure condition compared to the other social contact conditions. Implications of these results in improving intergroup relations are discussed.

Symposia Session B8

BRINGING THE PARTNER BACK INTO SOCIAL PSYCHOLOGY: NEW APPLICATIONS OF DYADIC ANALYSIS

Friday, February 8, 11:15 am - 12:30 pm, Acoma Meeting Room

Chairs: *Carrie Langner, Society for the Psychological Study of Social Issues, American Psychological Association, and Tessa West, University of Connecticut*

Discussant: *Deborah Kashy, Michigan State University*

Speakers: *Carrie A. Langner, Richard B. Slatcher, Tessa West*

Summary: Social and personality psychologists often are interested in the ways in which one's own perceptions and feelings influence the perceptions and feelings of others. Yet, until recently, there have been limitations in the ways in which such effects might be empirically examined. The goal of this symposium is to present cutting-edge applications of dyadic analysis across three distinct populations: romantic couples, college roommates, and strangers and across a variety of interpersonal phenomena. While the use of dyadic analysis is growing in the field of social and personality psychology, most of the attention has come from close relationships researchers. The goal of this symposium is to illustrate how dyadic analysis can be applied to a variety of domains, and to present empirical methods that can be implemented with relative ease. We demonstrate how structural equation modeling can be used to study mediational processes for couples nested within groups, unique uses of the Actor-Partner Interdependence Model in the study of power dynamics, and an innovative method of examining the development of new relationships using dyadic growth curve analyses, taking into account the indistinguishability of dyad pairs. Discussion will be led by Deborah Kashy.

ABSTRACTS**A DYADIC APPROACH TO SOCIAL POWER AND EMOTIONAL EXPERIENCE** *Carrie A. Langner, Society for the Psychological Study of*

Social Issues, Dacher Keltner, UC Berkeley – When one person has power over another in a dyadic relationship—whether it be a work relationship, a friendship, or a romantic relationship—there are important implications for both individuals in that relationship. In this talk, a dyadic approach to social power is used to test the notion that an individual's power and a partner's power have distinct effects on emotional experiences. Two studies examining actor and partner effects of social power on emotion within dyadic interactions are presented. Across interpersonal contexts and measures of social power, an individual's own social power, theorized to activate behavioral approach, was associated with positive emotion (an actor effect). In contrast, being subject to a partner's elevated social power, theorized to activate behavioral inhibition, was associated with negative emotion (a partner effect). Discussion focuses on how new lines of inquiry can be advanced in the study of social power by examining power as a dyadic-level phenomenon.

EFFECTS OF COUPLE FRIENDSHIPS ON RELATIONSHIP CLOSENESS *Richard B. Slatcher, University of California, Los Angeles*

– In recent years, a small but growing number of social psychologists have begun to examine how outsiders can influence the quality and stability of people's romantic relationships. Couples' friendships with those in their social networks appear to be particularly relevant determinants of what makes for a close and lasting relationship.

This talk presents data from a study in which pairs of unacquainted heterosexual dating couples engaged in 45-minute interactions with each other. The procedure used was a modified version of the closeness induction task developed by Aron and colleagues (1997) to generate closeness

between individual strangers—in this case modified to generate closeness between couples. A model for analyzing interactions between pairs of couples based on the Actor-Partner Interdependence Model (APIM) will be presented. This model allows for the simultaneous estimation of actor effects, partner effects to one's own romantic partner, and partner effects to each member of the other couple. For example, it can allow one to estimate how a person's positive affect can influence not only his own feelings of closeness to his romantic partner, but also can influence how close his partner feels to him and how close each member of another couple feel to each other after a "date" between two couples. Implementation of this method using Structural Equation Modeling (SEM) will be described. The talk will conclude with a discussion of implications for studying the interplay between social networks and romantic relationships.

DEVELOPMENT OF COLLEGE ROOMMATE RELATIONSHIPS ACROSS TIME *Tessa West, David Kenny, University of Connecticut*

The study of college roommate relationships typically is conducted using a cross-sectional approach, where roommates complete measures at the beginning and end of a college term. Little work has examined the development of roommate relationships using longitudinal analysis, taking into account the level of the dyad. Until recently, researchers were not equipped with the necessary statistical tools to do so. This talk examines perceptions that new college roommates make of each other's behaviors and emotions, using a longitudinal Actor-Partner Interdependence Model approach. Accuracy and biases of perceptions overtime are examined, with a focus on the roles of both a respondent's own predictors, and his or her roommates' predictors, on a respondent's outcome. While methodological advancements in the study of overtime dyadic data are highlighted, the focus will be on the perceptual processes that roommates engage in, and how these processes change overtime.

Symposia Session C and Presidential Address Friday, February 8, 2:00 - 3:15 pm

Symposia Session C1: 2008 Presidential Address

INTERPERSONAL INTERACTION AND INTERGROUP RELATIONS: THE "TRAGEDY" OF INTERGROUP RELATIONS

Friday, February 8, 2:00 - 3:15 pm, Ballroom C

Speaker: *John F. Dovidio, Yale University*

This presentation considers reciprocal influences between interactions between individuals and intergroup relations. The central thesis is that societal-level group relations influence the goals and expectations that individuals bring to their interactions and shape their behaviors and perceptions in these situations. Because majority and minority group members have different objectives and perspectives, interactions between members of the different groups are frequently characterized by miscommunication and anxiety, resulting in divergent perceptions of the exchange. Moreover, even when majority and minority group members are interested in restoring or creating more positive intergroup relations, they often pursue different, and often incompatible, strategies to achieve their goal. This presentation therefore outlines the "tragedy" of intergroup relations – how the different perspectives and ideals of majority and minority groups and the lack of awareness of the other's perspectives and needs can often increase conflict and disparities between groups that may both desire reconciliation and positive relations.

Symposia Session C2

IN HOT PURSUIT: GOAL DIRECTED BEHAVIOR AND COGNITION IN CLOSE RELATIONSHIPS

Friday, February 8, 2:00 - 3:15 pm, Ballroom A

Chairs: *Nancy Collins, University of California Santa Barbara, and Shelly Gable, University of California Santa Barbara*

Speakers: *Caryl Rusbult, Shelly Gable, Eli Finkel, Nancy Collins*

Summary: Among life's most important tasks is establishing and maintaining stable close relationships. This symposium focuses on the consequences that different motives and goals have on how people regulate their cognitions, emotions, and behaviors within intimate relationships. Using multiple methodologies (daily diaries, behavioral observation, speed-dating, experimental methods), the talks in this symposium explore a broad range of interpersonal phenomena and theoretical perspectives. First, Rusbult will discuss how different regulatory styles (promotion versus prevention focus) influence how partners help (or hinder) one another's progress toward the ideal self. Next, Gable will discuss findings suggesting that the strength and type of goals individuals have for their relationships (approach and avoidance) influence their interpretation of their partner's behavior on a daily basis and perceptions of their partner's emotions during intimate discussions. Next, Finkel will discuss work on how different regulatory styles (promotion versus prevention) influence attention to and evaluations of romantic alternatives. Finally, Collins will present data showing that perceived partner responsiveness regulates proximity-seeking and support-seeking behavior in response to social threats. Taken together, these talks highlight the value of understanding the motivational dynamics that shape social cognition and interpersonal behavior in close relationships.

ABSTRACTS

INTERPERSONAL REGULATORY FIT AND THE MICHELANGELO PHENOMENON *Caryl Rusbult and Francesca Righetti, Vrije Universiteit Amsterdam*

This research examines whether interpersonal regulatory fit yields consequences for goal pursuit that parallel those of intrapersonal regulatory fit. We examine the effects of fit with respect to one's own and a partners' promotion orientation (concern with hopes, dreams) and prevention orientation (concern with duties, obligations) in the context of the Michelangelo phenomenon (an ideal self goal), which examines how close partners affirm (vs. fail to affirm) one another's goal pursuits, thereby moving each person closer to (vs. further from) each person's ideal self. We test our hypotheses using data from a longitudinal study of romantic couples; model variables were assessed using self- and partner-report questionnaires, daily diaries, and codings of couples' ideal-relevant interactions. We observed good evidence of: (a) intrapersonal fit (self orientation, self goal pursuits) – individuals enjoy greater movement toward their ideals when they are more promotion- and less prevention-oriented; and (b) interpersonal fit (partner orientation, self goal pursuits) – partners are more affirming when they are more promotion- and less prevention-oriented (and individuals enjoy greater movement toward ideals). We also observed evidence of: (c) a second form of interpersonal fit (partner orientation, individual orientation) – beyond variance attributable to self and partner orientations, individuals enjoy greater movement toward ideals when both self and partner are promotion-orientated. We also discuss the prediction of change over time in criteria, mechanisms that account for these effects, and the implications of regulatory fit as an interpersonal phenomenon.

FEAR AND WANTING IN RELATIONSHIPS: MOTIVATIONAL BIASES IN INTERPRETING PARTNER BEHAVIORS

Shelly L. Gable, University of California, Santa Barbara; Natalya Maisel, University of California, Los Angeles – Close relationships can be the source of both pleasure and pain. The goals people have in their close relationships can be focused either on the potential pleasures—approach—or they can be focused on the potential pains—avoidance. Previous work suggests that the strength of approach and avoidance relational goals predict outcomes such as loneliness, feelings of security, and relationship satisfaction and stability. Here data from two studies address a potential mechanism for the link between goals and outcomes—biased interpretation of partners' behaviors during ongoing interactions. In Study 1, both members of 70 cohabiting couples (24 married) completed a two-week daily experience study in which they reported on their partners' and their own positive and negative behaviors (e.g., complementing partner, criticizing partner). Data analysis employed a quasi-signal detection paradigm and suggested that approach goals were associated with lower miss rates for positive behaviors (men and women) and avoidance goals were associated with both higher false alarm and lower miss rates for negative behaviors (women only). In Study 2, both members of 79 couples reported perceptions of their partner's positive emotions during a videotaped discussion of the one thing they liked most about their partner. Results showed that approach goals were associated with "seeing" more positive emotions in the partner (men and women) and avoidance goals were associated with reporting fewer positive emotions in the partner (men only). These results remained significant even when controlling for the partner's own report of his or her positive emotions during the discussion.

IN THE EYE OF THE MOTIVATED BEHOLDER: PROMOTION- AND PREVENTION-FOCUSED EVALUATIONS OF ROMANTIC ALTERNATIVES

Eli J. Finkel, Daniel C. Molden, Sarah E. Johnson, Paul W. Eastwick, Northwestern University – Modern humans face a social milieu teeming with possible romantic alternatives. This presentation employs Regulatory Focus Theory (E.T. Higgins, 1997) to investigate whether individual differences in broad motivational orientations toward growth and advancement (or promotion) vs. safety and security (or prevention) predict individuals' attention to and evaluations of their romantic alternatives. A promotion orientation, which is associated with eagerly pursuing opportunities even at the risk of accruing losses, should predict greater attention to and more positive evaluations of such alternatives. On the other hand, a prevention orientation, which is associated with vigilantly ensuring safety and security even at the risk of missing out on possibilities for potential gain, should predict reduced attention to and more negative evaluations of such alternatives. Results from four studies – which employed cross-sectional, speed-dating, experimental, and longitudinal methods – strongly supported these hypotheses. For example, stronger promotion (vs. prevention) focus predicted both having a greater number of romantic interests in the wake of a speed-dating event and evaluating the alternatives to each of these romantic interests more positively. In addition, stronger promotion (vs. prevention) focus among people currently involved in a romantic relationship predicted heightened attention to physically attractive romantic alternatives, more positive evaluations of these alternatives, and increases over time in the perceived desirability of these alternatives. In short, stable motivational proclivities toward promotion vs. prevention predict markedly different—and theoretically sensible—perceptions of romantic alternatives, regardless of whether one is currently single or currently involved in a romantic relationship.

WILL YOU BE THERE WHEN I NEED YOU? PERCEIVED PARTNER RESPONSIVENESS REGULATES SUPPORT-SEEKING BEHAVIOR AND MOTIVATIONS IN RESPONSE TO SOCIAL EVALUATIVE THREAT

Nancy L. Collins, Heidi S. Kane, Lisa Jaremka, AnaMarie C. Guichard, University of California Santa Barbara; Maire B. Ford, Loyola Marymount University – It is generally assumed that individuals are motivated to seek proximity to close others in response to stressful/threatening events. However, reaching out to others can be risky – especially under conditions of heightened social evaluative threat, where the potential for rejection and relational devaluation is salient. Thus, individuals may only be willing to seek proximity to significant others if they have confidence that their efforts will be met with acceptance, understanding, and support. Perceived partner responsiveness (PPR) should therefore regulate support-seeking behavior and motivations in response to stress. We tested this hypothesis in two studies of romantic couples. In Study 1, we created a stressful task (a public speaking task) for one member of a couple and then examined support-seeking behavior and motivations. Spouses who were high in PPR sought more support from their partner – and desired greater proximity – as their level of subjective threat increased, whereas those low in PPR sought less support and proximity. In addition, when asked why they wanted (or didn't want) to seek contact with their partner, those high in PPR had more positive situation-specific expectations (e.g., they were more likely to believe that their partner would reduce their anxiety and increase their confidence) than those low in PPR. We found a similar pattern of findings in Study 2, using daily diary methods. Romantic partners who were high in PPR were more likely to seek support from their partner on high stress days, whereas those low in PPR were less likely to do so.

Symposia Session C3**CULTURAL DIFFERENCES IN FRIENDSHIP**

Friday, February 8, 2:00 - 3:15 pm, Ruidoso Meeting Room

Chair: Vera Sacharin, University of Michigan**Speakers:** Stephanie L. Anderson, Shinobu Kitayama, Vera Sacharin, Dana P. Roth

Summary: In a world of growing mobility, an increasing number of individuals are challenged by the need to build friendships with people from other cultures. However, too little is known about cultural differences in friendship. In four talks, the symposium addresses cultural differences in friendship behavior by comparing the U.S. with Ghana, Japan, and Germany. The first talks focus on specific friendship behaviors and their consequences. Stephanie Anderson's experimental study uses individual and collective self-primes to investigate the importance of support behaviors in Ghana and the U.S. Shinobu Kitayama then presents four studies on the differential timing and consequences of reciprocal acts in Japan and the U.S. The third talk expands the discussion to a wider range of friendship behaviors and levels of friendship. Vera Sacharin examines differences in German and American friendships for best friends, good friends, and acquaintances. The last talk addresses an underlying mechanism of cultural differences in friendship. Dana Roth shows that within the U.S., women's residential mobility is associated with more compartmentalized friendship behavior. Her talk demonstrates that cross-cultural research can successfully be combined with single country studies to increase our understanding of human friendship behavior. By comparing the U.S. to a variety of countries, the symposium draws a particularly rich picture of American friendship patterns, and high lights diverging friendship practices in other cultures.

ABSTRACTS**THE SOCIOCULTURAL STRUCTURE OF FRIENDSHIP: IMPLICATIONS FOR CONCEPTIONS OF RELATIONSHIP**

Glenn Adams, Stephanie L. Anderson, University of Kansas – Previous research has documented differences in friendship in West African and North American worlds. People from various West African settings (a) report a smaller number of friends, (b) emphasize instrumental support, and (c) de-emphasize emotional support relative to people in various North American settings. The present study extends this research by using an experimental paradigm to investigate these differences. Participants from the Universities of Ghana (n = 67) and Kansas (n = 71) completed either individual ("I am ...") or collective ("We are ...") versions of the Twenty Statements Test. They then completed a measure of friendship experience. Results revealed hypothesized cultural differences such that KU students (a) reported more friends, (b) preferred phrases related to voluntaristic-independent constructions of relationship (e.g., "one of my friends" rather than "my friend"; Wierzbicka, 1999), (c) rated emotional support as more important, and (d) rated instrumental support as less important than did UG students. In addition, results revealed parallel effects of the manipulation, but only among UG students. Participants in the individual-prime condition rated emotional support as more important, and instrumental support as less important, than did participants in the collective-prime condition. Discussion focuses on (a) potential explanations for the differential effectiveness of the manipulation in different cultural settings and (b) implications of the research for the study of personal relationship.

CULTURE, SELF, AND FRIENDSHIP: ESTEEM SUPPORT IN THE UNITED STATES AND RECIPROCALITY MONITORING IN JAPAN

Shinobu Kitayama, University of Michigan; Yukiko Uchida, Koshien University; Daisuke Nakama, Hokkaido University; Batja Mesquita, Wake Forest University; Kota Saitoh, Kyoto University; Beth Morling, University of Delaware – We hypothesized that in all cultures friends are expected to affirm each other as a "good" person and, yet, because the meaning of what is involved to be a "good" person varies across cultures, what friends are expected to do, and what they actually do, to one another will also vary. In particular, we expected that in interdependent cultural contexts friends would try to maintain close reciprocity of supportive acts; whereas in independent cultural contexts, friends would try to maintain each other's self-esteem. As predicted, mutual friends in Japan showed a substantial agreement about the kind and the timing of supportive acts that were exchanged between them, but those in the U.S. showed virtually no such agreement (Studies 1, 2, and 3). In contrast, supportive acts offered by Americans were far more effective than their Japanese counterparts to repair threatened self-esteem of their friends (Study 4). Implications for the cultural construction of self and social relations are discussed.

AMERICANS ARE PEACHES AND GERMANS ARE COCONUT? CULTURAL SIMILARITIES AND DIFFERENCES IN FRIENDSHIP

Vera Sacharin, Richard Gonzalez, University of Michigan – Differences in friendship behavior between Germans and Americans are a re-appearing issue in the management literature (Robinson, 2005) and in stereotypes that 'Americans are superficial' and 'Germans are unfriendly' (Rings, 1994). Kurt Lewin described different boundaries of intimacy in the two cultures. For Germans, a strong peripheral boundary hinders initial self-disclosure and affection towards others. In comparison, Americans are incipiently welcoming towards others, but have strong boundaries that keep people from their most intimate regions (Lewin, 1948). The metaphors of Americans as peaches and Germans as coconuts illustrate this idea (Zaninelli, 2004). We expected that differences in closeness would emerge when comparing various levels of friendship across cultures. In our study, 74 Americans and 47 Germans nominated up to 15 best friends, good friends, and acquaintances, and described their relationships

on 73 items (e.g., 'We feel comfortable together.'). We found that Germans reported closer relationships with their acquaintances than Americans. Specifically, Germans reported more tolerance and empathy but less small-talk. No overall cultural differences were found for closeness to best friends or good friends. Germans' closeness to acquaintances has several consequences. First, it implies that Lewin's description of Germans' initial distance towards others occurs on a level more remote than acquaintanceship. Second, our results are helpful for explaining why Germans name fewer friends than Americans (Sleeth-Keppler, 2005). Finally, our study adds to linguistic analysis of the meaning of the word 'friend' (Wierzbicka, 1997) by identifying the levels of friendship and the facets of friendship that exhibit cultural differences.

UNPACKING SOCIAL OUTCOMES FOLLOWING A MOVE: THE RELATIONSHIP BETWEEN RESIDENTIAL MOBILITY AND FRIENDSHIP

Shigehiro Oishi, Dana P. Roth, Janetta Lun, University of Virginia – Inspired by Adams and Plaut's (2003) research on culture and friendship, we investigated individual differences in the concept and nature of friendship among American college students from the socio-ecological model of the self (Oishi, Lun, & Sherman, 2007). Specifically, we examined (a) whether individuals who moved a lot in childhood and adolescence ("movers") would define friendship differently than those who did not move ("non-movers"), and (b) whether movers' friendships would be more compartmentalized (i.e., select different friends for different activities) than non-movers' friendships. One hundred and fifty-nine undergraduate students (43 male, 116 female) participated in this study. We found that although movers and non-movers did not differ in their definitions of friendship, female movers were more likely to compartmentalize their friendships than female non-movers. Our findings suggest that socio-ecological factors such as residential relocation are not associated with different perceptions of friendship but are related to how people interact with their friends. Residential mobility might encourage individuals to form "broad-and-thin" friendships, whereas stable interpersonal contexts might encourage individuals to form "narrow-and-thick" friendships, at least among women.

Symposia Session C4**CREATING AND UNDERMINING SOCIAL SUPPORT: EFFECTIVE AND INEFFECTIVE SUPPORT TRANSACTIONS**

Friday, February 8, 2:00 - 3:15 pm, Pecos Meeting Room

Chair: Jennifer Crocker, University of Michigan

Discussant: John G. Holmes, University of Waterloo

Speakers: Jennifer Crocker, Amy Canevello, Margaret S. Clark, Brooke C. Feeney

Summary: Humans are social animals; they need supportive relationships for physical and psychological well-being. People differ, however, in how effectively they give support to others and elicit support for themselves. The presentations in this symposium explore the qualities of effective and ineffective support transactions in relationships. Jennifer Crocker presents a study exploring how first-semester college students' goals predict changes in their perceived available social support over a first semester of college, and how weekly changes in these goals predict weekly relationship experiences. Amy Canevello presents a 3-week daily report study of the transactional nature of social support in college roommates. Her study shows how one roommate's goals predict changes in the other's experience of being supported and desire to give support back, which in turn predicts changes in the first roommate's reports of being supported. Margaret Clark presents evidence that high trust fosters healthy relationships characterized by having flexible foci of attention such that own needs trigger a focus on the self, partner needs trigger a focus on the partner, and a lack of pressing needs trigger a focus

on mutual activities. Low trust, in contrast, is associated with chronic self-focus and frequent consideration of how the self and partner are viewed as a pair by others. Brooke Feeney examines the effects of intrusive support provision on exploration behavior in married couples, and how these effects depend on attachment styles. Together, these presentations clarify the qualities of effective support giving.

ABSTRACTS

CREATING SOCIAL SUPPORT IN THE TRANSITION TO COLLEGE: THE ROLE OF EGOSYSTEM AND ECOSYSTEM GOALS

Jennifer Crocker, Amy Canevello, and Riia Luhtanen, University of Michigan – Many life events disrupt available social support; for the thousands of students who move away from home for the first time, the transition to college provides an important example. When such disruptions occur, the capacity to rebuild social support may influence adjustment, with implications for mental and physical health. We examined how two types of goals—egosystem goals to construct desired self-images, and ecosystem goals to be supportive of others—predict changes in students' perceived available social support in the first semester of college. Students in their first semester of college completed pretest (N = 199) and post-test (N = 194) measures of perceived available social support and interpersonal trust, and 10 weekly reports of their friendship goals, closeness and loneliness, conflict, and beliefs that people should look out for each other (nonzero-sum beliefs) or look out for themselves, even at the expense of others (zero-sum beliefs). Students who chronically tried to be supportive of others experienced increased social support and trust over the semester, and more closeness, less loneliness, less conflict, and more nonzero-sum beliefs, especially if they were low in self-image goals. Within participants, weekly changes in goals predicted weekly changes in closeness, loneliness, conflict, and nonzero-sum beliefs. These results raise the possibility that following disruptions to their social support, people do not need to be at the mercy of whether social support available; they can create it for themselves by giving it to others.

CREATING SOCIAL SUPPORT AS AN INTERPERSONAL PROCESS: THE ROLES OF ECOSYSTEM AND EGOSYSTEM GOALS

Amy Canevello, Jennifer Crocker, Riia K. Luhtanen, University of Michigan – What predicts giving and receiving social support? We propose that people who have ecosystem goals to support others receive increased social support over time, because the support they give to others makes those others feel supported, and want to be supportive in return. Egosystem goals to construct desired images of the self undermine this mutually beneficial process. In a test of these hypotheses, 65 undergraduate roommate pairs completed pretest and posttest measures of social support given to and received from their roommates and 21 daily reports of their ecosystem and egosystem goals for their roommate relationships. Using the Actor-Partner Interdependence Model (APIM), we examined how one roommate's goals affected changes from pretest to posttest in the amount of support the other roommate received and gave. Roommate A's goals interacted to predict changes across three weeks in B's reports of support received from A and given to A, controlling for the effects of B's goals. A's ecosystem goals predicted increases in support B received and gave from pretest to posttest when A was lower in chronic egosystem goals. Further, path modeling suggests that A's ecosystem goals predict increased support B received, which predicts increased support B gave, which predicts increased support A received. These data suggest that people can create support for themselves by giving it to others.

RELATIONAL FOCI OF ATTENTION AND RELATIONSHIP HEALTH

Margaret S. Clark, Yale University – Four relational foci of attention will be outlined: a) a focus on self (including a focus on implications of the partner for the self), b) a focus on partner (including a focus on implications of the self for the partner), c) a focus on mutual activities,

and d) a focus on the self and partner as viewed by others. I suggest that high trust fosters healthy relationships characterized by having a flexible foci of attention such that own needs trigger a focus on the self, partner needs trigger a focus on the partner, and a lack of pressing needs trigger a focus on mutual activities. Low trust, in contrast, appears to be associated with chronic self-focus and frequent consideration of how the self and partner are viewed as a pair by others. Empirical work the development of a measure of flexible relational focus of attention, and studies linking flexibility of relational foci of attention to relationship health and inflexibility to relational problems will be presented. For example, in one study a having high flexibility of attention (as indicated on the new measure) is shown to predict, weeks later, a greater responsiveness to cues to attend to the self and greater responsiveness to cues to attend to one's partner. This, in turn, leads to a bias in one's own favor when cued to think about the self (e.g. by one's own need) but also a bias in favor of one's partner when cued to think about the partner (e.g. by the partner's need.) In another study low self-esteem is shown to be linked to chronic self-focus which, in turn, is linked to viewing partners in simplistic ways that reflect one's own needs at the time rather than accurately or, in other words, a way which might best allow a person to meet that partner's own needs.

INTERPERSONAL INFLUENCES ON EXPLORATION IN ADULTHOOD: THE EFFECTS OF INTRUSIVE SUPPORT

Brooke C. Feeney and Roxanne L. Thrush, Carnegie Mellon University – Using an attachment theoretical framework, we examine the effects of intrusive support provision on exploration behavior in adult relationships. Although attachment theory postulates that intrusive support provision is antithetic to sensitive/responsive support provision and that it is a major inhibitor of exploration, and although prior research has shown that parental interference in their children's exploratory activities is associated with a host of negative outcomes for the child (e.g., less curiosity, less persistence and enthusiasm in exploration), research examining the effects of intrusive support in the context of adult relationships is lacking. Participants were 137 married couples (mean marriage length = 10.1 years). After completing background questionnaires (assessing attachment orientation) and pre-activity questionnaires (assessing mood and state self-esteem), one member of the couple was given an opportunity to explore a challenging, novel activity in the presence of the other member. Couple members were unobtrusively videotaped during this time. Videotapes were coded for exploration behaviors including performance, persistence at task, frustration, enthusiasm; and they were coded for spouse behaviors including intrusive support and encouragement of exploration (emotional support). Post-activity questionnaires were completed to assess the "explorer's" mood, state self-esteem, perceptions of the spouse, and perceptions of the exploration activity. Results indicated that intrusive support provision during the activity was associated with poor performance, less persistence at the task, negative perceptions of spousal behavior, and more feelings of negativity regarding the task. Moreover, individual differences in attachment orientation moderated these links. Implications of results and avenues for future research will be discussed.

Symposia Session C5

UNLOCKING THE UNCONSCIOUS: IMPLICATIONS FOR EXECUTIVE FUNCTIONING, SELF-REGULATION, AND REASONING

Friday, February 8, 2:00 - 3:15 pm, Ballroom B

Chairs: E. J. Masicampo, Florida State University and Lawrence Williams, Yale University

Speakers: James Shah, E. J. Masicampo, Lawrence Williams, Ap Dijksterhuis

Summary: The past 25 years of social cognition research has uncovered a great deal about the nature of unconscious processes. This work has helped shed light on the role of the unconscious in areas such as attitude formation, motivation, goal pursuit, and more recently self-regulation, where unconscious processes have been found to perform as effectively as conscious ones. This symposium attempts to extend this work by charting the unique roles that unconscious processes play relative to conscious processes, as well as how these dual processes interact. Each of the papers presented in this symposium examines the influence of unconscious mechanisms in a realm of thought or behavior that has traditionally been considered the product of controlled and conscious functions. Shah and colleagues examine how unconscious self-regulatory processes allow people to pursue, shift between, and disengage from their goals. Masicampo and Baumeister discuss the (sometimes detrimental) impact of nonconscious motivations on conscious thought and the capacity for executive functioning. Williams and colleagues examine the unique and beneficial aspects of nonconscious self-regulation in areas where conscious self-regulation often struggles or falters. Dijksterhuis presents on the specific challenges to successful decision making that are best addressed by unconscious versus conscious thought. The four papers presented in this symposium provide converging evidence for the functional importance of the unconscious, and should compel researchers to strongly consider the dynamic relationship between these systems that underlies goal-directed behavior.

ABSTRACTS

REGULATORY ROTATION: THE STRUCTURAL DYNAMICS OF UNCONSCIOUS AND CONSCIOUS MOTIVATION *James Shah, Deborah Hall, Pontus Leander, Duke University, Shawn Bodmann, University of Wisconsin-Madison* – Given the variety of goals we may be pursuing at any given time, an important but perhaps under-examined aspect of effective self-regulation are the conscious and unconscious mechanisms influencing how we prioritize and effectively “juggle” our various and often disparate, goal pursuits to ensure the successful attainment of as many goals as possible. With this in mind, my talk will detail recent research exploring the manner in which such goal management may be both automatic and controlled, and how these differing components of goal management may effectively interact with each other in influencing self-regulation. Specifically, I will discuss work that explores the manner and rate with which individuals may rotate through their various goal pursuits, whether consciously or unconsciously and the effects of such shifts on well-being and goal attainment. I will also discuss work exploring the manner in which we may give up on goals altogether and various conscious and unconscious forms such disengagement may take. Indeed, just as individuals may automatically and unconsciously pursue goals, so might they come to automatically drop them, and such automatic disengagement may have unique self-regulatory determinants and consequences. The implications for our understanding of optimal self-regulation will be discussed.

WHEN DUAL PROCESSES BECOME DUELING PROCESSES: THE FRUSTRATION OF NONCONSCIOUSLY ACTIVATED GOALS INTERFERES WITH EXECUTIVE FUNCTIONING *E. J. Masicampo, Roy F. Baumeister, Florida State University* – Previous work on automaticity has shown that goals can be both activated and pursued quite effectively without requiring conscious processes. But what impact do these nonconscious goals have on the ability to engage in behaviors in a conscious and controlled manner? Building on the idea that conscious thought is in part designed to shift its attention toward unfulfilled goals, we hypothesized that nonconsciously activated goals, when frustrated, may interfere with executive functioning. In two studies, we primed participants with a goal state and required them to engage in a task that either threatened or frustrated that goal. These participants performed worse on later tasks of self-regulation and executive functioning relative

to control participants who were primed with no goal or who did not experience frustration of the goal. We also found evidence that nonconscious goal frustration led to increased conscious accessibility of the frustrated goal. In a third study, we tested the idea that nonconscious goal frustration may help explain self-regulatory fatigue. We argue that some self-regulatory acts involve a nonconsciously activated goal (e.g., an unwanted impulse) that becomes frustrated. In our study, participants who frustrated an impulse performed poorly on a later anagram task. However, fulfilling the impulse immediately after initial suppression eliminated decrements in anagram performance. We discuss the implications of these findings for theories of consciousness, self-regulation, and ego depletion.

BENEFITS OF NONCONSCIOUS SELF-REGULATION *Lawrence Williams, Christopher Nocera, Jeremy Gray, John Bargh, Yale University* – People often have difficulty when engaging in deliberate and conscious self-regulation. We propose that nonconscious self-regulatory processes can help people meet their goals, because these are not subject to the same set of limitations as conscious processes. In two experiments, we examined the effects of nonconsciously operating goals on people's self-regulation and emotion-regulation capacity. In Experiment 1, ego depleted participants nonconsciously pursuing an achievement motivation performed better on a later anagrams task than did ego depleted participants not primed with that goal. In Experiment 2, participants primed with a reappraisal emotion control goal showed less physiological reactivity to an anxiety-eliciting task compared to people consciously instructed to reappraise their emotions. Furthermore, the beneficial effect of nonconscious reappraisal priming was most pronounced for those who do not naturally use reappraisal strategies. We discuss the importance of nonconscious goals for facilitating self-control in practical contexts and the implications of these findings for contemporary models of self-regulation.

THE RATIONAL UNCONSCIOUS *Ap Dijksterhuis, Radboud University Nijmegen, The Netherlands* – A growing number of studies shows that a period of unconscious thought can improve decision making. In recent research, we established that an important reason for why unconscious thinkers often make superior decisions has to do with the way decision makers “weigh” the relative importance of various decision dimension. Decision makers who consciously think or who do not think at all often weigh relatively poorly, whereas unconscious thinkers do this fairly well, especially when these unconscious thinkers have some expertise. In a sense, then, we can conclude that the unconscious can be very rational.

I will discuss various lines of research that are relevant to this weighting problem. The quality of decisions made by conscious and unconscious thinkers will be compared whereby quality is operationalized normatively, subjectively (e.g., as post-decision satisfaction), and objectively (e.g., decisions whereby accuracy can be objectively assessed, such as when people predict sport scores). We also present work that sheds more light on the underlying process. This work shows that unconscious thought entails a natural process of polarization whereby things that are important become even more important over time, whereas things that are unimportant become even less important over time.

Symposia Session D
Friday, February 8, 3:30 - 4:45 pm

Symposia Session D1**WHY DO WE VOTE? AND WHY DO WE VOTE FOR WHOM WE DO?**

Friday, February 8, 3:30 - 4:45 pm, Ballroom C

Chair: Todd Rogers, Harvard University**Discussant:** Eugene Borgida, University of Minnesota, Center for the Study of Political Psychology**Speakers:** Crystal Hall, Christian Wheeler, Todd Rogers, Jon Krosnick

Summary: Why do we vote? And why do we vote for whom we do? Recent advances in social psychology offer powerful new insights on these essential political questions. These questions are especially timely during this conference as we are in the middle of the 2008 U.S. Presidential Primary season. This symposium presents new research on the processes underlying voting behavior. It explores subtle psychological factors that are of enormous, and surprising, consequence to actual political outcomes in the world. This research includes the effects of ballot order on candidate choice; the effect of local contextual primes (i.e., where one votes) on support and opposition for a variety of initiatives; the effect of rapid trait inferences from facial appearances of candidates on election outcomes; and how voter turnout expectations affect motivation to vote.

The cutting edge research presented in this symposium expands our understanding of basic psychological processes in decision-making, while also shedding light on the important question of why people make the political choices they do.

ABSTRACTS**TRAIT INFERENCES FROM FACES AND VOTING DECISIONS**

Alex Todorov, Princeton University; Amir Goren, Princeton University; Crystal Hall, Princeton University; Charles Ballew, Princeton University – In a series of studies, we show that rapid trait inferences of competence from facial appearance predict the outcomes of both Senate and gubernatorial elections. For example, competence judgments collected before the elections in 2006 predicted 68.6% of the gubernatorial races and 72.4% of the Senate races. The effects of these inferences are highly specific. Among a variety of traits (e.g., the Big Five, attractiveness, trustworthiness, likeability, baby-faced appearance), competence is the most substantive predictor of the outcome of the elections and also the trait participants believed to be the most important attribute for politicians. These findings suggest that decisions are affected by inferences of attributes believed to be important for the decisions (e.g., competence for US senators) but not irrelevant attributes. In recent studies, we provided additional evidence for the automaticity of these inferences. Predictions of gubernatorial elections were as accurate after 100 ms exposure to the faces of the winner and the runner-up as after 250 ms and unlimited time exposure. Asking participants to deliberate and make a good judgment dramatically increased the response times and reduced the accuracy of judgments relative to both judgments made after 250 ms exposure to the faces and judgments made within a response deadline of 2 second. The findings suggest that rapid, unreflective judgments of competence from faces can affect voting decisions. Finally, we discuss a set of studies showing that “fitting the face to the context” may be as important as having a competent appearance.

CAN WHERE PEOPLE VOTE INFLUENCE HOW THEY VOTE? THE INFLUENCE OF POLLING LOCATION TYPE ON VOTING BEHAVIOR

Jonah Berger, University of Pennsylvania; S. Christian Wheeler, Stanford University; Marc Meredith, Stanford University – In the United States, people are assigned to vote at a variety of different types of polling locations (e.g., schools, churches, and firehouses). But while the type of location where people happen to vote may seem innocuous, we examine the possibility that it may not be as trivial as it seems. That is, building on recent priming research, we examine whether the type of polling place in which people vote can influence how they cast their ballot. Using actual voting data from the entire state of Arizona’s 2000 general election, we find that voters were more likely to favor raising the state sales tax to support education if they voted in schools, as opposed to other types of polling locations. This effect persisted even when controlling for voters’ political views, demographics, and unobservable characteristics of individuals living near schools. A voting experiment extended these findings to other initiatives (i.e., stem cells) and a case in which people were randomly assigned to environmental primes. Our results suggest that greater attention should be given to subtle environmental influences on voting, and how such cues may influence both decision making and electoral outcomes.

EVERYONE'S VOTING, AND SO SHOULD YOU: HOW VOTER TURNOUT EXPECTATIONS AFFECT INTENTION TO VOTE

Todd Rogers, Harvard University; Alan Gerber, Yale University – The fact that many citizens fail to vote is often cited to motivate others to vote. Psychological research on descriptive social norms suggests that emphasizing the opposite – that many do vote – would be a more effective message. In two get-out-the-vote field experiments, we find that messages emphasizing low expected turnout are less effective in motivating voters than messages emphasizing high expected turnout. The findings suggest that descriptive social norms affect vote intention only among citizens who vote infrequently, or at moderate frequency. We also find that the variables included in classic rational models of participation are unaffected by the different norms. Practically, the results suggest that voter mobilization efforts should emphasize high turnout, especially when targeting moderate frequency and infrequent voters. More generally, our findings suggest that the common lamentation by the media and politicians regarding low participation may undermine turnout.

THE PSYCHOLOGY OF VOTING: HOW AND WHY THE ORDER OF CANDIDATE NAMES ON THE BALLOT AND ELECTION LAWS INFLUENCE A ELECTION OUTCOMES

Daniel Schneider, Stanford University; Jon Krosnick, Stanford University; Eyal Ofir, Stanford University; Claire Milligan, Stanford University; Alexander Tahk, Stanford University – Countless studies have explored how people make choices among options and how the way the options are presented to people affect their selections. This talk will present the findings from ten years of experimental research on these issues in the context of real elections and real votes being cast by real voters.

For almost 100 years, social psychologists have been aware of many different types of order effects and the many psychological mechanisms by which they occur. Assimilation and contrast effects, subtraction effects, change of meaning effects, and others have been documented. The work we will report brings the study of order effects out of the laboratory and into a real world of very consequential behavior.

Many states across the U.S. have been conducting true field experiments for decades, experimentally varying candidate name order across precincts, counties, or assembly districts when designing election ballots. We collected a huge set of election results and analyzed the impact of name order and the conditions under which these effects were most likely to occur. With these data, we tested two hypotheses, attributing name order effects to two distinct psychological sources: (1) lack of information, or (2) ambivalence. We have found consistent evidence of primacy effects in the votes received by more than 80% of candidates. Our

analyses illuminate many moderating variables at work and illustrate how careful psychological analysis using experimental methods can have important implications for understanding the real-world conduct of politics and for law-making in the US.

Symposia Session D2

THE PSYCHOLOGICAL OMNIPRESENCE OF RELIGION

Friday, February 8, 3:30 - 4:45 pm, Ballroom A

Chairs: Adam B. Cohen, Arizona State University and Steven L. Neuberg, Arizona State University

Speakers: E. Tory Higgins, Marilynn B. Brewer, Adam B. Cohen, Steven L. Neuberg

Summary: One need only open the newspaper to see that religion, worldwide, has powerful influences on people's behavior and consequences for their lives. Surprisingly, however, the study of religion within social psychology remains marginalized, and has generally not made it into mainstream discussions, journals, or textbooks. The aim of this symposium is to draw attention to this critical oversight, and to generate some new directions for conceptualizing the roles that religion, broadly construed, plays in influencing motivation, thought, feelings, and behavior. This symposium challenges new and well-known social psychological theorists to consider how religion might affect their domains of interest and expertise. From a perspective of self-regulation and motivation, Tory Higgins will speak about how religion influences both the decisions one makes and the value one assigns to those decisions. Marilynn Brewer, drawing from optimal distinctiveness theory, will speak about the implications of religion for understanding personal and social identities, the tensions between the desires to proselytize versus maintain orthodoxy, and how religious identity may be readily essentialized. Adam Cohen will theorize about religion and culture, and how religion may shape and be shaped by country-level tendencies toward aspects of individualism and collectivism. Beginning with a theory- and data-based understanding of conflict, Steven Neuberg will discuss how different features of religion likely facilitate or inhibit various conflict mechanisms. Finally, a moderated discussion involving speakers and audience members will focus on what, if anything, social and personality psychology has to offer to better understand the psychological omnipresence of religion and its effects.

ABSTRACTS

RELIGION AS A MOTIVATIONAL FORCE IN DECISION MAKING E. Tory Higgins (Columbia University) – My talk will emphasize how religion as a system of shared beliefs about the right or proper way to do things, and the kind of person one ought to be, influences both the decisions one makes and the value one assigns to those decisions. Historically, there has been a tradition in psychology to think of human evolution from other animals as “developed from” for cognition but “derived from” for motivation—the thoughts of angels but the motives of beasts. But human motivation also developed. Only humans consciously comprehend, manage and share the inner states of self and others. Religion is the prime example of this. For most people, it is shared religious beliefs that form the basis for managing self and others and determining who they ought to be and ought to become. The potential implications of this will be discussed with respect to two issues that my colleagues and I have recently explored. First, when does a prevention focus on duties and obligations—the type of person one ought to be—produce conservative behavior and a desire to maintain the status quo, and when does it produce risky behavior and a passion for change? Second, how does making decisions in the right or proper way affect the perceived value of the decision itself? Research findings relating to each of these issues will be pre-

sented. Then their significance for understanding the central role of religion in shaping human history will be discussed.

RELIGION AND SOCIAL IDENTITY Marilynn B. Brewer (Ohio State University) – Compared to ethnicity and nationality, religious identification is an understudied real-world social identity. Beginning with some survey data comparing the prevalence of ethnic and religious identification in the U.S., I will discuss three reasons why religious identity should be an important focus of social identity research. First, the domain of religion provides a natural context for understanding the differences between personal identity and social identity. As a personal identity, religion is a set of values and beliefs that distinguishes the individual from others who hold varying degrees of similar or dissimilar beliefs. As a social identity, religion is a community of believers who share the same religious categorization with mutual recognition and shared representations. Whether religion is experienced as an aspect of the self or as an important group membership has implications for the mechanisms by which religious identity drives behavior and attitudes. Second, as a social identity, religious groups exhibit a tension between proselytizing and orthodoxy, parallel to the tension between inclusion and differentiation needs in optimal distinctiveness theory. Third, religious identity may be essentialized by adherents, with important implications for ingroup bias and tolerance.

RELIGION AND CULTURE Adam B. Cohen (Arizona State University) – There are many kinds of cultural identities and many interesting dimensions of culture, but most work on culture focuses on East-West differences in individualism and collectivism. Cultural psychologists have sometimes been reluctant to define culture, but religious groups surely fit any reasonable definition. I approach religious group as another important form of cultural difference, one that creates within-country cultural differences as well as across-country cultural similarities. I theorize in this talk about how religious groups differ in certain aspects of individualistic and collectivistic religious identity, motivation, and moral judgment. Recent findings from my lab reveal, as expected, that American Jews are highly collectivist, American Protestants are individualist, and American Catholics share features of each. Integrating the developing psychological theory with theological analyses, I extend these ideas to Buddhists, Hindus, and Muslims. I conclude by considering three relationships between religion and country: that country tendencies cause religious tendencies, that religious differences cause country differences, or that religion and country mutually influence one another to create unique patterns of culture.

TOWARD UNDERSTANDING THE EFFECTS OF RELIGION ON INTERGROUP CONFLICT Steven L. Neuberg (Arizona State University) – Recent events make clear that religion can play a significant role in the creation or maintenance of intergroup conflict and that such conflict often has implications that extend well beyond their immediate realm. Unfortunately, there exists little in the way of comprehensive, theoretically coherent, data-based knowledge about the manner in which religion influences conflict processes. Such knowledge is critical for creating interventions to defuse potential conflicts and better manage existing conflicts. This talk has three aims: First, beginning with a theory- and data-based understanding of conflict gleaned from over fifty years of behavioral science research, I generate a set of testable hypotheses about how religion may facilitate or inhibit conflict. Second, because the scope of the religion-conflict relationship requires methods beyond the experimental, I briefly introduce a novel “informant” methodology that leverages the expertise of a broad network of scholars who possess, collectively, great knowledge about the social, political, religious, and psychological circumstances of hundreds of locales around the world. This methodology, soon to be implemented in a federally-funded study, owes much to methods designed by personality psychologists to discover individuals' traits. Third, given the complexity of the religion-conflict relationship, I suggest that a research program exploring this relationship

needs to adopt a true multidisciplinary “ethic.” The conceptual, analytical, and methodological tools at the disposal of social and personality psychologists uniquely position them to lead such multidisciplinary efforts.

Symposia Session D3

EMERGING THEMES IN ATTACHMENT RESEARCH

Friday, February 8, 3:30 - 4:45 pm, Ruidoso Meeting Room

Chair: Roxanne Thrush, Carnegie Mellon University

Speakers: Mario Mikulincer, David Chun, Roxanne Thrush

Summary: Attachment theory helps to explain how experiences in close relationships shape intrapersonal cognitive processes. Many empirical investigations suggest that individuals with more favorable attachment histories (i.e., those who score lower on attachment anxiety and/or attachment avoidance) exhibit more positive cognitive biases than do individuals with less favorable attachment histories (i.e., those who score higher on attachment anxiety and/or avoidance; e.g., Baldwin, Fehr, Keedian, & Seidel, 1993; Collins, 1996; Collins & Feeney, 2000, 2003, 2004; Feeney & Cassidy, 2003; Fraley, Garner, & Shaver, 2000; Fraley & Shaver, 1997; Kirsh & Cassidy, 1997; Mikulincer & Arad, 1999; Mikulincer & Hosh, 1999; Mikulincer & Orbach, 1995; Pietromonaco & Feldman Barrett, 1997; see the review by Mikulincer & Shaver, 2007). Several important issues have emerged from this research, including the need to better understand the nature of attachment anxiety and avoidance as well as the mechanisms responsible for individual differences in attachment-related cognitive processing. This symposium capitalizes on innovative cognitive research techniques, including the use of implicit measures and cognitive modeling, to explore these issues.

The first speaker, Mario Mikulincer, will discuss the results of a study that implicitly assessed relationships between attachment anxiety and avoidance, on one hand, and relationship ambivalence in different relationship contexts, on the other. David Chun will then speak about attentional biases of individuals who are high in attachment anxiety and avoidance. Roxanne Thrush will discuss the contributions of connectionist modeling to understanding the mechanisms that support attachment knowledge structures and individual differences in cognitive biases. We will include time for questions and discussion.

ABSTRACTS

TITLE: ATTACHMENT INSECURITIES AND IMPLICIT RELATIONAL AMBIVALENCE: THE DIFFERENTIAL EFFECTS OF RELATIONAL CONTEXTS ON ANXIOUS AND AVOIDANT INDIVIDUALS Mario Mikulincer¹, Phillip R. Shaver², Naama Bar-On¹, Tsachi Ein-Dor¹; ¹Department of Psychology, Bar-Ilan University, ²Department of Psychology, University of California, Davis – Attachment theorists have emphasized that attachment-anxious individuals are ambivalent in their relational tendencies, wishing to be close to their relationship partners but also being fearful about the possibility of rejection. In this lecture we report four studies examining the joint contributions of attachment anxiety and experimentally induced relational contexts (positive, negative) to implicit and explicit ambivalence about relational closeness and distance. Implicit ambivalence was assessed with a “push-pull” task in which participants saw words related to closeness or distance and were instructed either to push or to pull a lever (away from or toward themselves) after recognizing each word.

The findings indicate that both approach tendencies (speeding up pull responses) and avoidance tendencies (speeding up push responses) toward relational issues co-exist in attachment-anxious people’s minds. Moreover, the attachment-anxious mind seems to react with heightened ambivalence to relational contexts that typically activate either approach

tendencies (e.g., signs of a partner’s love and interest) or avoidance tendencies (e.g., signs of a partner’s unavailability or rejection).

Unexpectedly, the studies also revealed implicit ambivalence toward distance-related issues among avoidant participants, mainly in aversive relational contexts. Overall, the findings indicate that relational ambivalence is a core feature of attachment anxiety and that avoidant people, although holding explicit positive attitudes toward interpersonal distance, react to signs of rejection or separation with heightened implicit ambivalence toward distance-related concepts, suggesting that they are not comfortable with being rejected.

ADULT ATTACHMENT AND VISUAL ATTENTION TO THREATENING WORDS David S. Chun¹, Phillip R. Shaver¹, Omri Gillath²; ¹University of California, Davis, ²University of Kansas – Recent research raises questions about the attentional processes of people with different attachment styles. We used a dot-probe task and three different stimulus exposure times to explore the role of attachment anxiety and avoidance in a person’s focusing on or away from negatively valenced attachment-related and general words. Participants who scored high on attachment anxiety exhibited an attentional bias toward negatively valenced attachment-related words but not toward more generally negative words, suggesting that their fears are fairly attachment-specific. (This result is similar to published studies of people with different kinds of anxieties and phobias; generally, attentional vigilance and inflexibility are limited to a particular stimulus domain.) Those who scored high on avoidant attachment exhibited an attentional bias away from negatively valenced words, whether attachment-related or not, which is compatible with other research suggesting that avoidant individuals do not want to feel threatened, because it might activate their attachment system. The avoidant attentional bias was strongest when stimulus word pairs were exposed for 500 ms, still evident when the exposure time was 100 ms, but not statistically significant when the exposure time was 14 ms. These results suggest that avoidant defenses, at least those involving attention, require at least some degree of controlled, conscious processing.

CONNECTIONIST MODELING AS A TOOL FOR CONTRIBUTING MECHANISTIC-LEVEL EXPLANATIONS OF ATTACHMENT PROCESSES Roxanne Thrush^{1,3}, Brooke Feeney¹, David Plaut^{1,2,3}; ¹Department of Psychology, ²Department of Computer Science, ³Center for the Neural Basis of Cognition, Carnegie Mellon University – Attachment theory proposes a developmental ontogeny of internal representations of close relationships, and these representations are posited to be critical in guiding future interpersonal cognition, emotion, and behavior (Bowlby, 1969/1982, 1973, 1980). Despite a wealth of empirical support for these propositions, the nature of the internal representations, or working models of attachment, is a complex issue in need of greater theoretical elaboration. Emerging themes in attachment research such as continuity vs. change in working models of attachment, the associations among general and relationship-specific working models of attachment, and context or accessibility effects of working models of attachment cannot be fully explored in the absence of mechanistic-level explanations of attachment processes.

Connectionist modeling has the potential to contribute uniquely and substantially to attachment research for many reasons. This kind of modeling is especially useful to attachment research in that it provides a tangible conceptualization of what an internal representation actually is. Furthermore, connectionist modeling provides explicit predictions regarding how different kinds of experiences produce specific kinds of internal representations of the world. By providing theoretical elaboration of specific mechanisms whereby these representations emerge and influence information processing, the current work provides a characterization of the nature and functioning of working models of attachment with unprecedented specificity. This characterization is not only consistent with empirical observations of attachment biases in information processing, but further generates novel and unique predictions regarding

attachment processes. We discuss potential contributions of mechanistic-level explanations of attachment processes to emerging themes in attachment research.

Symposia Session D4

CULTURAL REPRESENTATIONS OF INEQUALITY AND DIVERSITY

Friday, February 8, 3:30 - 4:45 pm, Pecos Meeting Room

Chairs: Zoe Kinias, Northwestern University and Laurie T. O'Brien, Tulane University

Speakers: Zoe Kinias, Donna M. Garcia, Laurie T. O'Brien, Vanessa Edkins, Victoria C. Plaut

Summary: As the large body of work on prejudice and stigma suggests, inequality and diversity have become prominent topics in social psychological research. However, the role of culturally rooted construal processes in these phenomena has received little attention. This symposium examines how cultural worldviews shape perceptions of and responses to inequality and diversity. Zoe Kinias provides evidence that valuing social equality leads European American women to be more likely than Hong Kong Chinese women to interpret gender inequality as sexism. Donna Garcia demonstrates that women are more likely to label another woman's negative experiences as discrimination when primed with an egalitarian worldview as compared to an individualistic worldview. Laurie O'Brien shows that a meritocratic worldview encourages the representation of racism as a problem of individualistic prejudice rather than an institutionalized phenomenon. Illustrating the negative consequences of this representation, Vanessa Edkins shows that a conception of racism as individual prejudice leads students to perceive less racism in US society (and indicate less endorsement for measures to overcome racism) than a conception of racism as a systemic phenomenon. Finally, Victoria Plaut shows that White American culture construes multicultural policies aimed at reducing inequality as exclusive, and minority cultures do not. Taken together, the presentations provide compelling evidence that cultural representations of inequality and diversity affect perceptions of prejudice, emotional responses to inequality, treatment of discrimination claimants, and support for diversity policies aimed at ameliorating group-based inequality.

ABSTRACTS

TITLE: CULTURE AND INTERPRETATIONS OF GENDER INEQUALITY AMONG EUROPEAN AMERICAN AND HONG KONG CHINESE WOMEN Zoe Kinias (Northwestern University) & Heejung Kim (University of California, Santa Barbara) – Social equality is a core European American value, and gender inequality represents one violation of this cultural value in a modern European American cultural context. Although many Westerners believe that social equality should be universal, there is cultural variation in its endorsement, particularly as it relates to gender. For instance, in East Asian cultural contexts, people are more likely to assume gender differences with respect to roles and abilities. In this research we investigated cultural differences in beliefs about gender inequality, interpretations of gender inequality, and their psychological consequences among European American and Hong Kong Chinese women. We hypothesized that gender inequality would not violate Hong Kong Chinese women's values in the same way that it violates European American women's values. In Study 1, we experimentally manipulated beliefs about gender inequality, and found that Hong Kong Chinese women were less affected by the manipulation than were European American women. Although the manipulation affected Hong Kong Chinese women's perceptions of gender inequality, it did not affect their perceptions of sexism or reports of anger. European American women

both perceived more sexism and reported more anger when gender inequality was high than when it was low. In Study 2, we found that Hong Kong Chinese women valued gender equality less, saw gender inequality as less unfair, and had life satisfaction less tied to beliefs about gender inequality than did European American women. Implications for being respectful of both women everywhere and of cultural variation in treatment of women will be discussed.

WOMEN'S REACTIONS TO WOMEN WHO CLAIM DISCRIMINATION: THE ROLE OF WORLDVIEWS AND BELIEFS ABOUT DISCRIMINATORY EVENTS

Donna M. Garcia (University of Western Ontario), Nyla R. Branscombe and Monica Biernat (University of Kansas) – Research on perceptions of discriminatory events has typically focused on personal encounters with discrimination. In contrast to this focus on "personal" appraisals, our research examines "observer" appraisals: how people perceive others' experiences with discrimination. We propose that similar to personal appraisals, there are motivational, cognitive, and social factors that influence observer perceptions of a discriminatory event, and these observer appraisals will have consequences for individuals who experience and respond to discrimination. Research suggests that whether discrimination claimers will incur interpersonal costs depends on the harmfulness of the discriminatory event and the extent to which observers endorse individualistic worldviews (Garcia et al., 2005; Kaiser, 2006). For example, rejection is likely to occur when observers regard discrimination claimers as avoiding personal responsibility for their outcomes. We argue that the same factors that influence judgments of targets of discrimination also influence observers' conceptualizations of discriminatory events, which in turn lead to the interpersonal consequences experienced by discrimination claimers. In our research, we show that other women derogate a woman who blames a negative outcome on discrimination and deny that she experienced discrimination if an individualistic (versus egalitarian) worldview is salient and the event has minor (versus major) consequences. We further demonstrate that judgments of the event account for the dual effects of worldview and consequences on target evaluations: Perceiving the event as non-discriminatory leads to derogation of discrimination claimers. This research advances our knowledge of how worldviews can shape conceptualizations of discriminatory events and thereby influence the interpersonal consequences experienced by discrimination claimers.

CONCEPTUALIZING RACISM: THE ROLE OF CULTURAL WORLDVIEW

Laurie T. O'Brien, Reesa Dube, and AnGelic Alsbrooks (Tulane University) – A core component of the White American cultural worldview is the belief that America is a meritocracy where people are rewarded based on effort and talent. The recognition of institutional, systemic racism should be more threatening than the recognition of interpersonal, individualistic racism because the existence of institutional racism suggests that unfairness is widespread. We hypothesize that White Americans protect their worldview by conceptualizing racism as an individualistic phenomenon rather than an institutionalized phenomenon. Consistent with this hypothesis, our past research suggests that Whites endorse individualistic definitions of racism more strongly than institutional definitions of racism. In the present research, we assessed the extent to which individuals (1) attribute the existence of racism to individualistic sources and (2) attribute the existence of racism to institutional sources. Study 1 showed that the more strongly individuals endorsed a meritocratic worldview, the less likely they were to attribute racism to institutional sources. Meritocratic worldview, however, was unrelated to attributing racism to individualistic sources. Study 2 examined the effects of death salience on participants' beliefs about the sources of racism. According to terror management theory, death salience should increase defense of the cultural worldview. Under control conditions, participants were equally likely to endorse beliefs in individualistic and institutional sources of racism. However, when death was salient, participants were more likely to endorse a belief in individualistic than institutional sources

of racism. This research suggests that a meritocratic worldview may increase the tendency to conceptualize racism as an individualistic phenomenon rather than an institutionalized phenomenon.

TEACHING ABOUT RACISM IN PSYCHOLOGY: PERNICIOUS CONSEQUENCES OF THE STANDARD PORTRAYAL Glenn

Adams (University of Kansas), Vanessa Edkins (Florida Institute of Technology), Dominika Lacka (University of British Columbia), and Kate M. Pickett (University of Kansas) – Resonating with understandings prevalent among White Americans, psychologists tend to portray racism in lectures and textbooks as a problem of individual prejudice rather than a systemic phenomenon embedded in the structure of American society. An unintended consequence of this individualistic portrayal is to reproduce a narrow construction of racism as a problem that does not require energetic measures to combat. We describe 2 studies that provide support for this idea. In Study 1, we designed online tutorials that presented the topic of racism either as individual prejudice (standard condition) or as a systemic phenomenon embedded in American society (sociocultural condition). Results confirmed that perception of racism—particularly in enduring, systemic manifestations rather than isolated individual acts—was greater among participants in the sociocultural tutorial condition than among participants in both the standard tutorial and no-tutorial control conditions. In Study 2, we adapted the online tutorials into classroom lectures and added items measuring endorsement of antiracist policy. Again, acknowledgement of systemic racism and endorsement of antiracist policy were greater among participants in the sociocultural tutorial condition than among participants in both the standard tutorial and no-tutorial control conditions. Despite instructors' intentions to sensitize students to the problem of racism, an ironic consequence of standard pedagogy may be to promote a modern form of scientific racism that understates the ongoing significance of racist oppression and undermines support for measures to combat it.

WHAT ABOUT ME? PERCEPTIONS OF DIVERSITY AND EXCLUSION Victoria C. Plaut and Laura E. Buffardi (University of Georgia), Jeffrey Sanchez-Burks and Flannery G. Stevens (University of Michigan) – If “diversity” is truly about inclusion, why is it so commonly met with resistance? We propose that non-minority aversion to diversity stems in part from the relationship between models of diversity (e.g., multiculturalism and colorblindness; see Plaut, 2002; Richeson & Nussbaum, 2004; Verkuyten, 2005; Wolsko, Park, Judd, & Wittenbrink, 2000) and self-related processes. Using implicit and explicit techniques, we examine one potential source of diversity resistance—the perception of multiculturalism as exclusive. In Study 1, on an IAT using multiculturalism and colorblindness words paired with exclusion vs. inclusion, non-minorities, but not minorities, were faster at pairing multiculturalism with exclusion than with inclusion. In Study 2, when asked to respond “me” or “not me” in relation to words associated with multiculturalism and colorblindness, non-minorities were slower to pair multiculturalism concepts with self. Furthermore, the extent to which multiculturalism was associated with self fully mediated the relationship between minority status and diversity endorsement. Moreover, in Study 3, non-minorities high in need to belong were less supportive of companies espousing multicultural than colorblind policies. Finally, in Study 4, participants read an article about the spread of multiculturalism (control) or the same article emphasizing that multiculturalism includes everyone (all-inclusive). The all-inclusive manipulation decreased ease of associating multiculturalism with exclusion on the IAT task. These studies reveal a powerful association between perceptions of diversity and self processes. Together, they highlight the need for attending to such responses to enhance positive intergroup relations.

Symposia Session D5

WHAT ARE YOU? EMERGING EMPIRICAL PERSPECTIVES ON MULTIRACIALISM

Friday, February 8, 3:30 - 4:45 pm, Ballroom B

Chairs: Galen V. Bodenhausen, Northwestern University and Destiny Peery, Northwestern University

Speakers: Diana T. Sanchez, Courtney Bonam, Kristin Pauker, Destiny Peery

Summary: The 2000 Census was the first time that Americans were allowed to identify as multiracial, and they did so by checking multiple race boxes. The data from the census revealed that almost seven million Americans chose to identify with more than one race, and this number continues to grow. Although mixed race people are not a new population (Morning, 2003), they have remained largely hidden from social consciousness until recently (see Shih & Sanchez, 2005; Wardle, 1999). Beyond qualitative research in areas such as clinical psychology and sociology, research on multiracialism has been sparse. Additionally, this literature has been narrow in its perspective—often suggesting that negotiating a multiracial identity is problematic, if not impossible.

This symposium presents several emerging lines of empirical research on the multiracial experience, both from the perspective of multiracial individuals and those they interact with. We provide a more balanced outlook on the effects of contending with a racially mixed background and address how exploring race-related research from a multiracial perspective furthers our understanding of basic psychological processes. We will present research that examines how identifying as multiracial affects how others perceive mixed race individuals, as well as how the experience of being multiracial affects cognitive flexibility, memory, and openness to interracial relationships.

ABSTRACTS

TO DISCLOSE OR NOT TO DISCLOSE: THE EFFECT OF BIRACIAL DISCLOSURE ON PERCEIVER EVALUATIONS AND TARGET RESPONSES Diana T. Sanchez, Rutgers University, New Brunswick, Courtney Bonam, Stanford University & Margaret Shih, University of Michigan – Disclosure of devalued social identities is a double-edged sword. On the one hand, disclosure may foster psychological and physical health. On the other hand, disclosure may also make disclosers vulnerable to discrimination from those they disclose to. The present studies examine the instance of biracial disclosure and the consequences of revealing biracial backgrounds to evaluators. In Studies 1 and 2, we compare ratings of warmth, competence, and minority scholarship worthiness for biracial (Study 1: Black/White, Study 2: Asian/White), White, and Minority (Study 1: Black, Study 2: Asian) college applicants. Findings from Study 1-2 suggest that both Asian/White and Black/White applicants are perceived as colder and sometimes less competent than both White and corresponding Minority applicants. Moreover, Biracial people were also perceived as less qualified for minority scholarships than other racial minorities, which is partially explained by penalties to warmth and competence. In Study 3, we examine whether Biracial people become vulnerable to negative feedback after disclosure their racial background. Findings are discussed in terms of social stigmatization, the stereotype content model (Cuddy, Fiske, & Glick, 2007) and cultural stereotypes about Biracial people (Jackman, Wagner, & Johnson, 2001).

INTERRACIAL COMFORTS: EXPLORING RACIAL FLEXIBILITY AND COMFORT WITH CLOSE INTERRACIAL RELATIONSHIPS AMONG MULTIRACIAL INDIVIDUALS Courtney Bonam, Stanford University & Margaret Shih, University of Michigan – While representations of multiracial individuals are limited, those that do exist often portray this group as marginalized—by ancestral definition marked with

two or more racial groups, but through lived experience belonging to none. While past findings do show that Multiracial people must contend with this challenge to a certain extent, we propose that the Multiracial experience can also be one of racial flexibility and belonging. With two studies we investigate one expression of this positive functioning—comfort with close interracial relationships. Survey results from study one show that Multiracial participants report more openness to high-intimacy interracial interactions (i.e. dating or marrying someone of a different race and adopting a child of a different race) than do Monoracial participants. With a second survey, we replicate these findings and show that Multiracial participants report viewing race as a social construction to a greater extent than our Monoracial participants do. Furthermore, we find that this factor mediates the relationship between one's racial background and one's level of comfort with close interracial relationships. Thus, despite evidence that multiracial people face certain challenges as members of multiple racial groups, our conclusions support the idea that these individuals can draw upon resources afforded them by their social contexts in order to overcome the very challenges these contexts may produce.

WHAT ARE YOU: WHEN AMBIGUITY IN APPEARANCE MAY LEAD TO ENHANCED SOCIAL PROCESSING *Kristin Pauker & Nalini Ambady, Tufts University*

— Multiracial individuals are often categorized as a potpourri of different races because of their ambiguity in appearance. Even if they are categorized consistently by others, perceiver perceptions may differ from a multiracial individual's self-identification. Challenges faced in dealing with these racial identity conflicts have been proposed to lead to negative outcomes; however, multiracial individuals may develop certain strategies that buffer them from such challenges. One such strategy may be the tendency to disregard external categorizations. We explored how monoracial (White and Asian) group members' memory compared to biracial (Asian/White) group members' memory for White, Asian, and ambiguous, biracial faces labeled as either White or Asian. Results indicate that both White participants and Asian participants relied on the labels, remembering faces labeled as the ingroup better than faces labeled as the outgroup. Biracial participants, however, were less reliant on the labels and exhibited better recognition memory overall. Furthermore, this recognition advantage was correlated with a less essentialist view of race. Biracial individuals may have the ability to disregard external categorizations, indicating that cognitive flexibility may serve an adaptive function for biracial individuals.

BLACK + WHITE = BLACK: HYPODESCENT IN REFLEXIVE CATEGORIZATIONS OF RACIALLY AMBIGUOUS FACES

Destiny Peery & Galen V. Bodenhausen, Northwestern University — Historically, legal definitions of racial identity categorized Black/White biracials as Black. Although laws have changed to reflect greater flexibility in racial identity, have lay categorizations followed suit? We examined rapid categorizations of racially ambiguous targets and investigated whether they are affected by information making a biracial identity salient. Participants read profiles of Black, White and biracial targets containing information about the biological (i.e., parental race) and/or cultural background of the targets. In a novel dual-categorization task, participants could categorize targets as Black, White, neither, or both. Results showed that biracial targets were most commonly categorized as Black, and presenting explicit biological and cultural information about their mixed racial heritage increased the frequency of these monoracial Black categorizations. Thus, hypodescent, the idea that the race of biracial people is determined by the race of the socially-subordinate parent, is alive and well in reflexive social categorization. Implications and future directions will be discussed.

Symposia Session D6

OVERCOMING THE OBSTACLE OF RACIAL PREJUDICE

Friday, February 8, 3:30 - 4:45 pm, Picuris Meeting Room

Chairs: *Robyn Mallett, Loyola University Chicago and Robert Livingston, Northwestern University, and Linda Tropp, University of Massachusetts, Amherst*

Discussant: *Linda Tropp, University of Massachusetts, Amherst*

Speakers: *Robert W. Livingston, Todd L. Pittinsky, Robyn K. Mallett, Rodolfo Mendoza-Denton*

Summary: Existing intergroup research focuses primarily on the negative impact of prejudice on intergroup relations. Yet there are many theoretical and practical reasons to consider more positive approaches to studying relations between groups. This symposium investigates four techniques to overcome the obstacle of prejudice, emphasizing both affective and cognitive processes and how they relate to intergroup contact. Livingston begins by exploring cognitive processes unique to non-prejudiced individuals. He finds that racial nonprejudice is linked to individual differences in susceptibility to affective conditioning. Specifically, nonprejudiced individuals are less likely than ordinary individuals to acquire negative associations to neutral, nonracial stimuli in a classical conditioning paradigm. Focusing on higher-level affective processes, Pittinsky and Montoya describe how sympathy differentially regulates negative and positive intergroup attitudes; specifically, sympathy predicts reductions in outgroup antipathy, but not increased outgroup liking. Mallett and Wilson then consider how both affective and cognitive factors relate to willingness to engage in intergroup contact. They find that people tend to underestimate how well intergroup interactions will go, and improving the accuracy of expectations by focusing on similarities and considering compensation can enhance the development of cross-race friendships. Finally, Mendoza-Denton and Page-Gould examine how cross-race friendships can promote feelings of belonging and comfort in institutions where one's racial identity may be threatened. Forming cross-race friendships predicted feelings of belonging and willingness to recommend the university to friends a year later. Pettigrew will then synthesize findings from these papers and comment on the importance of investigating both positive and negative aspects of intergroup relations.

ABSTRACTS

WHY ARE SOME INDIVIDUALS NOT RACIALLY BIASED? RACIAL TOLERANCE AS AFFECTIVE RESILIENCE *Robert W. Livingston, Northwestern University*

— Do truly nonprejudiced individuals exist? If so, what are the psychological processes that enable nonbias? The present study represents a positive psychology approach to understanding racial prejudice by focusing on individuals who have succeeded in avoided bias altogether. Two studies show that Whites who harbored very little or no racial bias toward African Americans on both explicit and implicit measures of prejudice (approx. 7% of participants) differed in their susceptibility to affective conditioning compared with ordinary individuals (the remaining 93%). Specifically, nonbiased individuals were less likely to acquire negative associations toward novel, nonracial stimuli that were paired with objectively negative photographs, but were more likely to acquire positive affect toward these stimuli. This basic pattern of findings was replicated in a follow-up study. In sum, the findings indicate that prejudice is linked to cognitive ability to resist the formation of negative affective associations in general. This phenomenon might explain why certain individuals are able to live in a society rife with negative images of Blacks without developing negative associations toward the group. Moreover, the data suggest that racial attitudes are, at least partially, the product of lower-level affective processes that may be diffi-

cult to regulate. For instance, it is very difficult to alter visceral reactions to aversive foods (e.g., lima beans) through sheer force of will. However, appetitive orientations toward disliked foods can be acquired through repetitive exposure and reconditioning. Similarly, the modification of racial attitudes may require experiences that recondition affective orientations rather than merely adopting nonprejudiced values.

WHAT SYMPATHY CAN AND CANNOT DO TO IMPROVE INTERGROUP RELATIONS

Todd L. Pittinsky, R. Matthew Montoya; John F. Kennedy School of Government, Harvard University – A two-dimensional model of intergroup attitudes proposes that positive and negative intergroup attitudes do not lie at opposite ends of a single dimension, but rather, are statistically independent and theoretically distinct (Pittinsky, Rosenthal, & Montoya, 2007). Accordingly, reductions in disliking (i.e., negative prejudice) are not equivalent to increases in liking (i.e., allophilia), and as a result, each should have distinct precursors and mediators. To test this model, we identified one such distinct mediator, sympathy, for further investigation. Specifically, we investigated the different role sympathy plays in regulating negative versus positive intergroup attitudes. In films, classroom curricula, and other means to promote tolerance, sympathy is often presented as a route to positive intergroup relations (Clark, 1987). In the research presented, however, we hypothesized that sympathy may be a mediator associated with decreased levels of negative prejudice but not increased allophilia. Results from two studies supported our hypotheses. In a field study of Arab and Jewish Israelis ($N = 163$), feelings of sympathy for the outgroup were associated with reduced levels of prejudice for the outgroup, but sympathy did not lead to more allophilia. Study 2 ($N = 400$) directly manipulated sympathy and revealed that sympathy predicted reductions in outgroup disliking, but did not predict increased liking. These findings indicate that whereas sympathy does decrease disliking for the outgroup, it does not promote liking—other intergroup strategies, such as intergroup trust and superordinate identification, are required to promote positive intergroup attitudes. Implications for understanding and promoting positive intergroup relations will be discussed.

CORRECTING THE INTERGROUP FORECASTING ERROR ENHANCES THE DEVELOPMENT OF CROSS-RACE FRIENDSHIPS

Robyn K. Mallett, Loyola University Chicago & Timothy D. Wilson, University of Virginia – Intergroup contact successfully reduces conflict, especially if it creates friendship potential. Yet even well-intentioned people might hesitate before initiating intergroup contact because they fear rejection or assume they will be stereotyped. Although negative expectations are sometimes correct, we find that people tend to underestimate how well intergroup interactions will go. Reducing this intergroup forecasting error might increase willingness to engage in intergroup contact. We found that the intergroup forecasting error can be reduced and that doing so increases the probability that people will make intergroup friends. In Study 1, 81 Whites focused either on similarities or differences shared with a White or Black partner and reported expectations or actual experiences. As hypothesized, when focused on differences, people had more positive experiences with a Black partner than they predicted. Further, focusing on similarities caused forecasts for a Black partner to match experiences. There were no significant effects for White partners, showing the error applies only to intergroup interactions. In Study 2, 100 Whites watched videos of same race or different race friends describe how they met. Some participants also learned information to correct the intergroup forecasting error including how the friends discovered similarities and used compensation during initial interactions. Half of this group wrote about a similar personal experience. Learning about the intergroup forecasting error from the intergroup friends, then writing about a personal experience significantly increased the amount of non-White friends made in the next week. There were no effects for watching intragroup friends. Therefore correcting expectations increases cross-race friendships.

IMPLICATIONS OF THE INTERPERSONAL ENVIRONMENT FOR ACADEMIC OUTCOMES: THE ROLE OF CROSS-RACE FRIENDSHIPS

Rodolfo Mendoza-Denton & Elizabeth Page-Gould, University of California Berkeley – In two studies, we provide evidence for the causal effects of cross-race friendships on improving people's sense of belonging and comfort in institutions where their identity is threatened. Cross-race friendships have been posited to be particularly effective vehicles for the attenuation of such threat, as they can provide repeated, unambiguous disconfirmation of discrimination expectations (Mendoza-Denton et al., 2006; Paolini et al., 2006). Study 1 provides data from a longitudinal study of African American students at a predominantly White university (see Mendoza-Denton et al., 2002). The data show that forming cross-race friendships is related to positive change (i.e., controlling for participants' standing on the DV at Time 1) in belonging in the University and willingness to recommend the University to friends a year later. Study 2 was an experimental study in which Latino/a and White participants participated in a 3-week laboratory-based friendship induction (Page-Gould et al., under review). In addition to providing benefits for intergroup attitudes, the experimental manipulation increased positive attitudes towards the university, including inclusion of the University in the self-concept. These effects were most pronounced for participants who began the study with greater concerns about being rejected on the basis of their race. Implications for institutional efforts at increasing diversity will be discussed.

Symposia Session D7

MORAL HEAD, MORAL HEART: DUAL-PROCESS APPROACHES TO MORAL JUDGMENT

Friday, February 8, 3:30 - 4:45 pm, Cochiti Meeting Room

Chairs: Jesse Graham, University of Virginia, and Kate A. Ranganath, University of Virginia

Discussant: John Darley, Princeton University

Speakers: Joshua D. Greene, Jesse Graham, Peter H. Ditto, Kate A. Ranganath

Summary: Social psychologists are in general agreement that moral judgments often occur quickly, intuitively and without reasoned deliberation (Haidt, 2001). But it is not yet clear how such "gut" intuitions of right and wrong influence our behavior, and how they interact with our consciously-endorsed moral principles. The first goal of this symposium is to bring together theoretically and methodologically diverse empirical perspectives on dual processes in moral judgment. The second goal is to explore how the dualities discussed – automatic/controlled, deontological/utilitarian, associative/propositional, intuitive/endorsed – may represent the same moral processes using different methods.

The studies presented make use of a wide range of methods, including brain imaging, controlled lab experiments, online questionnaires, evaluative priming, the Implicit Association Test (IAT), and the Affect Misattribution Procedure (AMP). These studies take a dual-process approach by investigating multiple mechanisms and routes for moral judgment.

Greene uses fMRI data to demonstrate that non-utilitarian moral judgments are associated with regions of the brain implicated in emotion, while utilitarian moral judgments are associated with regions of the brain implicated in controlled processes. Graham uses implicit measures to show that liberals and conservatives share intuitive moral reactions but differ in which ones they explicitly endorse. Ditto's work proposes a dual-process model for when people will invoke utilitarian or non-utilitarian moral prescriptions. Ranganath looks at formation of attitudes toward individuals who commit moral transgressions, showing that

implicit and explicit evaluations often differ based on post-hoc rationalizations of intuitions. Darley will discuss the relations among these perspectives and their implications for moral psychology.

ABSTRACTS

DISSOCIATION BETWEEN AFFECTIVE AND COGNITIVE MORAL DISAPPROVAL USING FMRI *Joshua D. Greene, Harvard University; Joseph M. Paxton, Harvard University; Leigh E. Nystrom, Princeton University; Jonathan D. Cohen, Princeton University* – In some cases people judge it morally acceptable to sacrifice one person's life in order to save several others (utilitarian judgment), while in other similar cases people make the opposite (non-utilitarian) judgment. For example, in the "switch" dilemma, people judge that it is morally acceptable to divert a runaway trolley that mortally threatens five people onto a side track where it will kill only one person. However, in the contrasting "footbridge" dilemma, people judge that it is morally unacceptable to push someone off a footbridge and in front of a runaway trolley, killing that person, but saving five people further down the track. According to our dual-process theory of moral judgment, utilitarian judgments are preferentially driven by controlled cognitive processes, while non-utilitarian judgments are preferentially driven by intuitive, emotional processes. Neuroimaging, lesion, and behavioral studies support this theory, but they confound moral disapproval and non-utilitarian judgment. The present fMRI study de-confounds these variables, testing the hypothesis that utilitarian and non-utilitarian moral disapproval are respectively driven by dissociable cognitive and affective neural systems. Dilemmas like the footbridge dilemma are contrasted with dilemmas like the "reverse switch" dilemma in which one can save one person by diverting a runaway trolley onto five people. In the latter case, utilitarian principles favor disapproval. As predicted, non-utilitarian moral disapproval was associated with increased activity in brain regions implicated in emotion and social cognition while utilitarian moral disapproval was associated with increased activity in brain regions implicated in controlled cognitive processes.

IDEOLOGICAL DIFFERENCES IN ENDORSED MORAL JUDGMENTS AND INTUITIVE MORAL REACTIONS *Jesse Graham, University of Virginia; Jonathan Haidt, University of Virginia; Brian A. Nosek, University of Virginia* – Individual differences in political ideology can be used to distinguish the workings of intuitive and consciously-endorsed moral judgments. According to moral foundations theory, there are five basic foundations of moral concerns: Harm/care, Fairness/reciprocity, Ingroup/loyalty, Authority/respect and Purity/sanctity. Data from over five thousand respondents indicates that when it comes to explicit agreement with moral statements and judgments of moral relevance, liberal morality is primarily concerned with Harm and Fairness, while conservative morality is similarly concerned with Ingroup, Authority, and Purity. If liberals and conservatives differ in their explicit endorsements of different moral foundations, do they also differ in their moral gut reactions? To answer this question we first present findings from evaluative priming studies that show liberals and conservatives have equally negative associations with all foundation-related vice words, although in explicit ratings of these words liberals are more negative toward Harm and Fairness vices, and conservatives are more negative toward Ingroup, Authority and Purity vices. Secondly, pictures representing virtues and vices of the five foundations were used in the Affect Misattribution Procedure (AMP); this also showed that liberals and conservatives did not differ in their implicit reactions to Ingroup, Authority and Purity concerns, but liberals were more reactive to Harm and Fairness pictures. Together these findings suggest that people across the political spectrum have intuitive reactions to moral concerns like ingroup loyalty, respect for authority and sacredness, but liberals may suppress these reactions when they come into conflict with harm or fairness concerns.

MOTIVATED MORAL REASONING *Peter H. Ditto, University of California, Irvine; David Tannenbaum, University of California, Irvine; David A. Pizarro, Cornell University; Eric L. Uhlmann, University of Chicago* – Because moral claims cannot be supported by reference to "facts," people generally defend specific moral positions by invoking general moral principles. Principles (e.g., "one should never sacrifice innocent life even for a greater good") have the appearance of being foundational rules that can guide judgment across a variety of situations, making specific moral claims (e.g., "terrorism is wrong") seem less like aesthetic preferences and more like rationally-derived inferences. In this paper, however, we report a series of studies showing that, rather than consistently using general principles to derive responses to specific moral dilemmas, people shift their reliance on moral principles to rationalize desired conclusions. Specifically, we propose a dual-process model of motivated moral reasoning that predicts that when evaluating a moral transgression, people use intuitive deontological rules if the transgression is preference-consistent (e.g., a disliked actor doing a bad thing), but evoke more complicated consequentialist (utilitarian) logic if the transgression is preference-inconsistent (e.g., a liked actor doing a bad thing). Because both deontological and consequentialist thought produce plausible rationales for specific moral claims, people often show inconsistent moral reasoning when faced with similar moral scenarios that differ only in their affective implications. These ideas are relevant to both personal ethical judgments and everyday political reasoning and, consistent with Greene et al.'s neuroimaging data, suggest that different brain regions are associated with utilitarian and non-utilitarian moral reasoning.

MORAL TRANSGRESSION AND DUAL-PROCESS ATTITUDE FORMATION *Kate A. Ranganath, University of Virginia; Brian A. Nosek, University of Virginia* – Dual-process models distinguish between associative (implicit) and propositional (explicit) forms of information processing (Gawronski & Bodenhausen, 2006). The present work investigates the role of moral behavior in attitude formation, and finds that moral content has differential effects on implicit and explicit evaluations. Both lay theory and psychological research support the idea that liberals and conservatives differ in their evaluations of moral issues. Haidt and Graham (2007) argued that liberal morality is based primarily on issues of harm and fairness while conservative morality also includes concerns related to group loyalty, authority, and purity. We tested differences in liberals' and conservatives' implicit and explicit evaluations of individuals who commit moral transgressions. Participants learned about an individual who committed no transgression, a primarily harm/fairness transgression (e.g. beat a man to death for being gay), or a primarily ingroup/authority/purity transgression (e.g. burned a flag at an American soldier's funeral). Liberals' and conservatives' explicit evaluations of the individuals differed significantly. Liberals evaluated harm/fairness violation more negatively than conservatives did, and conservatives evaluated ingroup/authority/purity violation more negatively than liberals did. In contrast, there were no political differences in participants' implicit attitudes across transgressions, suggesting that established differences in liberal and conservative morality may reflect differences in post-hoc rationalization rather than intuitive moral judgment.

Symposia Session D8

THE FUNCTIONS OF AFFECT IN SELF-REGULATION

Friday, February 8, 3:30 - 4:45 pm, Acoma Meeting Room

Chairs: *Tal Eyal, Ben Gurion University, Israel, and Ayelet Fishbach, University of Chicago*

Discussant: *Leonard Martin, University of Georgia*

Speakers: *Ayelet Fishbach, Jennifer S. Beer, Tal Eyal, Tanya Chartrand*

Summary: Affect entails information for self-regulation. However, researchers differ in what they identify as the specific role of affect

(including moods and specific emotions) in self-regulation. This symposium will bring together a group of researchers who are applying different theoretical approaches and research methodologies in investigating affect as a cue for self-regulation and affect as the outcome of goal pursuit. Specifically, Ayelet Fishbach will present evidence that the effect of mood on goal pursuit changes systematically depending on the attribution of the mood to goal progress versus goal commitment. Next, Jennifer Beer will address the neural underpinnings of emotion versus non emotion driven decision-making. Using fMRI studies, she will present evidence for a distinct neural network that supports emotional (vs. motivated) decision-making. Tal Eyal will then examine two distinct affective systems: one that involves low-level affect and regulates the pursuit of low-order (e.g., leisure) goals, and another that involves high-level affect and regulates the pursuit of high-order (e.g., academic) goals. Next, Tanya Chartrand will address the affective consequences of goal pursuit. She will present evidence that "mystery moods" occur after success or failure at nonconscious goal pursuit. Finally, Leonard Martin will discuss the status of research linking affect and self-regulation, and will raise the next generation questions for this research.

ABSTRACTS

THE INFORMATION THAT MOOD ENTAILS: GOAL PROGRESS VERSUS GOAL COMMITMENT

Ayelet Fishbach, University of Chicago – There is a general consensus in goal research that mood plays a role in self-regulation. However, there are several different views about the exact nature of this role. In particular, discrepancy theories of self-regulation posit that feelings signal the discrepancy between an actual state and a desired state, as well as the rate of progress toward the desired state (Carver & Scheier, 1998). In contrast, other research posits that positive feelings signal a person to adopt an accessible goal and that negative feelings signal a person to reject that goal (e.g., Gray, 1994). In line with recent work on dynamics of self-regulation (Fishbach et al., 2006), we suggest that whether the information that the mood entails refers to the amount of goal progress or to a person's commitment to adopt the goal depends on the mood attribution. If mood is attributed to goal performance (e.g., performance on academic goals), positive mood signals greater progress and decreases subsequent goal pursuit compared with negative mood. However, if the mood is attributed to another, unrelated source (e.g., background music), positive mood signals a person to adopt a goal and increases goal pursuit more than negative mood. Because mood attribution determines the effect of mood on self-regulation, a misattribution of mood to a false source overrides the effect of the true source of mood on goal adherence

SELF-REGULATION THROUGH EMOTIONAL AND MOTIVATED DECISION-MAKING: A NEURAL PERSPECTIVE

Jennifer S. Beer, University of Texas at Austin – Emotion has recently been characterized as a useful factor in self-regulation. For example, emotion may adaptively influence decision-making by activating goal-directed cognitive appraisals which ensure appropriate choices. If emotion affects decision-making most proximally by engaging motivated cognition, then what, if anything, is unique about emotion-driven decision-making? We tested this question by examining whether common or distinct neural systems govern emotionally-influenced decision-making and motivated decision-making (i.e., choices influenced by non-emotional cues that are associated with goal-directed appraisals). In a series of fMRI studies, we found that distinct neural networks support emotional and motivated decision-making whereas a common system controls the influence of both kinds of information on decision-making. These findings suggest that emotion and motivation information are treated somewhat independently at the neural level. Furthermore, the "emotion-driven" decision-making system may reflect instances when arousal and valence (rather than motivation) affect choice.

TWO AFFECTIVE SYSTEMS IN SELF-CONTROL *Tal Eyal, Ben Gurion University, Israel* – Research on self-control, which addresses the conflict between high- and low-order goals, has traditionally linked the pursuit of low-order goals with positive affective experiences and high-order goals with less "affective" processes. Whereas positive affect characterizes the pursuit of low-order goals (e.g., eating fatty food), it remains unclear whether affect also characterizes the pursuit of high-order goals (e.g., weight watching). To address this question, I propose two qualitatively distinct affective systems operating in self-control conflicts. One is of high-level affect (e.g., pride) and is associated with long-term goals. The second is of low-level affect (e.g., happiness) and is associated with short-term desires. In my talk I will present findings from research showing that low-level affect (e.g., happiness) follows the pursuit of a low-order goal (e.g., going out) and high-level affect (e.g., pride) follows the pursuit of a high-order goal (e.g., studying). These affective experiences vary in their duration, such that high-level affect prolongs for a longer period of time after its initial elicitation than low-level affect. In addition, these two affective systems have motivational consequences for self-control dilemmas. Priming high-level versus low-level affective terms cues the pursuit of the corresponding high-order versus low-order goals.

SELF-REGULATION AND MYSTERY MOODS

Tanya Chartrand, Duke University – Mystery moods are defined as affective states of unknown origin, and it is posited that they can result in various ways from the self-regulatory process. First, succeeding or failing at nonconsciously activated and pursued goals can lead individuals to experience a positive or negative mood without awareness of the true source of that mood. Participants were primed with a goal to achieve or form an impression (Chartrand & Bargh, 1996), and then were led to succeed or fail at the nonconsciously pursued goal. Mood measures revealed that participants who succeeded (failed) at a nonconscious goal were in a positive (negative) mood, as were those who succeeded at a conscious goal. However, unlike those who had a conscious goal, those with a nonconscious goal did not understand the source of their mood. Second, making automatic positive or negative evaluations of environmental stimuli has a cumulative effect on affective state, leading to mystery moods. Specifically, subliminal presentation of strongly valenced attitude objects (e.g., puppy, sunshine, war) leads to automatic evaluation of those words (e.g., Bargh, Chaiken, Gollwitzer, & Pratto, 1992), which in turn leads to the corresponding mystery positive or negative moods.

Symposia Session E and Campbell Award Address

Friday, February 8, 5:00 - 6:15 pm

Symposia Session E1: Campbell Award

REFLECTIONS ON THIRTY-FIVE YEARS OF SELF-REGULATION THEORY

Friday, February 8, 5:00 - 6:15 pm, Ballroom C

Winners: Charles S. Carver, University of Miami and Michael F. Scheier, Carnegie Mellon University

Introducer: Margaret Clark, Yale University

Ideas about the nature of behavioral self-regulation have evolved over several decades and continue to do so. Our own work began as a focused attempt to understand the effects of self-directed attention, but grew into a broader view of purposive action. In retrospect, we see a series of milestones, or shifts in focus, that moved our thinking forward in important ways. These shifts in focus did not occur in a vacuum. Rather, they were facilitated and solidified by the thinking of numerous others who were

interested in related matters. This session will offer a brief history of the development of our view on key principles of behavioral self-regulation, focusing on periods of theoretical growth and on some of the people who made that growth possible.

Symposia Session E2

SOCIAL ENDOCRINOLOGY: HOW HORMONES CAN CONTRIBUTE TO RESEARCH IN SOCIAL AND PERSONALITY PSYCHOLOGY

Friday, February 8, 5:00 - 6:15 pm, Ballroom A

Chair: Pranjal Mehta, *The University of Texas at Austin*

Speakers: Pranjal Mehta, Jack van Honk, Steven Stanton, Ernst Fehr

Summary: Psychologists have long understood that biological systems play an important role in human social behavior. In his 1967 book entitled the *Biological Basis of Personality*, for example, Hans Eysenck reviewed the extant research on personality-physiology relationships and called for continued research on the topic. Despite the importance Eysenck placed on biology, contemporary social and personality psychology largely ignores the biological level of analysis, and instead focuses almost exclusively on psychological constructs to explain social phenomena. Although such approaches have led to significant advances in the field, we suggest that research on biological systems – when combined with psychological and behavioral levels of analysis – can provide unique insights into the causes and consequences of human social behavior. This symposium highlights new research in social endocrinology, an emerging interdisciplinary field that integrates the study of hormones into social and personality psychology. Hormones have been shown to influence a variety of social behaviors in animals, such as aggression, dominance, and affiliation. Only recently, however, have researchers begun to understand the complex ways in which endocrine systems are related to personality and social behavior in humans. The four talks will illustrate the diverse ways in which social endocrinology can contribute to psychological research. Through the use of innovative methodologies such as salivary hormone measurement, exogenous hormone administration, and functional magnetic resonance imaging, these research programs suggest that endocrine systems play a critical role in explaining human social behavior.

ABSTRACTS

THE ENDOCRINOLOGY OF SOCIAL DECISION MAKING Pranjal Mehta, *The University of Texas at Austin*; Robert Josephs, *The University of Texas at Austin* – Testosterone influences aggression and dominance in animals, while cortisol increases inhibition and avoidance behaviors. But are endocrine systems also associated with social behaviors in humans? The present research examined the role of hormones in social decision making. Pairs of men provided saliva samples and competed against each other in an experimentally manipulated laboratory competition. After the competition, participants chose whether or not to compete again against the same competitor. Neither testosterone nor cortisol alone predicted the behavioral response to social defeat, but the interaction between the two hormones did. After facing social defeat, high testosterone-low cortisol individuals were more likely to choose to compete again than high testosterone-high cortisol individuals. Hormones were unrelated to decisions to compete again after victory. These data support the hypothesis that when social status is threatened, testosterone increases the motivation to gain status, whereas cortisol influences behavioral approach and avoidance. Taken together, the present research provides some of the first empirical evidence that testosterone and cortisol levels are related to social decision making. Moreover, it suggests that endocrine systems interact with one another to influence social decisions.

FEAR, LOVE AND AGGRESSION: THE GONADS RULE Jack van Honk, *Utrecht University* – The most well known and notorious natural brain chemical is the steroid hormone testosterone. In animals especially testosterone has been associated with social dominance, aggression, fearlessness and enhanced sex drive. In humans evidence has been sought using self-report and is much less convincing. Nonetheless, males on average have 10 to 15 times the amount of testosterone in plasma and are much more aggressive and sex driven than females. In a line of research line that concentrated on conscious and unconscious aspects of processing we have recently been scrutinizing the role of testosterone in sex differences in human motivation, emotion, and social cognition. Single sublingual administrations of .5 mg testosterone were used to elevate the levels of testosterone of females to those of males. In a range of studies we never found effects on self report but testosterone consistently influenced implicit behavioral and physiological (e.g. EEG, fMRI) measures. Taken together these data indicate that the steroid hormone importantly defines the sex difference in aggression, fear, sex drive and empathy and resets the sensitivity for punishment to reward. This is evidently established by way of affective subcortical pathways and likely involves down regulation of synthesis of the female type peptide oxytocin (OT) and up regulation of synthesis of male type peptide vasopressin (AVP). By directing the function of the female and male social peptides OT and AVP testosterone critically defines sex differences in fear, love and aggression.

BASAL AND DYNAMIC RELATIONSHIPS BETWEEN IMPLICIT POWER MOTIVATION AND ESTRADIOL IN WOMEN Steven J.

Stanton, *University of Michigan*; Oliver C. Schultheiss, *University of Michigan* – While it is true that testosterone has been consistently linked to dominance in men, this link has been either inconsistent or nonexistent in women. Animal studies have suggested that estradiol, a potent steroid hormone, might play a strong role in female mammalian dominance. The present research investigated basal and dynamic relationships between implicit power motivation (n Power), a preference for having impact and dominance over others, and both salivary estradiol and testosterone in women. During a laboratory dominance contest, participants competed in pairs on a cognitive task and contest outcome (win vs. loss) was experimentally varied. Estradiol and testosterone levels were determined in saliva samples collected at baseline and several times post-contest, including one day post-contest. n Power was positively associated with basal estradiol concentrations. The positive correlation between n Power and basal estradiol was stronger in single women, women not taking oral contraceptives, and for women with low-CV estradiol samples than in the overall sample of women. Women's estradiol responses to a dominance contest were influenced by the interaction of n Power and contest outcome. Estradiol increased in power-motivated winners but decreased in power-motivated losers. For power-motivated winners, elevated levels of estradiol were still present the day after the contest. Lastly, n Power and estradiol did not correlate with self-reported dominance and correlated negatively with self-reported aggression. Self-reported dominance and aggression did not predict estradiol changes as a function of contest outcome. Overall, n Power did not predict basal testosterone levels or testosterone changes as a function of dominance contest outcome. These data suggest that estradiol plays a significant role in women's dominance motivation and how women respond hormonally to dominance contests.

NEUROBIOLOGICAL DETERMINANTS OF SOCIAL BEHAVIOR Ernst Fehr, Christoph Eisenegger, Markus Heinrich, *University of Zurich* –

For a long time social scientists have been hostile to the idea that there could be important neurobiological determinants of social behavior. Instead, they exclusively focused on the psychological and socio-economic forces that drive social behavior. There is little doubt that these forces are important. However, we also believe that progress in experimental technologies in psychology, economics and neuroscience make it now possible to gain a deeper understanding of the neurobiological

forces behind human social behavior. We demonstrate the usefulness of such a research program by showing that neuropeptides such as Oxytocin and Vasopressin exert significant effects on trusting and punishing behaviors. Likewise, we demonstrate that Testosterone has important causal effects on fairness-related and competitive behaviors. We believe that the most exciting aspect of such a research program will be the study of the interaction between psychological, socio-economic and biological forces.

Symposia Session E3

THE EXPERIENCE OF MIXED EMOTIONS

Friday, February 8, 5:00 - 6:15 pm, Ruidoso Meeting Room

Chairs: Hal Ersner-Hershfield, Stanford University and Fredda Blanchard-Fields, Georgia Institute of Technology

Discussant: Derek M. Isaacowitz, Brandeis University

Speakers: Jeff T. Larsen, Hal Ersner-Hershfield, Tim Wildschut, Gian C. Gonzaga

Summary: Previous models of emotion contend that happiness and sadness are opposing emotions that cannot occur at the same time. Indeed, most emotional experiences are either positive or negative. Recent research and theory, however, provide evidence that under certain circumstances, positive and negative emotions can co-exist. This symposium will summarize some of the intriguing, new research in this area, focusing on the nature of mixed emotions and the situational and cultural factors that give rise to them. The talks begin with evidence from Larsen and McGraw that when people feel happy and sad it is in a simultaneous, rather than vacillating, manner. The next two presentations discuss specific instances of mixed emotions and the situations that cause them. First, Ersner-Hershfield, Mikels, and Carstensen discuss the link between endings and the sense of poignancy that is often felt at major life events such as weddings or graduations. Second, Wildschut argues that thinking back on these momentous events gives rise to nostalgia and discusses the resulting psychological benefits of such a feeling. In the final talk, Gonzaga, Shiota, Campos, Keltner, and Peng draw on theory from cultural psychology to explain evidence that Asian or Asian-American couples feel simultaneous positive and negative emotions more frequently than Caucasian or European-American couples do. Discussant Derek Isaacowitz will then review the research presented and suggest future directions for the study of mixed emotions. Taken together, the talks provide important insight into mixed emotional experience, a topic that has until now remained largely unexplored.

ABSTRACTS

TRACKING THE TIME COURSE OF MIXED EMOTIONS Jeff T. Larsen, Texas Tech University; A. Peter McGraw, University of Colorado at Boulder – Some prominent models of affect contend that happiness and sadness are mutually exclusive. In contrast, by contending that positivity and negativity are separable, the evaluative space model (ESM; Cacioppo and Berntson, 1994) allows for mixed emotions of happiness and sadness. Consistent with this hypothesis, Larsen, McGraw, and Cacioppo (2001) found that moviegoers were more likely to report feeling both happy and sad after, as opposed to before, the tragicomic film *Life Is Beautiful*. One alternative interpretation, however, is that participants merely vacillated between happiness and sadness. To test this hypothesis, we asked 39 undergraduates to watch a 20-min clip from *Life Is Beautiful* that contained ostensibly bittersweet scenes or a control clip from the same film. Participants' task was to rate how happy and sad they felt at each moment with the evaluative space grid (Larsen et al., 2007), wherein individuals move the mouse along the x- and y-axes of a 5x5 grid to indicate

how happy and sad they feel, respectively. To track the time course of their emotional reactions, we recorded the location of the mouse every 500 msec. Participants reported feeling both happy and sad for 12.2 min (SD=7.6) of the emotionally complex clip, but only 5.7 min (SD=6.39) of the control clip, $p < .01$, $d = 0.93$. In that the evaluative space grid provided greater temporal resolution than the pencil-and-paper questionnaires used in previous tests of mixed emotions, these data provide the most compelling evidence to date that people can feel both happy and sad simultaneously.

POIGNANCY: MIXED EMOTIONS IN THE FACE OF MEANINGFUL ENDINGS

Hal Ersner-Hershfield, Stanford University; Joseph A. Mikels, Cornell University; Laura L. Carstensen, Stanford University – Socioemotional selectivity theory (SST; Carstensen, Isaacowitz, & Charles, 1999) suggests that emotional experience is associated with shifting time horizons. Theoretically, perceived constraints on future time increase appreciation for life, which in turn elicits positive emotions such as happiness. Yet the very same temporal constraints heighten awareness that these positive experiences come to an end, thus yielding an emotional state known as poignancy – a mix of happiness and sadness. In two studies, we examined the link between the awareness of anticipated endings and such poignant, or mixed, emotional experience. In Study 1, 60 younger ($M = 19.62$ years) and 60 older ($M = 77.47$ years) participants repeatedly imagined being in a meaningful location and reported their happiness and sadness, among other emotions, on a seven-point scale. Participants in the experimental condition imagined the final time they would be in the meaningful location, thus priming an ending. To quantify mixed emotions, we computed participants' minimum ratings of happiness and sadness (i.e., minimum[happiness, sadness]; Schimmack, 2001). Participants in the experimental condition who imagined "last times" at meaningful locations experienced more mixed emotions ($M = 3.62$) than participants in the control condition ($M = 1.97$). In Study 2, 110 college seniors reported their emotions on graduation day. Experimental condition participants were reminded of the ending that they were experiencing. Mixed emotions were higher in this experimental condition ($M = 3.71$) than in the control condition ($M = 2.97$). Findings suggest that meaningful endings do in fact lead to poignant, or mixed, emotional experiences.

FEELING HAPPY AND SAD AT THE SAME TIME: NOSTALGIA INFORMS MODELS OF AFFECT

Tim Wildschut, University of Southampton – Whereas the circumplex model of affect (Russell & Carroll, 1999) proposes that happiness and sadness are mutually exclusive, the evaluative space model (ESM; Cacioppo & Berntson, 1994) posits that these feelings can be experienced simultaneously. Two experiments compared the patterns of affect elicited by recalling ordinary, positive, or nostalgic life events. In Experiment 1, participants wrote about an ordinary or nostalgic life event. Content analysis revealed that the simultaneous expression of happiness and sadness was more common in nostalgic than in ordinary narratives. In Experiment 2, participants wrote about either an ordinary, positive, or nostalgic life event and then rated their feelings of happiness and sadness. Results showed that whereas the recollection of ordinary and positive events rarely gave rise to both happiness and sadness, such coactivation occurred much more frequently for nostalgic participants. Consistent with the circumplex model, then, these experiments provided evidence that the recall of ordinary and positive life events is characterized by mutual exclusivity of happiness and sadness. The affective signature of nostalgia, however, is more complex. Consistent with the ESM, recall of nostalgic events was marked by coactivation of happiness and sadness. The ESM proposes that although coactivation can occur, it provides a poor guide for action and is therefore unpleasant, unstable, and often short-lived. We challenge these assumptions on the basis of recent findings showing that nostalgia is a predominantly positive emotion, which can be experienced often and for extended periods,

and which serves a number of key psychological functions (Wildschut et al., 2006).

DIALECTICAL EPISTEMOLOGY AND CULTURAL DIFFERENCES IN EMOTIONAL COMPLEXITY *Gian C. Gonzaga, eHarmony Labs & University of California at Los Angeles; Michelle N. Shiota, Arizona State University; Belinda Campos, University of California at Los Angeles; Dacher Keltner, University of California at Berkeley; Kaiping Peng, University of California at Berkeley* – Studies suggest that emotional complexity, the simultaneous experience of positive and negative emotion, is unusual in Western samples. However, recent research finds that complexity in positive and negative emotion frequency, and in simultaneous experience during unstructured situations, is more common among East Asians than Westerners. These differences may be due to naive dialecticism, a folk epistemology characteristic of East Asia. The present study builds upon previous research by examining experience of opposite valence, yet context-appropriate, emotions during a structured laboratory task. In a first study, Asian-American and European-American dating couples engaged in four interactions, reporting their experience of several emotions after each interaction. As hypothesized, among Asian-Americans experience of "opposing" emotions was typically positively correlated, whereas these emotions were negatively correlated among European-Americans. In a second study, Caucasian couples from the United States and Chinese couples from mainland China completed trait measures of how likely they were to be sad, happy, angry, and calm. Caucasian couples had significantly stronger negative correlations between self reports of angry and calm and between self and partner reports of happy and sad. All of these findings suggest that the emotional life of Asian/Asian-American couples is significantly more complex than the emotional life of Caucasian/European-American couples.

Symposia Session E4

SELF-CENTERED BUT SOCIAL: DUAL ROLES OF THE SELF IN JUDGING OTHERS

Friday, February 8, 5:00 - 6:15 pm, Pecos Meeting Room

Chair: Clayton R. Critcher, Cornell University

Speakers: Joachim I. Krueger, Clayton R. Critcher, Lara K. Kammrath, Mark Alicke

Summary: The self plays a significant role in people's attempts to understand and form impressions of others. Sometimes people dispassionately use information about the self in the service of understanding others, but at other times the self's needs and motives color these judgments. This symposium explores the motivated and informational role the self plays in social judgment. Krueger and DiDonato demonstrate that information about the self affects impressions of ingroups, but not outgroups. They point out that because self-views tend to be especially positive, such differential projection provides a parsimonious explanation for asymmetric perceptions of groups and ingroup favoritism. Critcher and Dunning show the self does not merely project its standing on single variables (e.g., attitudes) onto others. People also use the way traits co-occur in the self in forming implicit personality theories, beliefs about the way traits are likely to covary in others. Underscoring the role of the self's motivations in social judgment, Kammrath and colleagues find that people use different standards in judging others depending on the strength of their motive to affiliate—differing standards that aid in satisfying that motive. Alicke and Ransom demonstrate that those made to feel hypocritical are more lenient in judging other hypocrites. But once allowed to express their commitment to the standard they hypocritically violated, they are quick to derogate those who display the same signs of hypocrisy. In combination, these talks suggest qualitatively new ways in which the self informs social judgment and how such judgments interact with self-relevant motives.

ABSTRACTS

INTERGROUP DIFFERENTIATION AND INGROUP FAVORITISM: EVIDENCE FOR THE SUFFICIENCY OF EGOCENTRIC PROCESSES

Joachim I. Krueger and Theresa E. DiDonato, Brown University – The perception of (exaggerated) differences between ingroups and outgroups (intergroup differentiation) and the perception of ingroups as having more desirable attributes than outgroups (ingroup favoritism) can arise from basic processes of inductive reasoning. Inasmuch as people project their own attributes more strongly to ingroups than to outgroups, they end up seeing these groups as being different; inasmuch as people ascribe positive attributes to themselves, the same projection differential results in comparatively favorable perceptions of ingroups. The effect of differential projection on ingroup favoritism is moderated by the positivity of the self-concept, such that people with the most positive self-images favor the ingroup the most relative to an outgroup. Finally, the inductive logic of this model suggests that differential projection results in greater accuracy for ingroup than outgroup judgments. The results of two minimal-group experiments supported these propositions. The first experiment used personality-descriptive statements as stimulus materials, and the second experiment used trait-descriptive adjectives. Response-time measures collected in Experiment 2 supported the hypothesis that self-judgments are faster than ingroup judgments, which, in turn, are faster than outgroup judgments. This finding is consistent with the idea that social projection arises from a process of anchoring and adjustment, with adjustments increasing as a function of social distance. Implications for social identity and self-categorization theories are discussed.

PATTERN PROJECTION: ASSESSING COVARIATION BY ASSESSING THE SELF

Clayton R. Critcher and David Dunning, Cornell University – Whether in interviews, first dates, or other initial encounters, social perceivers often make inferences about the personalities of those they barely know. After gaining initial information about someone (e.g., she is punctual), implicit personality theories—beliefs about how personality traits likely covary—guide further inferences about the individual. Traditionally, such theories have been assumed to reflect culturally shared stereotypes. Instead, we propose that people, in part, base their implicit personality theories on the self, assuming that the relationships between traits in others will mimic the way the traits relate in the self. According to our pattern projection hypothesis, perceivers who are high [low] on one trait and high on a second trait are likely to believe that the two traits are positively [negatively] correlated in others. Two correlational studies demonstrated that individual differences in implicit personality theories (Study 1) and social inferences about a novel target (Study 2) were consistent with the pattern projection hypothesis. In Study 3, we provided participants with bogus personality feedback and found their implicit personality theories shifted accordingly. In all three studies, pattern projection was found to be exclusively egocentric: Participants did not pattern project from their roommates (Studies 1, 2) nor from another participant's personality feedback (Study 3); they pattern projected only from the self. Whereas past demonstrations of projection have shown that people project their attitudes, traits, and behavioral intentions onto others, this research is the first of which we are aware to show that the patterning between traits is projected onto others as well.

ON BEING JUDGMENTAL: EFFECTS OF AGENCY AND COMMUNION ON THE STRICTNESS OF PERCEIVERS' STANDARDS FOR TRAIT JUDGMENTS

Lara K. Kammrath, Wilfrid Laurier University; Abigail A. Scholer & Daniel R. Ames, Columbia University – When individuals first meet, they often put their best feet forward. As they learn more about one another, however, the accumulating observations usually contain some mix of both positive and negative behaviors. Where in this mix do perceivers "set the bar" for a positive dispositional judgment? In a series of studies, we find that perceivers set

stricter standards for communal traits such as agreeableness and conscientiousness and more lenient standards for agentic traits such as extraversion and openness. One possible explanation for this finding is that perceivers share an implicit theory of trait diagnosticity, a universal belief that negative behaviors are more diagnostic for communal traits than for agentic traits (Reeder & Brewer, 1979). Our data suggest a more functional account. We find that perceivers who are motivated to form and maintain relationships are especially likely to be vigilant for relational infractions (high standards for communal traits) but to be charitable for noncommunal failings (low standards for agentic traits). Perceivers who are motivated to maintain distance from others, however, do not show this pattern of asymmetry in standards across trait domains. The results suggest that perceivers set the strictness of their standards, at least in part, by the functionality of the standards for their social goals.

HYPOCRISY IN SOCIAL JUDGMENT *Mark Alicke and Michael Ransom, Ohio University* – Observers of human affairs as far back as Aristophanes and as recent as current literary artists, movie makers, media pundits, philosophers and psychologists have been interested in and bemused by the pervasive phenomenon of hypocrisy. We generally think of hypocrisy occurring when a person who has publicly avowed a particular standard of values exhibits (or gets caught in) behavior that seems directly to contradict that standard. There is, however, another kind of hypocrisy which involves the tendency to judge others' behavior by more stringent standards than our own. We have recently sought evidence for this social-judgment hypocrisy in a study in which some participants were informed that their score on an implicit measure of prejudice was highly discrepant with their ratings on an explicit measure (indicating a high degree of implicit prejudice-hypocrisy condition), while informing others that there was no discrepancy (no hypocrisy condition). Participants rated the hypocrisy and level of prejudice of another student who showed a similar discrepancy. Half the participants had a chance to sign a petition to support a race awareness group on campus, and half did not have this opportunity. Non-hypocritical participants rated the other person as more hypocritical and prejudiced than did hypocritical participants. However, the critical interaction showed that hypocritical participants who were given the opportunity to sign a petition, thereby restoring their sense of egalitarianism, provided harsher evaluations than did participants who were not given the opportunity to sign the petition, whereas the opposite was true for non-hypocritical participants.

Symposia Session E5

GOOD AND EVIL, VILLAINS AND VICTIMS: MORAL DIMENSIONS OF PERSON PERCEPTION

Friday, February 8, 5:00 - 6:15 pm, Ballroom B

Chair: Daniel M. Wegner, Harvard University

Speakers: Jonathan Haidt, Kurt Gray, David Pizarro, Benoît Monin

Summary: The line separating good and evil passes not through states, nor between classes nor between parties either—but right through the human heart. *Alexandr Solzhenitzyn, The Gulag Archipelago (1974)*

It is easy to think about morality in terms of abstractions—moral dilemmas, rights and wrongs, privileges and duties—or in terms of grand conflicts among classes, races, and nations. But as Solzhenitzyn observes, morality is ultimately about people. We understand good and evil by perceiving people—the heroes and villains who do right and wrong, and the beneficiaries and victims who have right and wrong done to them. The psychological study of person perception has always incorporated bits and pieces of such moral judgment, examining how we see persons as similar or dissimilar to self, as liked or disliked, or as members of own or another group. Yet moral perceptions make up a far larger portion of our everyday perception of persons than this. Moral perceptions of people lie at the heart of our social lives, embedded everywhere—from

departmental gossip to news of war crimes in a far off country. In this symposium, we explore the newly emerging study of moral person perception. Haidt examines moral person perception from a social-functional perspective. Gray and Wegner explore the foundations of moral perception in the link between moral agents and moral patients. Pizarro investigates the link between perceptions of character and moral responsibility, and Monin examines actions and reactions toward those deemed morally laudable in 'do-gooder derogation.'

ABSTRACTS

MORAL THINKING IS FOR SOCIAL DOING *Jonathan Haidt, University of Virginia* – William James suggested long ago that "thinking is for doing." If he was right, then moral thinking should not be understood as a means to discover moral truth; it should be studied from a social-functional perspective. When we perceive people and judge their actions, we do so consciously or unconsciously to advance a variety of our own social goals. In this talk I'll review evidence and theory about a few phenomena that make sense from a social-functional perspective, including gossip (which turns out to be mostly about the moral failings of others that would make them bad cooperation partners); moral elevation (a response to "moral beauty" which codes people as altruists with whom we want to cooperate); moral hypocrisy (which is a daily testament to our unconscious skills and our conscious cluelessness); and political partisanship (which has little to do with our beliefs about specific issues and everything to do with advancing our teams cause). I will try to unite these phenomena with a "social intuitionist" approach to morality that sees the wellsprings of action (in emotions and intuitions) as being only loosely connected to the processes of reasoning and language. I will dispute the idea that there is a "moral organ" and suggest instead that there are many mental organs that contribute in complex and culturally variable ways to moral judgment and person perception.

HEROES DON'T CRY, AND ORPHANS GET AWAY WITH MURDER: THE DYADIC NATURE OF MORALITY *Kurt Gray, Harvard University and Daniel M. Wegner, Harvard University* – What do kidnapping, theft and assault have in common? Beside indicators that you are having a particularly bad day, they are all moral actions that involve two people. In fact, moral actions in general, whether they are good or bad, involve two people – a dyad. You can't have an assault without someone both to punch and be punched, or a rescue without both a rescuer and someone to rescue. For every moral action then, we have a moral agent and a moral patient, who stand on opposites of that action. The moral agent is the hero or villain who completes the moral action, while the moral patient is the victim or beneficiary of that action. Agents and patients not only represent opposite sides of specific moral situations, but also characterize two opposing ways in which we can view others. Through a number of studies, we find that more a person is perceived to be a moral agent, the less they are seen to be a moral patient, and vice versa. Thus, heroes and villains are difficult to perceive as victims, and victims are perceived to be relatively incapable of moral action. We call this effect moral differentiation. In this talk, we discuss moral differentiation and its implications to the legal domain and beyond. Some of the surprising phenomena that this effect explains are people's willingness to give pain to the saints and punishment to the virtuous.

WHAT SORT OF PERSON WOULD DO THAT?: CHARACTER AND MORAL RESPONSIBILITY *David Pizarro, Cornell University* – When determining who deserves responsibility for an act, psychological theories, as well as the law, focus on the specifics of the act and the agent at the time the act occurred. According to such act-based theories, judgments are (and should be) made on the basis of such features as the agent's mental state at the time of the act, how much control the agent had over the outcome, and the severity of the act's consequences. However, a number of recent findings point to the possibility that, when attributing responsibility, individuals do not just focus on such act-based

features, but rather use a global evaluation of the person ('character') as input into determining who deserves blame or praise for any given act. In three sets of studies, I provide evidence that character evaluations influence judgments of praise for good acts, judgments of intentionality, and even influence memory for the severity of the crime--arguing that what seem to be errors on the act-based view, may simply constitute evidence that individuals judge persons as a whole, not just specific acts and outcomes.

FROM "RIGHTEOUS" TO "SELF-RIGHTEOUS": REACTIONS TO OTHER PEOPLE'S MORAL ACTIONS WHEN THEY CHALLENGE OUR OWN INACTION

Benoît Monin, Stanford University – Moral exemplars are great. We admire and love them – as long as they don't make us feel bad about ourselves. A complete study of moral person perception requires that we go beyond praising saints and condemning villains, to incorporate the complex reactions sometimes elicited by those who "do the right thing." Individuals who changed their life to incorporate moral concerns (e.g., vegetarians, virginity pledge takers) often report surprising amounts of ridiculing, as if their moral claims annoyed others. Furthermore, rebels taking principled stances against morally problematic situations are admired by uninvolved observers, but can be rejected by those in the situation who feel threatened by the implication that their passivity and tacit acceptance are questionable. I will present experiments documenting this effect. In one, a moral rebel refusing to complete a racist task is liked and respected more than an obedient control by observers, but liked and respected less than the control by actors who have already personally gone along with the task unquestioningly. Two follow-ups suggest that this rejection is mediated by the perception that rebels would look down on participants going along with the situation, and that this rejection is reduced when people's sense of self-worth.

Symposia Session E6

INTERPERSONAL PERSPECTIVES ON ACHIEVEMENT MOTIVATION

Friday, February 8, 5:00 - 6:15 pm, Picuris Meeting Room

Chair: P. Marijn Poortvliet, University of Groningen, the Netherlands

Discussant: Judith M. Harackiewicz, University of Wisconsin-Madison

Speakers: Susan J. Ashford, Céline Darnon, P. Marijn Poortvliet, Hunter Gehlbach

Summary: For decades psychologists have studied achievement motivation. Their emphasis on individual task-related processes has framed our understanding of human functioning in achievement situations. For example, theory and research on achievement goals and implicit theories have been highly influential for understanding how people define, approach, experience, and respond to achievement situations, thereby exploring phenomena like cognition, affect, and behavior related to task engagement and performance in individual-level settings.

However, achievement situations are typically characterized by the presence of peers, co-workers, or rivals. Moreover, people depend in various ways on others to accomplish their goals. Yet, to date the impact of achievement goals on the way individuals interpret and respond to interpersonal contexts of achievement situations has been largely ignored. It is therefore fortunate that scholars have now become increasingly interested in these interpersonal effects by studying the social meanings and consequences of achievement motivation.

From that perspective, the presentations in this symposium examine this new research avenue by focusing on social processes like feedback seeking behavior (Ashford, De Stobbeleir, and Sully de Luque), socio-cognitive conflict regulation (Darnon, Butera, and Harackiewicz), information exchange (Poortvliet, Janssen, Van Yperen, and Van de

Vliert), and social perspective taking (Gehlbach, Brinkworth, Wang, and Wynne). The discussant, Andrew Elliot, will identify themes across the talks, drawing from his own expertise in achievement motivation and social motivation. Taken together, this symposium highlights the significance of studying interpersonal meanings of achievement motivation and aims to provide a state-of-the-art overview of current research in the field.

ABSTRACTS

THE INFLUENCE OF SOURCE CHARACTERISTICS AND THE PATTERN OF FEEDBACK-SEEKING ON IMPRESSION FORMATION

Susan J. Ashford, University of Michigan Business School; Kathleen De Stobbeleir, Ghent University & Vlerick Leuven Gent Management School, Belgium; Mary F. Sully de Luque, Thunderbird, The Garvin School of International Management – Previous research has shown that characteristics of the feedback seeker (e.g. the seeker's performance history) shape how their feedback-seeking acts are evaluated (Ashford & Northcraft, 1992). What hasn't been addressed is how characteristics of the source from whom feedback is solicited (i.e. the target of feedback-seeking) and patterns of the feedback-seeking act itself (e.g. the frequency of seeking, or the typical sign of the feedback sought) affect targets' evaluations of the seeking and the seeker. The current study examined how the target's implicit person theory affected their attributions for subordinates' feedback-seeking (improving performance or managing impressions) and their overall evaluations of the seeker's personal characteristics and performance potential. In addition, we explored how specific patterns of feedback-seeking influenced the impressions formed by the feedback target.

The conceptual model was tested by having 300 MBA students and MBA alumni respond to an online scenario study in which we manipulated the seeker's performance history, the frequency of seeking and the typical sign of the solicited feedback. Results show that the feedback target's implicit person theory determines the appropriate frequency of feedback-seeking. Subjects with an incremental theory generally saw more instrumental value in frequent feedback-seeking than subjects with an entity theory. We further found that the seeker's performance history serves as an important cue for evaluating specific patterns of feedback-seeking. Finally, feedback-seeking attributions made by the feedback target affect the target's general evaluations of feedback-seekers. The implications of these findings for feedback-seeking literature and feedback-processes in organizations are discussed.

MASTERY AND PERFORMANCE GOALS AND SOCIO-COGNITIVE CONFLICT REGULATION

Céline Darnon, Université Blaise Pascal, Clermont-Ferrand, France; Fabrizio Butera, University of Lausanne, Switzerland; Judith M. Harackiewicz, University of Wisconsin-Madison – In most of academic situations, one does not only have to solve the task, but also to cope with other persons with whom one has to interact, and sometimes argue. As soon as two people interact, disagreement is likely to occur. For some researchers (cf. Doise & Mugny, 1984), this kind of disagreements (named "socio-cognitive conflicts") can be regulated in two different ways: regulation is called "epistemic" when it is focused on task understanding and deep examining of each point of view. It is called "relational" when focused on the affirmation of self point of view and the invalidation of the others. The present research examines whether mastery and performance goals moderate the effect of conflict on learning and mode of conflict regulation.

In Experiment 1 participants received disagreement vs. agreement from a bogus partner in different goal conditions. Results showed that in a context enhancing mastery goals, conflict favored learning whereas in a context enhancing performance goals, it deteriorated it. In Experiment 2, students interacted about some texts presenting conflictual issues. Results indicated that disagreement predicted epistemic conflict regula-

tion in a mastery goal condition, but relational conflict regulation in a performance goal condition.

Taken together, these results underlie the importance of achievement goals in explaining different reactions students have when discussing academic issues with each other.

ACHIEVEMENT GOALS, COMPETENCE, AND INFORMATION GIVING *P. Marijn Poortoliet, University of Groningen, the Netherlands; Onne Janssen, University of Groningen, the Netherlands; Nico W. Van Yperen, University of Groningen, the Netherlands; Evert Van de Vliert, University of Groningen, the Netherlands* – There is no question that individuals pursuing achievement goals in social contexts seek information exchange. Obtaining goal-relevant information is vital for goal attainment and therefore the exchange of information can be regarded as hard currency by people who pursue goals in social achievement situations.

The results of this investigation show that in task-relevant information giving, people who pursue mastery goals have a reciprocity orientation, while people who endorse performance goals have an exploitation orientation. Accordingly, people with mastery goals are motivated to provide their exchange partners with better task-related information than people with performance goals. Specifically, it will be argued and demonstrated that the information giving considerations and behaviors are contingent on individuals' task-related competence. In two experiments, participants received feedback about their level of task-related competence and provided information to an exchange partner. It was found that people with mastery goals and a high task-related competence gave high quality information, while those with mastery goals and low competence actively tried to enhance the quality of their task performance before providing task-related information to their exchange partners. Conversely, both high and low competent individuals with performance goals actively tried to tactically deceive their exchange partners by giving relatively poor information.

Altogether, this research shows that distinct types of achievement goals and different levels of task-related competence have a joint effect on information giving behavior.

MOTIVATIONAL ANTECEDENTS TO SOCIAL PERSPECTIVE TAKING *Hunter Gehlbach, Harvard University; Maureen E. Brinkworth, Harvard University; Ming-Te Wang, Harvard University; Christopher Wynne, Harvard University* – Understanding the thoughts and feelings of others is a fundamental human aptitude that is critical for navigating interpersonal interactions. Because this aptitude of social perspective taking (SPT), is so crucial to communicating with others, it has been linked to numerous desirable outcomes (e.g., academic achievement and conflict resolution). Despite its importance, we know little about what motivates people to discern the thoughts and feelings of others. To what extent do they set goals to figure out other people? What types of goals or situational factors motivate people to develop and master this ability over time?

To investigate these questions, this study compares 12 expert (e.g., detectives and counselors) and 12 novice (e.g., high school students who struggle in reading social cues) perspective takers to illuminating what motivates these individuals to engage in SPT. Through surveys, "think-aloud" protocols, and interviews, this research examines the motivational antecedents of SPT. The findings document and explore the motivational differences between these two groups, the types of goals that these individuals pursue while engaging in a SPT, how these goals have developed over time, and their self-reports of episodes when they were (and were not) motivated to engage in SPT in their everyday lives. For example, one finding indicates that people are especially motivated to engage in SPT with those with whom they are close. Yet, these same situations can pose particular motivational challenges because of the close relationships. The discussion focuses on ways to encourage people to adopt goals to engage in SPT.

Special Session E7

NCI/SPSP Training Symposium-Panel Discussion

SOCIAL AND PERSONALITY PSYCHOLOGY IN A HEALTH CONTEXT: DOING IT WELL

Friday, February 8, 5:00 - 6:15 pm, Cochiti Meeting Room

Chairs: William Klein, University of Pittsburgh and Jamie Arndt, University of Missouri

Panelists: Jerry Suls, Alex Rothman, Angela Bryan, Kevin McCaul, Bob Croyle, Peter Harris

Symposia Session F

Saturday, February 9, 9:45 - 11:00 am

Symposia Session F1

THE COMPLEXITY OF SOCIAL CLASS ACROSS SOCIOCULTURAL CONTEXTS

Saturday, February 9, 9:45 - 11:00 am, Ballroom C

Chair: Tiffany Griffin, University of Michigan, Ann Arbor

Discussant: Dr. James S. Jackson, University of Michigan, Ann Arbor

Speakers: Tiffany M. Griffin, Mesmin Destin, Nicholas A. Bowman

Summary: Social class represents one's location in a status hierarchy and serves as an indicator of prestige in a given context (Weber, 1946). Moreover, social class involves the integration of the values and belief systems associated with one's location, along with a consciousness of what it means to be a member of particular class groups (e.g., Centers, 1949). The unique ways in which social class functions in different contexts remains understudied in social psychological literature. Therefore, this symposium offers insight into the concept of social class through three papers that address the complexity of class in diverse social and psychological contexts. The first paper presents an experimental study of social class distinctiveness in higher education. This study moves beyond examining social class in isolation by documenting how social class interacts with gender to influence academic performance among college students. The second paper experimentally investigates the association between one's actual social location and the location of where one believes one ought to be when considering others of a similar social class. This paper is unique in its exploration of class concepts in an adolescent sample and in its focus on how class functions both objectively and subjectively. The final paper uses survey methodology to examine the effects of rapid societal change on social class and subjective well-being through analyses of several nationally representative surveys in the Slovak Republic and the United States. Together, these papers highlight the complexity of social class across sociocultural contexts of gender, age, national origins, and institutional location.

ABSTRACTS

THE COMPLEXITY OF SOCIAL CLASS: GENDER DIFFERENCES IN RESPONSES TO SOCIAL CLASS DISTINCTIVENESS

Tiffany M. Griffin, University of Michigan, Ann Arbor; Denise Sekaquaptewa, University of Michigan, Ann Arbor; Orion Mowbray, Eastern Michigan University – College students from low socioeconomic status (SES) backgrounds face negative stereotypes about their group, and experience numerical distinctiveness on many college campuses. Two experiments

examined the effect of being the only member of one's SES level in a testing group (i.e., the only person of low or high SES; termed SES solo status) on test performance. In Experiment 1, we manipulated perceived SES level among undergraduate students to create low SES solo status and high SES solo status conditions, and included non-solo control groups. Men in high SES solo status performed better, and men in low SES solo status performed worse than the control group. In contrast, for women, both low SES solos and high SES solos performed worse than the control group. Experiment 2 replicated these findings with actual (not manipulated) high and low SES solos. Mediation analyses showed that perceiving one's SES distinctiveness negatively accounted for the effect of SES solo status on test performance. Specifically, for women, being distinctive in terms of either high or low SES was experienced negatively and diminished performance. In contrast, for men, being distinctive was experienced as negative and harmed performance only for low SES solos. This research adds to social psychological literature by demonstrating gender differences in responses to social class distinctiveness, and suggests that understanding the nuance of social class in the college context is important, especially as colleges and universities move away from race and gender based admissions considerations.

THE COMPLEXITY OF SOCIAL CLASS: HOW YOUTH PERCEPTIONS OF HIGHER EDUCATION COSTS INFLUENCE CURRENT GOAL PURSUIT

Mesmin Destin, University of Michigan, Ann Arbor; Daphna Oyserman, University of Michigan, Ann Arbor – A possible selves-focused model of motivation suggests that even middle school students may lower their expectations for good grades, see college as unlikely, and disengage from current school-focused effort, if they believe college is too expensive. A sample of low-income seventh graders reported expecting to earn the money for college themselves (46%), rarely considering need-based financial aid (1.9%) (Study 1, $n = 54$, 94% Hispanic/Latino). When financial aid is primed, optimism about grades and future college attendance increases, compared to an expense prime (Study 2 Chicago, 7th grade $n = 48$, 90% Hispanic/Latino). Behaviorally, planned academic effort increases when a financial aid prime is compared to a control, expense, or athletic scholarship prime (Study 3 Detroit, 7th grade, $n = 91$, 95% African American). Some effects are gendered, suggesting that the motivational benefits of making college seem financially manageable are somewhat dependent upon a student's current achievement level.

SUBJECTIVE WELL-BEING AND ADJUSTMENT TO A CHANGING SOCIETY IN THE SLOVAK REPUBLIC

Nicholas A. Bowman, University of Michigan, Ann Arbor; Michael Varnum, University of Michigan, Ann Arbor; Richard E. Nisbett, University of Michigan, Ann Arbor – In former Communist states, the proliferation of free-market economies and democratic systems of government has resulted in increasingly independent values, norms, and lay theories of agency. Simultaneously, the increases in economic and social inequality associated with the removal of Communism have made social class much more meaningful and salient within Slovak society. Therefore, we hypothesized that social class differences in subjective well-being (SWB) would be greater among Slovaks than Americans. We conducted three studies with data from the Pew Global Attitudes Project, National Surveys of Midlife Development in the United States, original data from the Slovak Republic, and three waves of the World Values Surveys. Consistent with predictions, social class differences (defined by educational attainment) in SWB were generally greater among Slovaks than Americans, suggesting that rapid increases in economic and status inequality—as opposed to continuous long-term disparities—have a particularly adverse effect on the lower and working classes. Furthermore, older Slovaks (who are adjusting to a more individualistic society after spending most of their lives in a collectivistic society) exhibited lower levels of SWB than younger Slovaks and older Americans (who have spent most or all of their lives in a relatively individualistic society). In addition, less educated and older Slovaks had

relatively poor relationships with family and friends; however, neither relationships nor personal control mediated the SWB patterns, which implies that the social class and age differences in SWB are not caused by interpersonal relationship dynamics or by decreased control over life circumstances.

Symposia Session F2

THE SOCIAL PSYCHOLOGY OF SIGHT: HOW MOTIVES, EMOTIONS, AND RESOURCES AFFECT HUMAN VISION.

Saturday, February 9, 9:45 - 11:00 am, Ballroom A

Chairs: *Kent Harber, Rutgers University at Newark, and Emily Balcetis, Ohio University*

Speakers: *Maggie Shiffrar, Emily Balcetis, Kent D. Harber, Paula M. Niedenthal*

Summary: Vision has generally been understood in terms of stimulus features, the optic apparatus, and fundamental organizing principles. Emotions, concepts, needs, goals, and feelings of security or worthiness would seem no more relevant to human vision than to a telescope or a camera. However, there is converging evidence that psychosocial processes do affect how people see the outside world.

Why would mental states affect visual perception? According to functionalist approaches to human vision (D. Proffitt, M. Shiffrar), the visual system does not simply mirror the outside world, but instead presents a negotiated picture of it. Thus, height, distance, movement and other visual properties are adjusted to people's physical capacities and states. For example, when people are fatigued or burdened hill slopes appear steeper and distances greater.

Do psychological states such as concepts, emotions, motives, goals, and feelings of worth or belongingness similarly affect how the physical world is seen? This symposium provides evidence that they do. Maggie Shiffrar et al. will discuss how emotions affect the perception of human motion when motion is represented by only a few "point lights". Emily Balcetis will discuss the influence of motivations and goals on distance perception. Kent Harber will discuss how psychosocial resources affect the perception of hill slopes, distances, and heights. And Paula Niedenthal et al. will discuss how observers' emotional concepts and unconscious mimicry shape their subsequent perception of targets' facial emotions. Together, this research indicates that the outer world is viewed through our inner lives.

ABSTRACTS

EMOTION CHANGES THE VISUAL PERCEPTION OF HUMAN MOTION

Maggie Shiffrar, Rutgers University at Newark, Arieta Chouchourelou, Cyprus College, & Kent D. Harber, Rutgers University at Newark – Classic models of the human visual system describe it as a general-purpose processor that analyzes all categories of visual images in the same manner. Yet, recent evidence suggests that the visual system is optimized for extraction and analysis of social information—information that the human body communicates extensively. Studies of such dynamic "body language" use point-light displays to isolate motion. These displays are constructed by attaching small point-lights to the major joints of moving actors. The actors are filmed so that only the point-lights are visible. Observers of these moving points readily perceive the actor's gender, age, and intentions. However, an important distinction is yet to be addressed. Is the visual system simply sensitive to social information, or do social processes actually change visual processes? To answer that question, we examined whether detecting a person is moderated by that person's emotions. Naïve participants viewed point-light displays of a walking person within point-light masks. On half the trials, the walker was in the mask. On the other trials, the walker was absent. On each

trial, participants reported whether or not they saw someone walking within the mask. Unbeknownst to the participants, the point-light walker's emotional state varied across trials. Participants demonstrated the greatest visual sensitivity to the presence of angry walkers. This finding is consistent with neurophysiological evidence that the neural processes underlying action detection are tightly coupled with the neural processes involved in threat detection. In sum, emotional processes do modulate visual processes during the perception of other people's actions.

AESOP'S DANCING MONKEYS AND OTHER SPURIOUS PERCEPTIONS: HOW MOTIVATIONS MAKE US SEE WHAT WE WANT TO SEE *Emily Balcetis, Ohio University* – People assume that their visual experiences accurately reflect reality. The following work questions this supposition. It shows that motivational states lead people to see the world as they want to see it rather than how it actually is. In addition, one mechanism by which motivated perception occurs is explored. Motives bias perception by biasing the expansiveness of perceivers' visual attention.

In six studies, participants estimated the physical distance separating themselves and a goal-relevant object. Participants hoping to acquire more money estimated a dollar bill was closer than participants less strapped for cash. Those led to believe their sense of humor was above average estimated the survey that provided this feedback was closer than those who believed their humor was below average. Hungry and thirsty participants estimated pizza and bottled water was closer (respectively) than control or satisfied participants. What produces this bias? Two studies demonstrated that goal-relevant objects appear closer as a result of changes in the expansiveness of visual attention. Thirsty participants narrowly focused their attention on a water bottle at the expense of the environmental space further away from this object. A 2-part experiment assessed mediation. The motivation to acquire a desired object narrowed perceivers' focus of attention onto the object. Then, asking participants to narrowly focus their attention on this object rather than looking around decreased distance estimates. The message is clear even if the visual experience is not. Visual representations may not be accurate but are instead ones that people wish they had.

PSYCHOSOCIAL RESOURCES AND THE PERCEPTION OF STRESSORS *Kent D. Harber, Rutgers University at Newark* – Psychosocial resources (e.g., social support, self-worth, self disclosure) help people respond more effectively to stressors. How resources affect the perception of stressors is less well known. Do people with greater resources literally see (or hear, or feel) stressors in a less amplified way than people with fewer resources? Classic research on arousal and perception indicates that stress amplifies the perception of arousing objects and events. Psychosocial resources reduce stress. If stress amplifies perception, and resources moderate stress, then people with psychosocial resources should perceive stressors more moderately than those without resources.

This talk presents research consistent with this prediction. Depleted social support led to exaggerated perception of infant cries, but disclosing negative thoughts and feelings corrected for this exaggeration (Harber, Einav-Cohen, & Lang, in press). For people lacking social support, or who had negative support, hills appeared steeper than for those who had positive support. Further, the longer participants knew a positive support source, or the closer they felt towards this person, the less steep hills appeared (Schnall, Harber, Stefanucci, & Proffitt, under review). Depleted self worth caused a tarantula to appear closer than it was, but increased self-worth led to more accurate distance estimates (Harber, Iacovelli, & Yeung, in preparation). For people with low self-esteem, having their hands taped behind their backs caused heights to appear greater. This did not occur for people with high self-esteem (Harber & Valree, in preparation). In sum, resources appear to affect how challenges and threats are perceived.

EMOTION CONCEPTS IN VISUAL PERCEPTION *Paula M. Niedenthal, CNRS and University of Clermont-Ferrand, France; Piotr Winkielman, University of California at San Diego; Jamin Halberstadt, University of Otago, New Zealand* – Halberstadt and Niedenthal (2001) demonstrated that when individuals conceptualized faces expressing a blend of emotions in terms of one of the two emotions comprising the blend, their perceptual memory was distorted in favor of the encoding concept. Specifically, when exposed to a movie showing all possible blends of the two emotions (e.g., a morphed expression running from anger to happiness), individuals recalled seeing a face that showed a greater percentage of the emotion they had used to encode the expression earlier in the experiment. In this talk I present findings of new research that replicate the basic effect of concepts on perceptual memory for emotional expressions, as well as EMG data that suggest that using a concept during encoding involves partial simulation of the emotion of interest. In addition, I show that later exposure to the facial expression is accompanied by imitation of the facial expression that is perceived by the participant. This means that some participants "imitated" happiness and others anger to a greater degree while looking at the same face. These novel findings are interpreted within a framework of models of embodied cognition.

Symposia Session F3

MECHANISMS OF PREJUDICE AND STEREOTYPING MODERATION

Saturday, February 9, 9:45 - 11:00 am, Ruidoso Meeting Room

Chairs: *Stacey Sinclair, University of Virginia, and Jeffrey R. Huntsinger, University of Virginia*

Speakers: *Jack Glaser, Tiffany A. Ito, Jeffrey R. Huntsinger, Jeffrey W. Sherman, Bertram Gawronski*

Summary: A great deal of research has sought to identify the motivational and situational factors that moderate subtle forms of prejudice and stereotyping, and their impact on behavior. The research gathered in this symposium is illustrative of a new generation of research seeking to discover the cognitive mechanisms by which such changes occur. The speakers will discuss work that employs a diversity of theoretical perspectives and methods to provide innovative and multifaceted answers to this question. Glaser and Ito will discuss unique approaches to understanding the role of cognitive control. Glaser identifies a non-conscious form of motivation to control prejudice. Ito and colleagues examine the role of the anterior cingulate cortex, a brain region related to conflict detection, in regulating the relationship between stereotype activation and relevant behavioral tendencies. Huntsinger, in contrast, will focus on changes in automatic associations by showing that they underlie affective influences on implicit stereotyping and prejudice. Finally, Sherman and Gawronski will articulate approaches that simultaneously consider the role of controlled and automatic responding. Sherman and colleagues find that a number of previously demonstrated instances of implicit prejudice and stereotyping moderation stem from changing associations, appropriate response detection and/or efforts to overcome bias in a predictable way. Gawronski and colleagues argue that effective moderation of prejudice must simultaneously consider underlying associations and propositional processes. Overall, this work highlights the intricacies of reducing the impact of prejudice and stereotyping and achieving attitude change more generally.

ABSTRACTS

IMPLICIT MOTIVATION TO CONTROL PREJUDICE AND DISCRIMINATION *Jack Glaser, Goldman School of Public Policy, University of California, Berkeley* – Recent research on implicit stereotyping and prejudice, motivation to control prejudice and implicit goals and

motives implicates a new construct, implicit motivation to control prejudice (IMCP). Experiments operationalizing IMCP as the interaction of an implicit negative attitude toward prejudice and an implicit belief that one is prejudiced (those high in both should be most motivated to control prejudice) provide construct validation. IMCP is found to moderate the relation between an implicit racial stereotype (associating Blacks with weapons) and an unintended discriminatory behavior ("shooting" Blacks faster than Whites in a computer simulation; the "Shooter Bias"). The effect of IMCP on Shooter Bias is also shown to be immune to resource depletion, indicating that it likely reflects automatic goal pursuit. Evidence for IMCP indicates that stereotyping and prejudice can be modulated without conscious control or changes in stereotypic associations. Implications for boosting IMCP and reducing unintended discrimination will be discussed.

NEURAL MECHANISMS INVOLVED IN THE REGULATION OF RACIALLY-BIASED BEHAVIOR *Tiffany A. Ito, University of Colorado, Joshua Correll, University of Chicago, Heather Coulter, University of Colorado* – Detecting conflict between incongruent representations is thought to be an important component of cognitive control. If so, studying how implicitly activated stereotypes conflict with behavioral tendencies, and the relevant neural mechanisms, should be important to understanding how to regulate racially-biased behavior. We did this by using neuroimaging techniques (both ERP and fMRI) as participants completed a first-person shooter video game developed by Correll et al. (2002). Participants viewed pictures of Black and White men holding either guns or innocuous objects like cell phones and wallets, making speeded decisions to "shoot" armed individuals and "not shoot" unarmed ones. Behaviorally, participants were faster to "shoot" armed Blacks than armed Whites, but to "not shoot" unarmed Whites than unarmed Blacks. Neurally, responses differed as a function of stereotype congruency, differentiating unarmed Whites from armed targets. Of interest, there were no neural differences between unarmed Blacks and the armed targets. fMRI showed this pattern in differences in activation in the anterior cingulate cortex, an area implicated in conflict detection. ERP responses indicated that these differences occurred within the first 200 ms after seeing the targets. Moreover, the neural responses predicted bias in the behavioral responses, and mediated the relation between stereotypic beliefs and behavior. Together, the studies suggest greater involvement of cognitive control systems in response to unarmed White than Black targets and highlight the way in which failing to appropriately implement cognitive control when responding to Black targets can produce racially-biased behavior.

MOOD GOVERNS ACTIVATION OF IMPLICIT PREFERENCES *Jeffrey R. Huntsinger, Stacey Sinclair, Gerald Clore, University of Virginia* – Prior research suggested that affect governs controlled but not automatic forms of thinking (e.g., Forgas, 1995; 2002). However, the current experiments indicate that mood regulates the automatic activation of implicit preferences. Positive-mood participants exhibited greater implicit prejudice than negative-mood participants in Experiment 1, and in Experiment 2, stereotypes about women were shaped by mood in a similar fashion. Measures of implicit preference are not process pure and reflect the contribution of both controlled and automatic processes (Conrey et al., 2005). Accordingly, to isolate how mood shaped implicit preferences, we decomposed participants' IAT behavior into estimates of automatic and controlled processing via process dissociation analyses (Jacoby, 1991). This analysis revealed that the mood groups differed in their automatic activation of implicit preferences, but not in controlled processing. These results are consistent with the affective processing principle of the affect-as-information model (Clore et al., 2001), which proposes that affective cues (i.e., moods) provide embodied information about the value of accessible mental content, inclinations, and responses. The results are incompatible with models that suggest that positive moods promote

automatic or heuristic processing and sad moods promote controlled or systematic processing (Bless & Schwarz, 1999).

ON THE UNDERLYING BASES OF IMPLICIT ATTITUDE MALLEABILITY *Jeffrey W. Sherman, Karen Gonsalkorale, Thomas J. Allen, University of California, Davis* – Though implicit attitudes initially were depicted as more stable and "real" than explicit attitudes, subsequent research has revealed that they are, in fact, highly malleable. However, the source of this malleability is not clear. Most often, it is interpreted as showing that the associations that underlie implicit attitudes are easily altered. In this talk, we will present evidence that the malleability of implicit attitudes often has as much, or more, to do with changes in controlled processes that contribute to performance on implicit measures of attitudes. Changes in implicit prejudice and stereotyping were induced on a variety of implicit measures via direct training to respond without bias, the presentation of positive out-group exemplars, and alcohol consumption. We also examined individual differences in implicit prejudice and stereotyping due to race, age, and motivations to respond without bias. Using the Quad Model (Conrey et al., 2005), we examined the underlying bases of these effects and found that they were associated in predictable ways with changes in automatic associations activated in performing the tasks, changes in participants' ability to detect appropriate responses on the tasks, and changes in participants' ability to overcome automatic associations in responding. In some cases, the effects were associated only with controlled detection and self-regulation processes, and were entirely unrelated to changes in underlying associations. We will discuss implications for models that explain dissociations between implicit and explicit attitudes by reference to distinct mental representations or processing systems.

COGNITIVE CONSISTENCY AND THE RELATION BETWEEN DIFFERENT KINDS OF PREJUDICE: IMPLICATIONS FOR PREJUDICE REDUCTION *Bertram Gawronski, Kurt R. Peters, Paula M. Brochu, The University of Western Ontario, Canada, Fritz Strack, University of Würzburg, Germany* – Research on racial prejudice is currently characterized by the existence of multiple diverse concepts (e.g., implicit prejudice, old-fashioned racism, modern racism, aversive racism) that are not well integrated from a general perspective. Drawing on a cognitive consistency perspective, we propose a unifying framework for these concepts in terms of their underlying associative and propositional processes (Gawronski & Bodenhausen, 2006). Specifically, it is argued that the impact of negative affective reactions toward social groups on evaluative judgments about these groups depends on the propositional (in)consistency of a negative evaluation with other relevant propositions. Moreover, people are assumed to employ different strategies to avoid cognitive inconsistency, resulting in different forms of prejudice. Supporting the predictions implied by this framework, results from 3 studies showed that implicit prejudice was highly correlated with the explicit endorsement of direct negative evaluations when either perceived discrimination or general prejudice concerns were low. However, the two measures were unrelated when perceived discrimination was high and, at the same time, general prejudice concerns were strong. These findings indicate that attempts to reduce prejudice may be unsuccessful as long as they ignore the general role of consistency principles underlying different variants of prejudice, in particular the effectiveness and multi-finality of different strategies to reduce cognitive inconsistency. As a result, attempts to reduce prejudice may simply change the particular kind of prejudice (e.g., modern prejudice is changed into aversive prejudice). Implications for genuine prejudice reduction will be discussed.

Symposia Session F4

INTERGROUP BIASES IN THREAT DETECTION

Saturday, February 9, 9:45 - 11:00 am, Pecos Meeting Room

Chair: Michael J. Sargent, Bates College**Discussant:** James J. Blascovich, University of California, Santa Barbara**Speakers:** Michael J. Sargent, Joshua Correll, Joshua M. Ackerman, Catherine A. Cottrell

Summary: Detecting threats posed by other members of one's species is a problem that has long faced humans and their ancestors. Just as it would have been adaptive to rapidly detect the presence of a snake in one's immediate proximity, so would it have been adaptive to rapidly detect the presence of a person likely to do one harm. Rapid detection of such threats would have facilitated flight or self-defense. Recent work suggests that the mechanisms involved in detecting threats posed by other people are subject to intergroup biases. For example, experiments from several laboratories have shown that objects that were not weapons were erroneously responded to as if they were weapons when presented in close temporal or physical proximity to photos of Black males, rather than White males. This symposium examines moderators of such biases, as well as their proximate and ultimate causes. Sargent presents evidence that racial biases in threat detection can depend on social context; when Black and White males were presented in counterstereotypical social roles, racial biases in weapon identification were eliminated. Correll's talk presents evidence that it is associations with danger specifically, rather than other facets of the Black stereotype, that predict racial biases in threat detection. Ackerman documents intergroup biases in emotion and threat detection, framing such biases in evolutionary terms. Finally, Cottrell expands the symposium's focus from perceived threats to oneself as an individual to perceived threats to one's ingroup, also offering an evolutionary perspective. Blascovich concludes the session with integrative commentary.

ABSTRACTS

RACIAL BIAS IN WEAPONS IDENTIFICATION: CONTEXT MATTERS Michael J. Sargent, Bates College; Joshua Correll, University of Chicago – Police officers face a specific threat detection problem when they encounter potentially armed suspects—distinguishing between weapons and non-weapons. Moreover, they must solve this problem under extreme time pressure. If a suspect has a weapon and plans to use it, failure to quickly detect it could be fatal for the officer. Of course, a false alarm could be fatal for the suspect. Thus, rapid weapon identification is a process with important real world consequences. Unfortunately, prior work suggests that this process can be subject to racial bias. Participants in experiments by Keith Payne misclassified hand tools as handguns more often when they were preceded by photos of Black males rather than White males. It is usually assumed that such effects reflect the influence of stereotypes—such as stereotypes of Black males as more dangerous than White males. One question raised by such findings is what their boundary conditions are. Recent work has identified properties of the perceiver (e.g., prior training on such tasks) and properties of the testing environment (e.g., anticipated publicity of one's responses) that can moderate these effects. Less is known about which features of the stimuli themselves matter. The present studies address this issue by manipulating the stereotypicality of the prime photos used in the Payne paradigm. The results are consistent with a “counterstereotypicality attenuation hypothesis.” Using prime photos that violate a stereotype of Black males as more dangerous than White males (e.g., White mugshot photos and photos of Black doctors) eliminated racial biases in weapon identification.

IMPLICIT DANGER STEREOTYPES Joshua Correll, University of Chicago; Nicole C. Donders, University of Chicago; Melody S. Sadler, San Diego State University; Bernd Wittenbrink, University of Chicago – Stereotypes about Black men are multifaceted. They include concepts of athleticism, intellectual inferiority, musicality as well as danger and criminality. We examine the unique qualities of danger-relevant stereotypes about Blacks. In Study 1, we developed a version of the Extrinsic Affective Simon Task (EAST) to implicitly measure distinct components of attitudes about Blacks and Whites including prejudice, general stereotypes, and danger-relevant stereotypes. College students, community members and police officers participated. Factor analyses revealed a 3-factor solution: one factor that reflected indices of non-danger stereotypes, one that reflected indices of prejudice, and a third factor uniquely associated with danger. This study provided some indication of discriminant validity. Next we examined the predictive validity of danger stereotypes. Study 2 found that the EAST measure of danger stereotypes predicted participants' allocation of attention, such that participants with strong associations between Blacks and danger tended to (a) orient more quickly to and (b) disengage more slowly from a Black (rather than a White) face. This pattern of effects remained significant when controlling for measures of general stereotyping and prejudice. In Study 3 (really a reanalysis of the student sample from Study 1), we found that danger stereotypes predicted racial bias in shoot/don't-shoot decisions on a complex videogame task. However, this effect emerged principally among participants who had difficulty processing complex visual information (who should therefore rely on stereotypes to inform their processing in the videogame task). Again, this pattern remained significant when controlling for other stereotyping/prejudice indices that were not related to danger.

AN EVOLUTIONARY PERSPECTIVE ON INTERGROUP THREAT DETECTION Joshua M. Ackerman, Yale University; Jenessa R. Shapiro, Arizona State University; D. Vaughn Becker, Arizona State University; Steven L. Neuberg, Arizona State University; Douglas T. Kenrick, Arizona State University – What does an evolutionary perspective suggest about adaptations for threat detection? Cognitive processes, such as attention, memory and judgment making, are likely to have evolved in a functional manner to detect and minimize the costs of survival-relevant perils. This specialized attunement should occur not only for dangerous creatures like snakes and spiders, but for potentially dangerous people as well. Identifying and avoiding large, angry men (for example) is always important, and this may be especially true when these men are not members of our ingroup. Over evolutionary history, social interaction patterns may have led individuals to heuristically associate outgroup members, more so than ingroup members, with conflict and threat. In the current talk, I will present data from several studies demonstrating functional threat attunement for outgroup members. We have found that: (1) emotional signals of threat improve recognition memory for outgroup faces, even faces that are not displaying emotions themselves, (2) group stereotypes may alter how perceivers interpret and process threatening outgroup expressions, (3) angry expressions lead people to generalize threat to outgroup members but smiling expressions lead people to generalize safety to ingroup members, and (4) people effectively distinguish whether ingroup men are labeled as either enemy or friend, but they are simply biased to label outgroup men as enemies. These patterns make adaptive sense, and they highlight the functional specialization of social cognitive processes for threat processing and detection.

INTERGROUP THREAT PERCEPTIONS AND PREJUDICES IN A MULTIETHNIC SOCIETY Catherine A. Cottrell, University of Florida; David A. R. Richards, University of Florida – How do different ethnic groups—White Americans, Black Americans, Hispanic Americans, Asian Americans, etc.—think, feel, and act toward each other? Although much research has examined White Americans' views of other ethnic groups, little research has investigated other ethnic groups' views of White Americans and of each other. Here, we move beyond a focus on White Ameri-

can perceivers to consider a broader picture of interethnic relations. According to an evolutionary analysis of human sociality, individuals should be attuned to threats to their ingroup's valued resources and social structures. Moreover, qualitatively different perceived threats should evoke functionally specific emotional and behavioral responses toward the group thought to pose the threat. Importantly, because different pairs of groups share different historical and contemporary social interdependencies, patterns of intergroup threat—and thus, intergroup emotion and behavior—should depend on the particular combination of perceiver and target groups. We tested these ideas by asking White, Black, and Hispanic American perceivers to describe the threats ostensibly posed by each other, as well as the emotional and behavioral reactions directed toward each other. In general, we observed different profiles of perceived threats, discrete emotions, and specific behaviors toward different target groups. And consistent with our focal hypothesis, patterns of intergroup threat, emotion, and action varied across different configurations of perceiver and target groups. In all, these data highlight the value of an evolutionary perspective on interethnic relations within a heterogeneous society like the U.S.

Symposia Session F5

MATCHING EFFECTS IN PERSUASION: MECHANISMS AND MODERATORS

Saturday, February 9, 9:45 - 11:00 am, Ballroom B

Chair: *Ya Hui Michelle See, National University of Singapore*

Discussant: *Leandre R. Fabrigar, Queen's University*

Speakers: *Geoffrey Haddock, Angela Y. Lee, Joseph Cesario, Ya Hui Michelle See*

Summary: Much research has shown that tailoring aspects of a persuasive context to the message recipient can increase attitude change. Examples of such matching effects include matching between the functional appeal of the message content (i.e. image- or quality-focused) to recipient's self-monitoring tendencies (Snyder & DeBono, 1985), and between the group membership of the message source and that of the recipient (see Fleming & Petty, 2000, for a review). Although matching has been shown to have important implications for attitudes toward objects ranging from shampoo to military spending, relatively little research has examined when and why matching works.

This symposium contributes to persuasion research by examining mechanisms and moderators of some newly-identified matching effects. First, the current group of papers demonstrates novel matching effects including matching between: message content and individual differences in need for affect and need for cognition (Haddock & Maio); valence of a prime and lateralized processing (Lee & Hong); message frame and the recipient's regulatory orientation (Cesario); and the message content and the recipient's meta-cognitive judgments regarding his/her attitudinal bases (See, Petty, & Fabrigar). These findings are obtained using diverse methodologies, thus attesting to the generality of matching effects. At the same time, the variety of matching effects raises theoretical issues such as whether all matching effects are similar or whether useful distinctions could be made. Such issues will be discussed in some of the individual presentations.

More importantly, in addition to describing new matching effects, the papers provide evidence for mechanisms as well as moderators of these matching effects. Haddock and Maio show that attention to the message content is an underlying mechanism for matching effects between message content and individual differences in need for affect and cognition. Cesario shows that increased persuasion can occur via reduced or enhanced processing depending on the subjective experiences induced prior to the message. In addition, Lee and Hong show that matching

effects between a valenced prime and lateralized processing occurs only when people are not aware of the prime. Finally, See, Petty, and Fabrigar show that matching effects between the message and the recipient's meta-cognitive judgments regarding his/her attitudinal bases occur when the recipient is deliberative rather than spontaneous in his/her responses. Taken together, the research that will be presented proposes new hypotheses for future research in matching effects in general. For example, attention to and processing of the message will mediate matching effects depending on whether the recipient feels right (versus wrong), is aware of the matching phenomenon and/or is responding deliberately.

ABSTRACTS

In this presentation, we describe research demonstrating that individual differences in need for affect (Maio & Esses, 2001) and need for cognition (Cacioppo & Petty, 1982) jointly influence receptivity to affect- and cognition-based persuasive messages. We begin by showing that need for affect heightens receptivity to an affect-based (but not cognition-based) appeal, whereas need for cognition heightens receptivity to a cognition-based (but not affect-based) appeal. We then describe experiments that address the mechanism underlying this individual-difference-based matching effect. These studies indicate that need for affect and need for cognition influence the attention individuals devote to affect- and cognition-based appeals. Overall, the research points to the importance of individual differences in need for affect and need for cognition in understanding how individuals respond to affect- and cognition-based persuasive appeals.

Research in affective priming suggests that people develop more (less) favorable attitudes toward a target following a positive (negative) prime. The current research extends the affective priming literature by examining the effect of lateralized processing of valenced primes on judgment. According to the valence hypothesis, (un)pleasant stimuli are processed mainly in the left (right) hemisphere. Across three studies, we tested the hypothesis that an affective prime has a positive effect on the evaluation of a target when the valence of the prime matches the lateralized processing of the individual. That is, participants would evaluate an ambiguous target more favorably when they are primed by a(n) (un)pleasant stimulus presented in their right (left) visual field. These effects differ from the classic affective priming effects whereby target judgments are always assimilated toward the valence of the prime. Two experiments showed that when affective primes were presented subliminally in the left or right visual fields, participants' evaluation of the target liking was more favorable when the prime was processed by the specialized hemisphere, regardless of whether the prime was positively or negatively valenced; but the classic affective priming effects were obtained when the primes were presented in the center of the screen. In a third experiment, participants reviewed an ad for a brand of sunblock and affective primes disguised as banner ads were placed on either side of the screen. Participants' evaluations of the sunblock demonstrated the lateralized valence matching effects, but only when they were not aware of the banner ads.

Framing message arguments (or means) in ways that fit or sustain the orientation of the message recipient creates regulatory fit, which feels right and can increase message effectiveness. Regulatory fit bears resemblance to other persuasion techniques that also emphasize relations in the persuasion situation, such as message matching of content (or outcome) to the recipient's attitude function. This prompts questions about the similarities, differences, and interaction between these two approaches. Is regulatory fit another instance of message matching? How might they be distinguished empirically? How can understanding one inform predictions about the other in a given persuasion situation? These issues will be addressed theoretically and with relevant data. I argue that the distinction between framing means (which feels right) versus outcomes (which feels pleasant) is an important one, and each leads to different predictions

about when particular framings are preferred. Several possibilities for how the theories can interact will also be discussed, including that the subjective experiences associated with regulatory fit can change the importance of message matching. For instance, inducing feeling right from regulatory fit prior to message reception led participants to use less elaborative processing, which increased the effectiveness of message matching when matching served as a heuristic cue; the reverse was true when feeling wrong from non-fit was induced.

In past research on features of attitudes (e.g., knowledge and ambivalence), people's subjective assessments of those features (e.g., how much knowledge people think they possess) have been assumed to tap the same construct as objective indices (e.g. number of pieces of information people can generate about the attitude object). However, attitude theorists have recently proposed that subjective and objective indices reflect distinct constructs (e.g., Bassili, 1996; Krosnick & Petty, 1995; Visser, Bizer & Krosnick, 2006). Similar to this perspective, we propose that people's subjective assessments of whether their evaluations are driven by their affect or by their cognition (i.e. meta-bases) are distinguishable from objective indices of affective versus cognitive bases (i.e. structural bases). We argue that meta-bases are at least as important a construct to consider as structural bases. In two studies, participants' meta-bases were established to uniquely predict interest in attitude-related information above and beyond structural bases. In an additional experiment, meta-bases were shown to account for unique variance in persuasion as a function of whether the message focused on affect or cognition. A final experiment shows that meta-bases are predictive of information interest when people are relatively deliberative in their responses whereas structural bases predict information interest when people are relatively spontaneous in their responses. Taken together, these studies establish the importance of meta-bases in attitudinal phenomena. This research thus introduces meta-bases as a new metacognitive feature of attitudes that has previously been examined only in its structural form.

Symposia Session F6

EXPANDING SELF-EXPANSION: NEW "OTHERS," APPLICATIONS, AND DIRECTIONS IN THE STUDY OF SELF-OTHER OVERLAP

Saturday, February 9, 9:45 - 11:00 am, Picuris Meeting Room

Chairs: Sara D. Hodges, University of Oregon, and Debra Mashek, Harvey Mudd College

Discussant: Arthur Aron, State University of New York at Stony Brook

Speakers: Tracy McLaughlin-Volpe, Debra Mashek, Mark H. Davis, M. Minda Oriña, Michael W. Myers

Summary: Launched with Aron's widely-used overlapping circles measure of "inclusion of other in self," current research on self-expansion has burgeoned into new territory. Five talks with interwoven themes investigate possible self-expansion to people and entities beyond traditional relationship partners, identify self-other overlap as an intermediary variable that predicts social outcomes, and explore new methodologies for measuring expansion and self-other overlap. McLaughlin-Volpe and Wright demonstrate that people who are motivated to expand the self are more likely to pursue relationships with outgroup members, whose differences from the self afford obvious opportunities for self-expansion. Mashek, Clevering, and Cannaday broaden the conception of self-expansion, providing evidence that people expand by connecting to communities as well as individuals. However, there are limits on which "others" people will expand to: Davis investigates an apparent boundary condition for self-expansion, finding that people will expand by projecting their traits and values onto friends, but not onto disliked others. Oriña, Simpson, and Ickes demonstrate how self-other overlap can be used to predict persuasion strategies in close

relationships, with partners who perceive greater overlap choosing influence tactics that emphasize relationship norms and relationship importance. Myers and Hodges explore whether previously used measures of self-other overlap tap the same construct, finding separate factors for "transparent" measures (e.g., Aron's circles) and measures that involve the projection of self qualities onto another person. Finally, discussant Aron considers future research directions, noting how these talks use self-expansion to link together three key areas of social psychology research: intergroup relations, close relationships, and methodology/measurement.

ABSTRACTS

CROSS-GROUP RELATIONSHIPS AS A SPECIAL OPPORTUNITY FOR SELF-EXPANSION

Tracy McLaughlin-Volpe, Emerson College; Stephen C. Wright, Simon Fraser University – The self-expansion model provides an explanation for why people might be motivated to develop friendships with members of outgroups. The model predicts that people are motivated to seek out outgroup members as acquaintances and friends because cross-group relationships can provide a special opportunity for self-expansion. To test these ideas, we conducted a laboratory experiment in which participants' self-expansion motives were manipulated with the help of false feedback on a personality test. Compared to participants whose motivation for self-expansion had been lowered, those whose self-expansion motivation had been heightened later showed much greater interest in interacting with members of ethnic outgroups. To test whether relationships with outgroup members can in fact expand a person's sense of self, we tracked students' friendship development in a second longitudinal study. Aspects of participants' self-concept as well as aspects of their newly developing relationships were measured every 2 weeks over a 6-week period. Analyses revealed that the extent to which a new friend was perceived as different from self was positively related to continuous self-concept change and to the continuous recognition of new self-attributes over the 6-week period. A second set of analyses revealed that the more new outgroup friendships a person developed over the 6-week period the more they endorsed a dynamic view of self and others. Together, the results of these two studies provide initial support for the idea that people can satisfy their self-expansion needs in part by initiating interactions with members of various outgroups.

EXPANDING SELF-EXPANSION: INCLUSION OF COMMUNITY IN SELF AS A FORM OF SELF-OTHER OVERLAP

Debra Mashek, Harvey Mudd College; Jessica Clevering, Claremont Graduate University; Lisa Cannaday, Prince William County Schools – Building on the theoretical and methodological traditions of the self-expansion model (Aron & Aron, 1986), we suggest that community connectedness can be appropriately conceptualized as the inclusion of community in self. This talk draws evidence from three studies to support the claim that inclusion of community in self is a theoretically and practically useful construct. The first study indicates that our measure of including the community in self evidences favorable psychometric properties among both college students and jail inmates. The second study considers jail inmates' psychological distress as a function of the interaction of their connectedness to the community at large and to the criminal community; results indicate inmates simultaneously connected to both the criminal community and the community at large evidence especially high rates of distress. Finally, the third study examines longitudinally the psychological and academic well-being of first-year college students as a function of their connectedness to the college campus community; results indicate high levels of connectedness to the college community corresponds with favorable psychological functioning, satisfaction with the decision to attend the specific college, a strong expectation of graduating from the school, and high grade point averages. Taken together, these studies suggest com-

munities can serve as appropriate targets for self-other overlap, and that this overlap corresponds with meaningful outcomes.

LIMITS ON SELF-EXPANSION: THE CASE OF DISLIKED OTHERS *Mark H. Davis, Eckerd College* – Considerable research supports the self-expansion model, and much of this work has measured self-other overlap by means of Aron's circles for measuring inclusion of other in self (IOS). This talk will present data based on a different measurement technique: profile scores. This approach calculates self-other overlap by determining—for each participant—the correlation between ratings of self and ratings of other across a set of items. Davis, Karnell, Burgess, and Taylor (2007) used this technique to assess the projection (of values) to close friends and to acquaintances; as expected, self-other overlap was greater for friends. In addition, for both friends and acquaintances, projection was greater when the target was perceived to be more similar.

The present study extends those findings in two ways: by including an additional measure of projection (traits), and by including a new target—a disliked other. I hypothesize that people are less likely to expand the self to include a disliked other. In essence, the dislike serves as a psychological barrier that will minimize the use of projection. Seventy-five participants carried out two perspective-taking tasks with regard to a close friend and a disliked other. As expected, projection of both traits and values was greater to the friend. In contrast, there was no projection on either measure to disliked targets; in fact, for the trait task there was negative projection. Finally, as expected, perceived similarity was associated with greater projection to friends, but perceived similarity had no effect on projection to a disliked other.

MAKING IT (INTER-)PERSONAL: SELF AND PARTNER MODERATED INFLUENCE DURING MARITAL CONFLICT DISCUSSIONS *M. Minda Oriña, University of Minnesota, Twin Cities Campus; Jeffrey A. Simpson, University of Minnesota, Twin Cities Campus; William Ickes, University of Texas at Arlington* – Some theoretical perspectives, such as social identity theory and social categorization theory, suggest that social influence frequently results from a target person's identification with valued social groups. Recent work has suggested that social influence should also result from a target person's identification with a valued romantic relationship. That is, social influence is likely to occur when targets report a high degree of self-other overlap with their relationship partners. In this talk, we will present new evidence from a study on social influence in marital relationships showing that the level of self-other overlap of both spouses is associated with the strategies that married partners use when constructing spontaneous influence appeals. We hypothesized that the use of influence tactics that invoke the personal experiences, norms, and rules that characterize a given relationship, such as mentioning the relationship during influence attempts or emphasizing its importance to both partners, should be related to the level of self-other overlap of both spouses. As predicted, we found that influence agents who reported greater self-other overlap were rated as using more tactics that emphasized the importance of the relationship and relationship norms, but only if their spouses also reported greater self-other overlap. Furthermore, greater social influence was achieved if at least one member of each couple emphasized the use of relationship referencing tactics. These findings suggest that relationships are potent sources of influence for spouses who report high levels self-other overlap, and they provide evidence of the intrinsically dyadic nature of influence in close relationships.

LOOKING FOR OVERLAP: ARE MEASURES OF SELF-OTHER OVERLAP TAPPING THE SAME CONSTRUCT? *Michael W. Myers, University of Oregon; Sara D. Hodges, University of Oregon* – Recently, researchers have extended ideas about self-expansion and self-other overlap to the study of empathy and perspective-taking. Unfortunately, these researchers have used different scales and methodologies to study

self-other overlap, which may have contributed to contradictory results regarding the association between self-other overlap and perspective-taking. To test the conceptual equivalence of various measures of overlap, college participants ($n = 119$) completed several previously used measures of overlap for both their best friend and an acquaintance. The measures included Aron's overlapping circles representing the self and other; a new computerized version of the circles that allowed for independent movement of self and other; a measure of "we-ness"; a measure of influence; a memory measure; and two measures calculating overlap in self-descriptions and description of the other. For the best friend, analyses revealed two different factors of self-other overlap— an explicit factor made up of the more transparent measures, and an implicit factor made up of the two description measures. The memory measure loaded on neither factor. Participants' ratings of how much they liked the other person were positively correlated with the explicit self-other overlap factor only. In contrast, individual difference measures of empathy were significantly correlated with the implicit self-other overlap factor only. The factor structure for the acquaintance was similar, although some differences appeared. Together these results suggest that different measures all purported to tap self-other overlap may in fact be measuring somewhat different constructs, potentially explaining the contradictory conclusions drawn about the relationship between self-other overlap and perspective-taking.

Symposia Session F7

WHEN SOCIAL MOTIVES AND MORAL EMOTIONS FADE AWAY: TRANSGRESSIVE BEHAVIORS AND THE BREAKDOWN OF RELATIONSHIPS IN FRONTOTEMPORAL DEMENTIA

Saturday, February 9, 9:45 - 11:00 am, Cochiti Meeting Room

Chair: *Mario Mendez, UCLA Department of Neurology, UCLA Department of Psychiatry & Biobehavioral Sciences*

Speakers: *Mario Mendez, Lisa Mikesell, Matthew Gervais, B.S., Sabrina J. Pagano*

Summary: To understand how moral emotions and social motives help establish and sustain social relationships, we are studying frontotemporal dementia (FTD), a neurodegenerative disorder characterized by substantial decline in these emotions and motives. We use participant observation, conversation analysis, behavior sampling, and behavioral measurement in controlled experimental paradigms to investigate the nature and consequences of emotional and motivational deficits in FTD. Combined with this multi-method approach, our focus on emotional and motivational (as opposed to cognitive) processes yields new insights into the study of social relationships. First, Mendez introduces FTD and how it illuminates the neurobiology of morality. Next, Mikesell and Mates use conversation analysis to examine breaches and aberrations in the natural discourse of FTD patients. Gervais and colleagues then characterize the emotional and behavioral reactions of FTD caregivers, and experimentally examine the impact of FTD-typical behaviors on social judgments and decisions. Finally, Pagano and colleagues compare motivations and emotions of FTD patients and matched controls by assessing behavior in controlled experimental situations. Together, these papers make several important contributions to our understanding of social relationships. By examining impairments in emotions and motives, we develop a greater understanding of their importance in social relationships. We also contribute to the growing discussion of factors that influence not only relationship formation but also relationship maintenance. Finally, given that people suffering from FTD lack insight into the nature of their deficits, observational methods and behavioral measures that move beyond self-report enhance our ability to understand and diagnose a broad range of social function.

ABSTRACTS**THE NATURE OF FTD AND WHAT IT REVEALS ABOUT THE NEURAL SUBSTRATES OF MORALITY**

Mario Mendez; University of California, Los Angeles – Social behavior is critically dependent on innate socio-moral emotions. These emotions are the underlying motivators for reciprocal altruism, cooperation, cheater detection, and other social behaviors. Socio-moral emotions, distinct from basic emotional reactions, are immediate motivational “proxies” for the long-term adaptive values of social relationships. They include guilt, empathy, contempt, embarrassment, and even a sense of morality. Deficiencies of these emotions result in failure to act in accord with the future social consequences of one’s behavior. Hence understanding socio-moral emotions is key to understanding the roots of interpersonal behavior. In recent years, neuroscience has greatly elucidated the nature of socio-moral emotions, including dedicated neuroanatomical circuits in ventromedial frontal cortex, orbitofrontal cortex, amygdalae, and other regions of the brain that affect social behavior. Frontotemporal dementia (FTD) is a unique disease that specifically affects these neuroanatomical regions and serves as a window to the nature of socio-moral emotions. FTD subjects manifest disturbed interpersonal behavior, loss of empathy, and loss of self-conscious behavior. We have evaluated FTD subjects for sociopathic behavior and administered a series of morality vignettes, behavioral questionnaires, and neuropsychological measures. Our results reveal a preservation of basic emotional reactivity and socio-moral knowledge and reasoning but a high rate of sociopathic acts and impairment in socio-moral emotional judgments. In an interdisciplinary approach, we employ the holistic tools of social psychology, anthropology, and applied linguistics to further analyze these results. Our findings on socio-moral emotions in FTD generate important insights into the nature of these emotions and the motivators that underlie social behavior.

WHAT OBSERVING ORDINARY CONVERSATION IN FRONTOTEMPORAL DEMENTIA (FTD) REVEALS ABOUT THE COMPONENTS OF SOCIAL RELATIONS

Lisa Mikesell, Andrea Mates; University of California, Los Angeles – Based on the premise that ordinary conversation is the locus of social action that constitutes social relationships, this paper presents insights that conversation analytic methods offer social psychology in understanding the maintenance and degradation of social relationships. The moral emotions (e.g., love, guilt) and social motives (e.g., altruism) that putatively underlie meaningful social relationships are categories derived from observable interactions. As such, close examination of conversational interaction in a population with reported social deficits can shed light on the composition of normal interaction and positive social relationships. The FTD population has been described as impulsive, verbally and physically disinhibited (Edwards-Lee et al., 1997), and lacking sympathy and emotional warmth (Miller et al., 2001). Close, empirical analysis of the talk and interaction of FTD patients collected from recording of their everyday interaction with their caregivers (who do not have marked social deficits) reveals that the alienation and social strain reported by interlocutors can be situated in the structure of talk. For example, an FTD speaker will call his wife “My wife Mary” to a hearer who already knows Mary is his wife. Additionally, people with FTD may turn down invitations with short, discourteous nos that violate the norms of ordinary conversation. This conversation-analytic investigation of FTD talk and interaction provides systematic, empirical descriptions and measures of the structure of talk necessary for the development and maintenance of social relations.

REVEALING THE SOCIAL CONSEQUENCES OF FTD USING NATURALISTIC AND EXPERIMENTAL METHODS

Matthew Gervais, Andrea Mates, Lisa Mikesell, Salvatore Torrisi; University of California, Los Angeles – The signs and symptoms of frontotemporal dementia (FTD) are fundamentally socio-cultural. Although patients retain their knowledge of social norms and conventions and can reason

about the consequences of transgressing them, they nonetheless transgress. Yet FTD patients have little or no insight: they are not aware of the changes and abnormality of their behavior, rendering self-report methods nearly useless for diagnosis or research. Hence, to better characterize FTD we have endeavored a set of naturalistic observational studies of patients behaving spontaneously in their everyday lives. The use of participant observation and ethological sampling methods has permitted both qualitative and quantitative descriptions of the specific psychosocial changes caused by FTD, including the emotional and behavioral reactions of family members, friends, and associates. These comparative inductive results have further made possible a complementary experimental program intended to test our hypotheses regarding the impact of FTD-typical behavior on social impressions, judgments, and decisions. In this “thin-slice” paradigm, participants interact with confederates closely modeling FTD-typical behaviors and then make judgments and consequential decisions towards them along dimensions relevant to the establishment and maintenance of social relationships. In addition to illuminating FTD, we extend the thin-slice literature by presenting ecologically valid norm transgressions while measuring incentivized decisions adapted from experimental economics. This mixed-method approach contributes to a deeper understanding of human sociality through the window of frontotemporal dementia and its corrosive social consequences.

THE DEVELOPMENT OF NEW BEHAVIORAL MEASURES OF MORAL EMOTIONS AND SOCIAL MOTIVES

Sabrina J. Pagano¹, Alan P. Fiske¹, Brett Erzinger², Marcin Ossowski¹; ¹University of California, Los Angeles, ²Behavioral Consultants and Associates – The aim of this work is to identify and investigate the specific emotional and motivational deficits exhibited by people suffering from frontotemporal dementia (FTD). Moral emotions and social motives are critical in helping people develop and maintain meaningful social relationships; without them, social relationships can suffer dramatically. FTD patients have relatively intact cognitive abilities and social knowledge, but are unable to sustain meaningful relationships. We have developed a battery of behavioral tests that help identify the emotional and motivational deficits that occur in FTD. These tests employ classic social psychological experimental methods, guided by theory and extensive research. These tests measure behaviors related to empathy, social restraint, and embarrassment—where FTD patients are deficient—as well as so-called “basic” emotions, such as fear, where FTD patients are comparatively unimpaired. Reliable differences on these behavioral tests across FTD patients and age-matched controls would suggest that these tasks can be usefully adapted as measures not only for diagnostic assessment of a range of socio-moral function, but also should contribute to our understanding of more fundamental processes related to the experience of moral emotions and motives. We thereby build evidence for the position that moral emotions and social motives play an important role not only in developing but also in sustaining successful and meaningful social relationships. In doing so, this work contributes to our more general understanding of the nature of human sociality.

Symposia Session F8**BRIDGING THE MIND AND BODY: UNPACKING THE EFFECTS OF WORRY AND RUMINATION ON PHYSICAL HEALTH**

Saturday, February 9, 9:45 - 11:00 am, Acoma Meeting Room

Chairs: *Ethan Kross, Columbia University, and Özlem Ayduk, University of California, Berkeley*

Speakers: *Julian Thayer, Margaret E. Kemeny, Nicholas Christenfeld, Özlem Ayduk*

Summary: Although the negative psychological effects associated with worry and rumination have been extensively documented in recent years, comparatively less attention has been paid towards understanding how these processes impact people at the physiological level of analysis – a relationship of critical importance given the abundance of recent findings documenting reciprocal influences between the mind and body. In this vein, the main goals of this symposium are to present research that (a) illustrates how worry and rumination negatively impact people across a range of physiological systems (autonomic, immune, endocrine), and (b) demonstrates how these negative consequences can be attenuated using basic social psychological experimental paradigms.

Thayer and Brosschot will begin by presenting a theoretical model and research that outlines the immunological, endocrine, and autonomic nervous system effects of worry and rumination. Kemeny, Cavanaugh, and Foltz will then describe how individual differences in rumination and vulnerability to self-conscious cognition and emotion influence the nature and duration of autonomic nervous system and cortisol responses to social stressors. The next two speakers will take as their starting point that rumination and worry lead to substantive negative physical health consequences and will describe research examining how such negative effects can be prevented. Specifically, Christenfeld and Chafin will present data indicating how exercise can attenuate the deleterious effects of rumination on blood pressure recovery. Ayduk and Kross will conclude by describing how psychological distancing operations can be used to buffer individuals against delayed cardiac recovery and physiological threat responses associated with rumination.

ABSTRACTS

THE PERSEVERATIVE COGNITION HYPOTHESIS: WHAT WERE WE THINKING? *Julian F. Thayer, The Ohio State University; Jos F. Brosschot, Leiden University* – Perseverative cognition, as manifested in worry and rumination, is a common response to stress. We have argued that by prolonging the stress response, perseverative cognition might be a major source of the ill effects of stress on health. This is due in part to the direct effects of perseverative cognition on immunological, endocrine, and autonomic nervous systems responses. In this presentation we will briefly review the evidence for the perseverative cognition hypothesis. In addition, the neurovisceral concomitants of perseverative cognition will be outlined. Furthermore, several new studies will be presented. In one study, the effects of daytime worry on daytime and night-time cardiac responses were investigated in 52 adult participants. Hourly assessments of worry and stressors during the daytime were collected via diaries while heart rate (HR) and heart rate variability (HRV) were monitored over a 24-hour period. Both worry and stressors increased HR and decreased HRV during the daytime as well as during the subsequent night-time. Importantly, the effect of stressors was mediated by worry duration. In another study, 452 participants completed trait measures of worry and anxiety and then kept a log of worry frequency and duration over six consecutive days and nights. Results showed that the trait measures of worry only partially predicted actual worry behavior including various indices of perseveration from daytime to night-time worry and worry from one day to the next. These new results further clarify the perseverative cognition hypothesis and its implications for health and disease.

COGNITIVE PREDICTORS OF PHYSIOLOGICAL RESPONSES TO SOCIAL THREAT *Margaret E. Kemeny, University of California, San Francisco; James Cavanaugh, University of Arizona, Tucson; Carol Foltz, University of California, San Francisco* – Social evaluative threat (SET) involves circumstances, which threaten one's social value or esteem. Social Self Preservation Theory posits that SET elicits a coordinated psychobiological response that includes self-conscious cognitions and emotions as well specific physiological changes. Research demonstrates

activation of the hypothalamic-pituitary adrenal (HPA) axis and vascular forms of autonomic nervous system (ANS) responses in the context of SET. One important question is whether self-related psychological characteristics can predict the nature, intensity and duration of the physiological response to SET. Fear of negative evaluation (FNE), but not rejection sensitivity and other related constructs, has been shown to predict greater levels of self-conscious emotions and increased cortisol in response to SET tasks. In a new study, we attempted to replicate the FNE findings in a community sample, as well as determine whether individual differences in ruminative, self-conscious cognition predict physiological response and recovery from a SET task. In a sample of 80 healthy women, blood pressure, total peripheral resistance (TPR; a vascular form of ANS response) and cortisol levels were measured before, during and after a social threat task. In individuals with high FNE, increases in self-conscious emotion were associated with increases in cortisol reactivity. Trait rumination predicted greater TPR during the task and a slower return to baseline levels of diastolic blood pressure during recovery. ANS and cortisol responses were related. These findings suggest that individual differences in vulnerability to self-conscious cognition and emotion may influence the specific nature and duration of the physiological response to social evaluative threat.

STRESS, THE MIND AND BLOOD PRESSURE RESPONSES

Nicholas Christenfeld and Sky Chafin, University of California, San Diego – Stress, which likely cumulates into long term (especially cardiovascular) damage and premature morbidity and mortality, is mediated, extended, or mitigated by the mind. While stressors are often brief (You're fired; I'm leaving you), their effects are extended through rumination, or shortened by distraction, or, possibly, resolution. We have explored such effects, with magnitude and duration of physiological stress responses as a proxy for long-term health consequences. Findings suggested that, controlling for magnitude of the original response, stressors with emotional components will be associated with slower blood-pressure recovery. Further implicating the role of dwelling on stress, distraction enhances recovery from a stressor, while rumination impedes it. Such effects are not confined to cardiovascular responses, extending to cortisol and immune responses. Here, we examine the effects of interposing an exercise period between a psychological stressor and recovery. Blood pressure of 78 subjects was monitored through baseline, stressful math, and recovery periods. Some subjects, immediately after the stressor, engaged in physical exercise. BP of participants in the exercise condition rose more than that of those in the control condition, but soon after the tasks were completed the subjects who had exercised had significantly lower BP than subjects who had sat still ($M = 3.5$ v. 8.9 mmHg SBP above pre-stress baseline, $p < .01$). Although exercising when emotional adds to initial cardiovascular arousal, it facilitates recovery afterward. The effect may be due to the misattribution of arousal from the stressor to the exercise, cutting the positive feedback loop of post-task rumination and arousal.

DISTINGUISHING ADAPTIVE AND MALADAPTIVE SELF-REFLECTION IN COPING WITH NEGATIVE EXPERIENCES: SELF-DISTANCING FACILITATES ADAPTIVE PATTERNS OF PHYSIOLOGICAL REACTIVITY

Özlem Ayduk, University of California, Berkeley; Ethan Kross, Columbia University – This presentation examines the psychological processes that enable people to adaptively analyze negative experiences without experiencing increases in maladaptive physiological responses that have been shown to heighten the risk for somatic disease. Specifically, we focus on the impact of analyzing negative experiences from a self-distanced (rather than a self-immersed) perspective on physiological reactivity. Based on our previous findings showing that distancing helps people “work through” negative experiences without becoming emotionally overwhelmed and without engaging in rumination, we predicted that people who adopt a self-distanced perspective while analyzing their feelings would display adaptive patterns of physiological reactivity. Study 1 experimentally manipulated

whether participants adopted a self-distanced vs. self-immersed perspective in analyzing their feelings surrounding an anger experience. Participants who analyzed their feelings from a self-distanced perspective not only reported reliving their recalled anger experience less than participants in the immersed-analysis group but they also displayed lower blood pressure reactivity during analysis as well as recovery, suggesting they ruminated less in the interim. Study 2 examined individual differences in the spontaneous use of distancing. Consistent with experimental findings, individuals who reported greater distancing while thinking about an autobiographical anger experience showed autonomic nervous system activation that was more consistent with a physiological challenge response (i.e., high cardiac output, low total peripheral resistance, and low pre-ejection period) than a threat response (i.e., low cardiac output, high total peripheral resistance, and high pre-ejection period). The theoretical and clinical implications of these findings will be discussed.

Symposia Session G and Keynote Addresses Saturday, February 9, 11:15 am - 12:30 pm

Symposia Session G1: Keynote Addresses

Saturday, February 9, 11:15 am - 12:30 pm, Ballroom C

THE MYTH OF FIXED INTELLIGENCE: WHY SCHOOLS AND CULTURES COUNT

Speaker: Richard Nisbett, Theodore M. Newcomb Distinguished University Professor, University of Michigan

Introducer: Eugene Borgida, University of Minnesota

STRESS, SOCIAL NETWORKS, SOCIAL STATUS AND SUSCEPTIBILITY TO THE COMMON COLD

Speaker: Sheldon Cohen, Robert Doherty Professor of Psychology, Carnegie Mellon University

Introducer: Margaret Clark, Carnegie Mellon University

Symposia Session G2

THE SOCIAL COSTS AND BENEFITS OF RELIGION

Saturday, February 9, 11:15 am - 12:30 pm, Ballroom A

Chair: Azim F. Shariff, University of British Columbia

Speakers: Azim F. Shariff, Dominic Johnson, Jeremy Ginges, Jordan B. Peterson

Summary: Never too far from the spotlight, the debates about the benign and pernicious social effects of religious belief have been revived by recent events. The majority of the discussion on the topic has been weakened, however, by an under-reliance on empirical data. This has left a considerable amount of speculation that is, at best, unsupported and, at worst, fallacious and misleading.

As an investigation of how particular beliefs affect actions and attitudes, the study of the social effects of religion can be uniquely addressed by social and personality psychology. Questions concerning 'whether people can be good without God', or 'whether religion inspires violence' fall within the province of our field and can be empirically informed using traditional psychological methods. The proposed symposium examines what role religion may play in fostering social cooperation and moral behavior, how it may contribute to intergroup prejudice and hostility, and how it may otherwise permeate human value systems and the social world.

The individual talks have been chosen to reflect a balance of empirical and theoretical work covering both positive and negative topics within the study of religion. Together, the presentations will demonstrate how social and personality psychology can contribute to what can be described as one of the central debates of our moment.

ABSTRACTS

HOW RELIGION UNITES AND DIVIDES AT THE SAME TIME

Azim F. Shariff, University of British Columbia – Religious beliefs can contribute to both group cohesion and group conflict. Group cohesiveness is fostered by the positive effects religious beliefs have on prosocial actions towards unrelated strangers. This role of religion in prosocial behaviour has long been a matter of debate. The existing literature suffers from the confounds of (1) unreliable self-report data, and (2) an inability to establish causal direction. To circumvent these problems, recent research (Shariff and Norenzayan, 2007) used implicit priming techniques to subtly evoke religious thinking in a religiously diverse sample, and anonymous one-shot economic games to subsequently test prosocial behaviour.

Religious priming considerably increased cooperative prosocial acts compared to control groups. The effect is explained primarily through the fear of supernatural policing agents. A shared fear of these agents allows for predictable and trusting social interaction.

As a result, however, those with foreign beliefs are immediately treated with suspicion and hostility as they represent threats both to social order and existential worldviews. Religious beliefs may thus prove uniquely divisive, more so than ethnic or national identities. New research shows that religious prejudice, measured implicitly, is stronger than ethnic prejudice. Participants showed stronger negative implicit associations for those who were of the same race but of a different religion, that those who were religiously similar but racially different. Polling data indicating a larger distrust of and antipathy towards religious rather than racial minorities corroborate this finding.

IMPLICATIONS FOR A MORE GLOBALIZED RELIGIOUS MARKET WILL BE DISCUSSED. THE SUPERNATURAL PUNISHMENT HYPOTHESIS: DOES FEAR OF GOD PROMOTE COOPERATION?

Dominic Johnson, Harvard University – Theoretical and empirical work shows that the punishment of cheats is essential to achieving cooperation, whether in dyadic prisoner's dilemmas or collective action problems. Without such a deterrent, free-riders reap the benefits of cooperation without incurring the costs of cooperating themselves. How punishment is maintained in real societies, however, remains poorly understood: "second-order free-riders" may emerge who contribute to the public good, but shirk the costs of punishing.

Many solutions to this conundrum have been proposed in the literature, but almost no one has explored the potential role of supernatural punishment in promoting cooperation. If people believe in the threat of supernatural punishment for violating cooperative norms, then they may refrain from free-riding, irrespective of its authenticity.

This has anthropological, behavioral, evolutionary and cognitive implications. Is a fear of supernatural punishment common across the world's societies? Does the threat of supernatural punishment really alter people's behavior? How would such an apparently costly and self-restricting belief evolve? What cognitive dispositions underlie such beliefs?

I present the "supernatural punishment hypothesis", which draws on both theoretical and empirical work to suggest that belief in supernatural punishment: (1) is common across societies, religions, and history; (2) significantly alters people's cooperative behavior; (3) has adaptive advantages by helping to avoid the real-world costs of violating group norms; and (4) is supported by cognitive mechanisms that encourage beliefs in supernatural agency, intentionality, and retaliation.

Theory of mind and language were, I argue, critical innovations that propelled supernatural punishment to the forefront of the evolution of cooperation.

RELIGION AND INTERGROUP VIOLENCE *Jeremy Ginges, New School for Social Research* – The relationship between religion and intergroup violence has long been a topic of debate, one that has intensified with the exponential increase in the use of suicide attacks primarily by Islamic political groups. Despite the intensity of the debate, little empirical research has been done on the topic. In this talk I will present evidence gathered from four studies in three populations (Israeli settlers, Palestinians and Indonesian madrassah students) showing that religious belief itself has little to do with “religious” violence. People do not tend to essentialize religions, even in the context of violent inter-religious conflict, and there is no relationship between level of devotion to religious belief and support for suicide attacks against members of other religions. I will show that the relationship between religion and inter-group violence appears instead to be a byproduct of frequent participation in collective religious ceremonies that seem to promote strong in-group commitment.

TERROR MANAGEMENT OR ADAPTATION TO COMPLEXITY?

Jordan B. Peterson, University of Toronto – Peterson and colleagues (Peterson, 1999, 2006, 2007; Peterson & Flanders, 2002) have proposed that axioms of faith must exist because the environment in which human beings operate is complex beyond full comprehension -- a phenomenon reflected in the pernicious effects of the frame problem (Dennett, 1984). Human beings manage complexity by reducing variability to axiomatic certainty. In a culture where core beliefs are both shared and acted upon, much can be taken for granted. Desirable goals and the methods by which they may be approached are socially sanctioned, the groundwork for cooperative behavior laid, and modes of communication about those aspects of being that remain beyond comprehension established. Violation of these axioms produces uncertainty and terror, in proportion (1) to the importance of the axiom and (2) to the integrity of the personality forced to rely on its own resources in the sudden absence of security. Although such violation may be induced by increased mortality salience, as the terror management theorists have it, this does not mean that religious or ideological belief fundamentally serves to shield individuals against death anxiety. Instead, belief structures societies and psyches so that the individuals can agree upon certain essentially constitutional axioms of faith, and then use them to structure joint perceptions, emotions, cognitions and actions, such that social productivity and stability is maintained. Belief thus has a social and a psychological purpose, and is something that genuinely facilitates security and well-being, at least under optimal conditions, instead of merely shielding individuals from existential terror.

Symposia Session G3

FAST AND EASY: EFFECTS OF PSYCHOLOGICAL SPEED ON JUDGMENT AND EMOTION

Saturday, February 9, 11:15 am - 12:30 pm, Ruidoso Meeting Room

Chair: *Emily Pronin, Princeton University*

Speakers: *Sian L. Beilock, Norbert Schwarz, Emily Pronin, Keith D. Markman*

Summary: Any surfer, race-car driver, or downhill skier will likely tell you that “speed feels good.” But how does it feel to be a lightning-fast typist, a speed-reader, or a viewer of fast-paced sporting events? Such experiences involve not so much fast motion, or accelerated physical speed, as much as fast mental motion, or accelerated psychological speed. The research presented in this symposium concerns the positive effects of psychological speed on judgment and emotion. In so doing, it brings

together work from a variety of different research perspectives in order to investigate the question of how people experience psychological speed. Beilock presents experiments suggesting that the speed with which skilled typists can mentally simulate various touch-typing tasks impacts their liking for the stimuli associated with those tasks. Schwarz presents experiments illustrating that the perceived ease of processing information about various tasks (a factor which could derive from the speed of processing that information) produces positive judgments about the enjoyableness, truthfulness, and effortlessness of those tasks. Pronin’s experiments show that situational manipulations which increase people’s thought speed have positive psychological consequences, such that fast thinking elicits positive mood and heightened energy, as well as feelings of creativity, power, and inflated self-esteem. Finally, Markman’s studies demonstrate that people’s feelings of psychological momentum while watching sporting events influence their expectations about the events, such that feelings of momentum engender positive expectations. Taken together, these studies suggest the importance of psychological speed as a variable with meaningful consequences for everyday mental and affective experience.

ABSTRACTS

EMBODYING LIKEABILITY: MOTOR SPEED AND EASE IMPACT PREFERENCES (EVEN WITHOUT INTENTION TO ACT) *Sian L.*

Beilock, University of Chicago – Traditional views of psychology characterize the mind as an abstract information processor largely divorced from the body and the environment. However, more recent theories of embodied cognition suggest that sensorimotor systems play an important role in the representation of the world – even when there is no intention to act. The current work shows that the influence of the motor system extends beyond representation, and in particular, impacts evaluative judgments. Skilled and novice typists were asked to pick which of two letter dyads they preferred. Participants never typed the dyads. However, if one were to type the dyads using standard typing methods, one dyad would always be typed with the same finger (e.g., FV), the other with different fingers (e.g., FJ). Thus, if typed, the former dyad should result in more motor interference (i.e., should be harder and slower to type) than the latter because keystrokes in typing overlap in time and such overlap cannot occur when one finger is used to type both keys in succession. Although individuals could not explain how the dyads differed, skilled typists preferred dyads typed with different fingers. Novices showed no preference. Moreover, a motor dual-task performed while making dyad preference judgments attenuated skilled typists’ preferences – but only when the dual-task involved the specific fingers that would be used to type the presented dyads. In skilled typists, perceiving letters prompts the covert sensorimotor simulation of typing them. The speed and ease of this simulation impacts the affective judgments made about the items in question.

IF IT'S EASY TO READ, IT'S EASY TO DO, GOOD, AND TRUE

Norbert Schwarz, University of Michigan; Hyunjin Song, University of Michigan – Material that is novel, complex or internally inconsistent is more difficult to process than familiar, simple, and consistent material. Drawing on this regularity, people use the experienced ease of processing in judgments of familiarity, effort, truth, and preference – even when ease of processing is merely a function of an easy or difficult to read print font. For example, people infer that an exercise routine will take more time and be less enjoyable, and that preparing a recipe will require more effort and skill, when the print font of the instructions is hard to read. They mistake the fluency of reading as bearing on the fluency of doing, with important consequences for their preferences and motivation. People are also more likely to accept a given statement as true when it is easy to read, and more likely to detect logical distortions in a statement when it is difficult to read. These effects reflect a link between familiarity and truth – if it seems like we heard it before, there’s probably something to it. In choice

situations, people are also more confident in their preferences and more likely to make a choice when the choice alternatives are described in an easy to read font. Throughout, these effects are due to the subjective experience of fluent processing and are not accompanied by differential memory for the processed content. Paralleling the influence of other feelings, ease of processing is not used as information when people's attention is explicitly drawn to the print font.

MANIC THINKING: POSITIVE PSYCHOLOGICAL EFFECTS OF THOUGHT SPEED Emily Pronin, Princeton University; Daniel Wegner, Harvard University

– In everyday life, we sometimes have the feeling that our minds are “racing.” Experiments are presented demonstrating that such accelerations of thought speed exert identifiable effects on psychological experience. Thoughts that occur at a fast speed induce positive affect, as well as feelings of energy, power, creativity, and heightened self esteem. Evidence for this assertion derives from experiments that vary both in the methods used for accelerating thought speed (e.g., instructions to brainstorm freely, exposure to multiple ideas, performance of easy cognitive tasks, and watching a silent video in fast-forward) and in the content of the thoughts that were induced (from thoughts about money-making schemes to thoughts of five-letter words). In one experiment, using a 2 x 2 design, participants were led to have thoughts of either depressive or elated content at either fast or slow speed. Irrespective of the content of their thoughts, participants were more joyful when those thoughts were fast rather than slow. Mediation analyses suggested that the positive effects of thought speed were at least partially rooted in participants' subjective experience of thought speed. During episodes of mania, the trademark symptoms of euphoria, grandiosity (inflated self-esteem) and excess energy are typically accompanied by racing thoughts. The present research suggests one causal link among these different psychological “symptoms” – i.e., whereby racing thoughts induce other positive psychological experiences. Much prior work has explored the consequences for psychological experience of what we think about; these studies suggest that the speed which we think about it is also important.

“I'M ON A ROLL”: HOW PSYCHOLOGICAL MOMENTUM INFLUENCES PERFORMANCE EXPECTATIONS Keith D. Markman, Ohio University; Corey L. Guenther, Ohio University

– There is a common perception that a psychological force called “momentum” exists that can powerfully influence performance. According to Psychological Momentum Theory (PMT; Markman & Guenther, 2007) the “feeling” of psychological momentum is akin to the way we think about the physical momentum of objects. According to PMT, a precipitating event provides a target with velocity, a vector quantity that can either be positive or negative. Mass is determined by contextual variables that connote value, immediacy, and importance, and combines with velocity to imbue a target with momentum. Several studies will be described that test PMT and its implications. In Study 1, participants who viewed a segment of a basketball game in which one team scored 15 straight points to cut a 19-point deficit to 4 points believed that the team that was losing would eventually win. In Study 2, some participants read about a team that had beaten an arch-rival (high mass), whereas others read about a team that had beaten a non-rival (low mass). Those in the high mass condition predicted the team's chances of winning their next game to be greater than did those in the low mass condition. Study 3 showed how people believe that as more momentum accumulates during a prior task, more momentum is left to carry over to a subsequent task, and Study 4 found that an individual whose momentum is interrupted is expected to have greater difficulty completing a task than is an individual whose steady progress is interrupted.

Symposia Session G4

GOAL-DIRECTED LEARNING OUTSIDE THE CARTESIAN THEATER

Saturday, February 9, 11:15 am - 12:30 pm, Pecos Meeting Room

Chairs: Baruch Eitam, The Hebrew University, and Ruud Custers, Utrecht University

Discussant: Arthur S. Reber, Brooklyn College

Speakers: Arthur B. Markman, Baruch Eitam, Daphna Shohamy, Ruud Custers

Summary: Within social psychology, it has become clear that people's thoughts and behaviors can result from knowledge structures that are activated by the social environment. Most compellingly, the mere activation of these structures has been demonstrated to instigate motivational, goal-directed processes, bypassing conscious intentions. This research, however, has focused almost exclusively on highly practiced, well learned behaviors and routines (i.e., on behavior resulting from the unintentional activation of existing knowledge). Conversely, cognitive psychology has revealed people's ability to acquire complex knowledge about the environment without intending or being aware of that knowledge. Do these processes relate? Can motivational processes direct non-conscious learning mechanisms to acquire novel ways to attain goals? In a first attempt to integrate these two lines of research we present several findings that suggest that this is indeed the case. Markman will open, showing that both explicit and implicit learning processes are affected by the match between regulatory focus and feedback from the environment. Then, Eitam will present data revealing the goal-directed nature of unintentional learning of complex structures. Shohamy will subsequently discuss the different neurological processes underlying implicit and explicit learning and present fMRI studies demonstrating that these processes as well as the relation between them are affected by belief in social others. Custers will thereafter demonstrate that people can nonconsciously pick up goal-relevant temporal relations between events and store them as predictive, rather than merely associative structures. Finally, Reber discusses the implications of this interplay between unconscious learning and motivation for the understanding of unconscious cognition.

ABSTRACTS

REGULATORY FIT AND FLEXIBILITY IN LEARNING Arthur B. Markman, W. Todd Maddox, Darrell A. Worthy, & Lisa R. Grimm, University of Texas, Austin

– In a number of studies, we have demonstrated that the effect of a positive or a negative incentive on learning depends on both the nature of the local feedback during the learning task and on whether the learning task itself requires flexible cognitive performance. Positive incentives induce a promotion focus and negative incentives induce a prevention focus. When a person's regulatory focus matches the local feedback given (e.g., a promotion focus and points gained during the learning task or a prevention focus and points lost), then people are more flexible during learning than when there is a mismatch (e.g., a promotion focus and points lost or a prevention focus and points gained). This flexibility leads to better learning performance by participants in a regulatory fit than in participants with a mismatch when the task requires flexibility (e.g., learning to classify novel perceptual items into one of two mutually exclusive categories based on a subtle rule), but worse performance when the task requires perseverance (e.g., learning a non-verbalizable classification). Regulatory fit also leads to more exploratory behavior than regulatory mismatch in a probabilistic decision-making task. This motivational mechanism may also explain some stereotype threat effects. Poor performance by people with negative self-relevant stereotypes may arise

because the stereotype induces a prevention focus while the task provides (perhaps implicit) positive feedback. This spectrum of effects may reflect differences in the release of dopamine to frontal brain regions as a function of the match between a global regulatory fit and local task feedback.

GOAL-DIRECTED (AND IMPLICIT) LEARNING *Baruch Eitam, Yaacov Schul and Ran R. Hassin, The Hebrew University* – Just imagine pursuing your goals in an ever changing, chaotic environment. Luckily, although our environment may be very dynamic it is also highly structured. From our physical environment to the ways we communicate with other people, we can count on regularities if we can just pick them up. Surprisingly, people can learn rather complex structures in the environment and do so implicitly, without intention, and largely without awareness of their nature. Can implicit learning, although unintentional, be goal-directed? In this talk I will argue that the answer is positive. Using a novel, multidimensional version, of the classic artificial grammar-learning task (Reber, 1967), we supply clear cut evidence that implicit learning is selective and occurs only for goal-relevant dimensions (experiment 1 and 2). Importantly, selection does not occur because the maximum capacity of this mechanism is reached - when the two dimensions are goal-relevant people do acquire both (experiment 3). We conclude that learning of complex environmental structures occurs both unintentionally AND in a goal-directed way. These results compliment recent findings from our lab which demonstrated that unconscious motivation to succeed facilitates implicit learning of a task relevant structure (Eitam, Hassin & Schul, 2007). Taken together, these studies suggest that the powerful, unintentional, mechanism of implicit learning "works" towards attaining explicit and implicit goals.

THE COGNITIVE NEUROSCIENCE OF LEARNING AND MOTIVATION: SOCIAL CONTEXT MODULATES NEURAL AND COGNITIVE SYSTEMS DURING LEARNING *Daphna Shohamy, Stanford University* – How are decisions shaped by past experience? When are decisions guided by explicit knowledge, and when by implicitly learned associations or biases? Are explicit and implicit memories supported by independent cognitive and neural systems, or is there some form of cross-talk between them? Recent advances in cognitive neuroscience have highlighted the link between decisions, motivation, and learning, demonstrating a critical role for midbrain dopamine and its targets in these processes. Converging evidence suggests that midbrain regions support feedback-based, habitual, stimulus-response learning. A distinct cognitive and neural system in the medial temporal lobe supports goal-directed, explicit learning. However, key open questions remain regarding the relationship between these systems (independent, cooperative or competitive), and regarding the neural and psychological factors that modulate them. Here, we discuss recent neuroimaging (fMRI) data addressing these questions, focusing on investigations into how social context leads to differential involvement of implicit vs. explicit systems during learning. Our findings suggest that mere belief in a social other modulates both implicit and explicit learning mechanisms, as well as the relationship between them. We discuss the implications of these findings for understanding the role of dopamine in modulating both habitual and goal-directed learning mechanisms.

NONCONSCIOUS LEARNING OF PREDICTIVE RELATIONS *Ruud Custers, Utrecht University* – In order to stay ahead of the world and reach their goals, people need to predict. In the literature, two dominant mechanisms are reported by which people learn predictive relations between events: rule-based learning and associative learning. Unlike associative learning, rule-based learning takes into account the direction of events. It is generally assumed that rule-based learning requires conscious awareness of the relation, whereas associative learning can occur nonconsciously. In accordance, Alonso, Fuentes and Hommel (2006) have demonstrated that when people are exposed to a category of cues (A) that predicts a category of targets (B), people form uni-directional cognitive

structures (A facilitates B, but B not A in a sequential-priming task) when aware of the relation, but bi-directional structures (A facilitates B and vice versa) when unaware (or when cues were presented subliminally). In this talk, evidence is presented suggesting that people can form such uni-directional cognitive structures without awareness. In three experiments, participants engaged in a procedural priming task in which they could or could not predict targets based on cues. It was found that this manipulation promoted the formation of uni-directional structures in a subsequent learning phase when cues were presented supraliminally (Experiment 1), or subliminally (Experiments 2 and 3). Moreover, in line with the literature on implicit learning it was found that this effect was disrupted when participants were explicitly told that they could use the subliminal cues to predict the targets (Experiment 3). These results suggest that rule-based learning does not necessarily require awareness.

Symposia Session G5

SHACKLED BY DNA: SOME CONSEQUENCES OF PSYCHOLOGICAL ESSENTIALISM AND THINKING ABOUT GENES

Saturday, February 9, 11:15 am - 12:30 pm, Ballroom B

Chair: *Ilan Dar-Nimrod, University of British Columbia*

Discussant: *Barry Schwartz, Swarthmore College*

Speakers: *Toby Epstein Jayaratne, Marianne LaFrance, Ilan Dar-Nimrod, Johannes Keller*

Summary: Much scientific and media attention has tracked a growing body of research that identifies various genetic correlates of human phenomena. People are increasingly aware of essentialist accounts of human behavior; however, thus far it is not clear how people make sense of such accounts. Indeed, fundamental misunderstandings of genetics and heredity are commonplace, and thus there are many questions regarding how people interpret the findings of the behavioral genetic research that they encounter. Furthermore, essentialist accounts are embedded in sensitive political topics, such as eugenics, race, and sex, and thus it is of critical importance to understand how people comprehend genetic influences on behavior. This symposium summarizes a variety of different lines of research that have identified some particular biases in how people consider essentialist arguments. Jayaratne and Gelman will discuss the prevalence of genetic, environmental, and personal choice accounts among Black and White Americans. LaFrance explore how biologically framed news accounts affect essentialist beliefs about sex. Dar-Nimrod and Heine demonstrate that exposure to genetic accounts for the women and math stereotype affect women math performance differently than experiential accounts for the stereotype. In addition they show that evolutionary psychology explanations for sex differences in mate selection affect evaluations of a sex offender differently than social explanations. Keller and Rangel explore how people have distinct essentialist lay-theories underlying stereotypic beliefs for perceived biologically, socially or metaphysically acquired characteristics. These findings will be discussed from a broader theoretical perspective by Barry Schwartz.

ABSTRACTS

LAY UNDERSTANDING OF NATURE/NURTURE AND DETERMINISM/FREE WILL: BLACK AND WHITE AMERICANS' OPINIONS ABOUT GENES, THE ENVIRONMENT, AND PERSONAL CHOICE AS CAUSAL INFLUENCES *Toby Epstein Jayaratne, Susan A. Gelman, Merle Feldbaum, Jane P. Sheldon, Elizabeth M. Petty and Sharon L.R. Kardis* – Burgeoning research in the field of genetics has recently brought the nature/nurture and determinism/free will debates to the forefront. These debates concern lay beliefs about genetic influences as they contrast with environmental and personal choice influ-

ences, respectively. Moreover, both debates have significant social and political meaning. It is therefore vital to understand (1) which explanatory account, if any, predominates in people's thinking, (2) the extent to which multiple accounts are held simultaneously, and (3) interrelations among the three causal factors. Based on data from a nationally representative sample of 1200 White and Black Americans, this paper investigates these issues, focusing on genetic, environmental, and personal choice explanations for 7 characteristics: intelligence, math ability, drive, violence, nurturance, athleticism, and sexual orientation. Results. (1) Black respondents tend to favor choice explanations and reject genetic explanations, whereas White respondents are more accepting of genetic explanations and indicate less consistency across traits. (2) The large majority of both Black and White respondents report multiple attributions, although a sizable minority offer a single causal explanation for some traits. (3) Among White respondents, the greater use of genetic explanations is associated with less use of both choice and environmental explanations, for most characteristics. For Black respondents, however, this negative relationship holds only between genes and choice, but not between genes and the environment. We discuss the significance of these results within the broader literature on psychological essentialism, causal attributions, and lay theories, and note the important social implications of these public perceptions.

HOW THE NEWS MEDIA CONTRIBUTE TO ESSENTIALIST BELIEFS ABOUT SEX DIFFERENCES *Marianne LaFrance, Yale University* – Many believe that the sexes are essentially and inherently different from each other. Three studies were conducted to examine whether newspaper reports of research on sex differences might contribute to such thinking. In the first study, articles from high-circulation US newspapers that described recent scientific findings on sex differences were coded for the degree to which they stressed biological or social explanations. Then each newspaper's political leanings were coded from its endorsements of political candidates and its editorial position on women entering all male military academies. The results showed that political conservatism and traditional gender role attitudes predicted greater reliance on biological explanations for reported sex differences. In two subsequent experiments, participants read fictional newspaper articles that stressed either biological or socio-cultural factors as explaining a recent finding of sex differences. Results showed that exposure to biological explanations led participants to endorse more core gender stereotypes than exposure to more socio-cultural newspaper accounts. Moreover, exposure to social explanations caused participants to adhere more strongly to beliefs in the mutability of human behavior. Together, these studies show that a newspaper's political attitudes influence how scientific findings are reported therein and that such reporting in turn affects readers' inclinations to adopt or reject essentialist beliefs regarding sex differences.

GENEPOWER: PSYCHOLOGICAL EFFECTS OF THE NATURE VS. NURTURE DEBATE *Ilan Dar-Nimrod & Steven Heine, University of British Columbia* – Innovative genetic research is making headlines continuously in public media. Genes have been associated with a variety of phenomena from risk-seeking to rape. In a series of studies we explored the effects of nature (genetic) and nurture (experiential) explanations for gender differences. In a couple of studies (Dar-Nimrod & Heine, *Science*, 2006) we found that offering genetic explanations for the source of math-related gender differences resulted in underperformance while offering experiential explanations did not. Recently we found that people judged a sex offender more leniently if they were exposed to evolutionary psychology arguments explaining gender differences in mate selection compared with social arguments explaining the same issue. Interpretations and concerns are discussed.

WHAT MAKES PEOPLE WHO THEY ARE? GENES, SOCIAL ENVIRONMENT, AND SPIRITUAL FORCES AS REFERENCE POINTS IN LAY-THEORETICAL EXPLANATIONS *Johannes Keller & Ulrike Rangel, University of Mannheim* – When lay-people explain what makes people who they are they tend to refer to an underlying nature or essence which is held accountable for observable characteristics. This tendency to explain individuals' features referring to essential properties is termed psychological essentialism. Recent research indicates that endorsement of essentialist lay-theories is associated with important consequences such as stereotyping and prejudice. Despite the important role of lay-theories in social cognition, research focusing on the identification of different types of lay-theories that explicate what makes people who they are is sparse. Our research is directed at the differentiation of specific lay-theories and the analysis of correlates and consequences of these lay-theories. We argue that three specific lay-theoretical perspectives are well represented in individuals' lay-theorizing. First, lay-explanations can be based on the assumption that personal characteristics are genetically determined (genetic determinism). Second, lay-theorizing can reflect the belief that the social environment shapes the character of target persons (social determinism). Finally, lay-theories can be based on the conviction that individuals' character is God-given or determined by some kind of a spiritual force (metaphysical determinism). We developed instruments to assess and methods to manipulate these distinct components of lay-theorizing. Results of several studies indicate that (1) the three dimensions are largely independent, (2) associated with indicators of fundamental epistemic and ideological motives, and (3) that the endorsement of each lay-theory is associated with important social-cognitive consequences (particularly, stereotyping and prejudice). Experimental studies revealed that rendering genetic or social deterministic explanations salient results in increased levels of prejudice.

Symposia Session H and Block Award Address

Saturday, February 9, 2:00 - 3:15 pm

Symposia Session H1: Jack Block Award Address

WELL-BEING ON PLANET EARTH

Saturday, February 9, 2:00 - 3:15 pm, Ballroom C

Winner: *Ed Diener, Joseph R. Smiley Professor of Psychology, University of Illinois at Urbana-Champaign*

Introducer: *Randy J. Larsen, Stuckenberg Professor of Human Values and Chair, Department of Psychology, Washington University in St. Louis*

The Gallup World Poll includes representative samples of 132 societies, which contain over 96% of the planet's population. Thus, for the first time we have a picture of the objective and subjective well-being of the world. There are vast disparities in the happiness of nations, revealing that subjective well-being depends on institutions and is not merely an individual affair. The extremely strong correlation ($r = .83$) between the wealth of nations and the life satisfaction reported in them suggests that a common standard of material well-being exists worldwide. The findings indicate that the average life satisfaction of nations is highly related to income in them, whereas the experience of positive emotions is more closely associated with social variables such as safety and lack of corruption. Various additional patterns of well-being and ill-being are described, and the implications of these for national policies are discussed.

Symposia Session H2

SELF-REGULATION OF INTERGROUP RESPONSES: MECHANISMS OF THE MIND AND BODY

Saturday, February 9, 2:00 - 3:15 pm, Ballroom A

Chair: David M. Amodio, New York University

Speakers: Jennifer A. Richeson, Wendy Berry Mendes, David M. Amodio, B. Keith Payne

Summary: Interracial interactions often pose a regulatory challenge: Despite egalitarian intentions, stereotypes and negative attitudes may come to mind automatically and interfere with self-regulatory efforts. Moreover, anxieties elicited by the interaction can further impair effective self-regulation. The speakers in this symposium take innovative approaches to illuminating the mechanisms through which intergroup responses are regulated. In the first talk, Jennifer Richeson will describe a neural model of automatic and controlled processing. She will present data showing that amygdala activity to Black (vs. White) faces predicts more spontaneous expressions of bias in a subsequent interaction, whereas prefrontal cortical activation to Black faces is associated with effective self-regulation. Wendy Berry Mendes will then present her research on physiological profiles of challenge vs. threat in response to an intergroup interaction, discussing the implications of these profiles for automatic vs. controlled interpersonal behaviors. Next, David Amodio will describe a neuroendocrine model of self-regulation, whereby the physiological stress response elicited by an interracial interaction predicts an impaired ability to inhibit the effects of automatic stereotypes on behavior. Finally, Keith Payne will present research examining the effectiveness of different strategies for reducing expressions of implicit racial bias. By taking a process-dissociation approach, Payne's research is able to estimate the independent effects of bias-reduction strategies on automatic and controlled processing. Together, these talks highlight the benefits of considering the mechanisms of intergroup response regulation at cognitive, affective, behavioral, and physiological levels of analysis.

ABSTRACTS

REGULATING BIAS DURING INTERRACIAL INTERACTIONS: MIND, BRAIN, & BEHAVIOR Jennifer A. Richeson and Sophie Trawalter, Northwestern University; Abigail A. Baird, Vassar College – Researchers have recently unearthed compelling evidence that distinct brain areas differentially respond to racial in-group and out-group members. For instance, compared with White male targets, Black targets trigger greater activity in both subcortical brain regions thought to reflect more automatic emotional reactions (e.g., amygdala) as well as in regions of frontal cortex associated with controlled processing (e.g., dorsolateral prefrontal cortex; DLPFC). Although these findings are suggestive of how individuals may modulate their responses to out-group targets, they have heretofore not been linked to behavior during actual contact experiences. This talk will present the results of a study investigating the relations among these patterns of neural activity and White participants' behavior during an actual interracial interaction. Drawing on research regarding the dissociable predictive validity of implicit and explicit attitudes (Dovidio, Kawakami, & Gaertner, 2002), we examined whether these distinct patterns of neural activity (i.e., relatively automatic v. controlled) similarly predict different types of behavior (nonverbal v. verbal). Consistent with predictions, results revealed that differential amygdala activity to Black compared with White faces predicted more uncontrollable components of behavior (i.e., nonverbal discomfort and negativity) during the interracial interaction. By contrast, differential DLPFC activity predicted more controlled behavior; namely, participants' verbal negativity. Taken together, the results offer perspective on the predictive validity of race-related neural activity. Furthermore, they underscore the

importance of integrating recent findings in social neuroscience with the extant behavioral research on intergroup contact to advance our understanding of how bias may or may not reveal itself during interracial interactions.

WHEN BIASES EMERGE: AUTONOMIC AND NEUROENDOCRINE REACTIVITY PREDICT IN-GROUP PREFERENCES AND STEREOTYPED JUDGMENTS WHEN SELF-REGULATION IS TAXED Wendy Berry Mendes and Katrina Koslov, Harvard University – Automatic responses toward outgroup partners often reveal negative biases, which is not always the case for controlled responses. In a series of studies, we limit the ability to use controlled responses, with stress and cognitive load, during person perception tasks. In the first study, we found that White participants paired with White partners showed a match between their affect and physiological responses—the more they smiled (e.g.,) the more they exhibited “challenge” physiological reactivity. In contrast, there was a mismatch with Black partners—more smiling predicted increased threat reactivity. Building on these results, we explored how stress influenced judgments. We manipulated stress profiles (challenge, threat, no stress) and then participants completed stereotyped judgments and preference tasks. Under threat conditions, participants made more stereotypical judgments and showed increased preference for in-group members. In the last study, we measured White participants' cortisol reactivity following a social evaluation by Black judges. Prior to the evaluation, participants completed a choice task in which they indicated which of two celebrities they preferred, under cognitive load or no load. Under no load, the more cortisol reactivity predicted preferences for Black celebrities, but under load greater cortisol reactivity was related to increased preferences for White celebrities. These studies suggest: 1) individuals who are the most “threatened” appear to over-correct the most; 2) when the ability to correct is reduced—with stress or cognitive load—the over-correction bias is no longer apparent; and 3) both stress and cognitive load can tax self-regulatory strategies to reveal biases and stereotypes.

INTERGROUP ANXIETY EFFECTS ON SELF-REGULATION DURING AN INTERRACIAL INTERACTION: A NEUROENDOCRINE MODEL David M. Amodio, New York University – Interracial interactions often pose a regulatory challenge: In a White-Black interaction, the White person may monitor for unintentional expressions of racial stereotypes, whereas the Black person may try to avoid acting in a stereotype-consistent way. Several studies have shown that interracial interactions create a cognitive load, and many theorists suggest this load is due to anxiety elicited by the interaction. However, the link between interaction anxiety and cognitive control has not been well-documented. I proposed that interracial interaction effects on control are mediated by the physiological stress response, rather than subjective experience of anxiety, and tested a neuroendocrine model through which glucocorticoids (e.g., cortisol) may modulate neural processes of cognitive control in intergroup situations. White participants met with a Black or White interviewer to discuss their intergroup attitudes and to complete a measure of stereotype inhibition. Baseline and post-interview assessments of self-reported anxiety and salivary cortisol were obtained. Although self-reported anxiety was heightened for participants in the Black-interviewer condition, it was not associated with response control on the stereotyping task. Rather, change in cortisol associated with the interracial interaction predicted diminished control processing, but not automatic processing, on the stereotype task. This pattern was not observed in the White-interviewer condition. Further analyses suggest that the cortisol effect on control observed in the Black, but not White, condition was related to feelings of helplessness in the interracial interaction, which are associated with a maladaptive response to stress. Implications for theories of intergroup anxiety, self-regulation, and hormone-brain interactions are discussed.

INTENTIONAL CONTROL AND AUTOMATIC RACE BIAS: PRODUCTIVE AND COUNTER-PRODUCTIVE APPROACHES TO REGULATING BIAS

Keith Payne, University of North Carolina, Chapel Hill – Racial stereotypes create automatic biases that can lead to discrimination unless behavior is carefully controlled. In this talk I will discuss studies illustrating effective and ineffective ways to control those biases. These studies use a process dissociation procedure to separate automatic and controlled aspects of responses in a task that measures unintended stereotyping. In one study, making subjects accountable to other subjects had the ironic effect of increasing stereotyping. The increase resulted from the fact that although public accountability enhanced motivation to control responses, it interfered with the ability to do so. So how can people effectively control their responses? In another study, we provided subjects with implementation intentions – simple action plans linking cues to appropriate responses – and found that these simple plans were effective in reducing, and in some cases eliminating automatic racial bias. The strategy was effective even with short stimulus presentations and fast responses, which make intentional control difficult. Together the results show that a vague goal to avoid bias is often not enough to control one's responses, but specific action plans can be remarkably effective.

Symposia Session H3**CULTURE AND CHOICE**

Saturday, February 9, 2:00 - 3:15 pm, Ruidoso Meeting Room

Chairs: Carl F. Falk, University of British Columbia, and Hazel Rose Markus, Stanford University

Discussant: Mark Lepper, Stanford University

Speakers: Nicole M. Stephens, Michael W. Morris, Aimee Drolet, Elizabeth W. Dunn

Summary: The freedom to choose is a central component of North American culture, and much of what we know about choice rests upon principles derived from research using primarily middle-class North American participants. As a result, what is known about human decision making – including how people weigh the goals of satisfying others, achieving happiness, and expressing themselves – may not adequately capture how such processes operate for those of other cultural backgrounds. Therefore, this symposium brings together researchers with expertise in cultural psychology and decision making to present cross-cultural tests of core findings of decision-making research – both across and within nations. Looking within North America, Stephens, Markus, and Townsend show that the extent to which individuals prefer to be unique or similar to others when making decisions critically depends on their social class backgrounds. Examining related cultural differences in the value placed on others' opinions in decision making, Morris and Savani show that parental influence has opposite effects on young adults' choices in Indian versus North American contexts. Drolet and Kim highlight research demonstrating that product preferences can be a form of collective self-expression among Asian Americans instead of the typical tendency towards individual self-expression among Euro-Americans. Finally, casting doubt on the assumption that everyone wants to feel good, Dunn and Falk present research suggesting that expected positive emotions are less relevant for decision making among those from East Asian versus North American cultural backgrounds.

ABSTRACTS**HOW SOCIAL CLASS CONTEXTS SHAPE THE MEANINGS OF CHOICE**

Nicole M. Stephens and Hazel Rose Markus, Stanford University; Sarah S. M. Townsend, University of California, Santa Barbara – Social class is one important source of models of agency – normative guidelines for how to be a “good” person. Using choice as a prototypically agentic

action, five studies test the hypotheses that models of agency prevalent in working class contexts reflect a normative preference for similarity to others, whereas models prevalent in middle class contexts reflect a preference for difference from others. In Studies 1 and 2, we evaluated whether participants made choices consistent with the hypothesized models of agency. We found that participants from working class relative to middle class contexts more often chose pens that appeared similar to, rather than different from, other pens in the choice set, and more often chose the same images as another participant. In Studies 3 and 4, we presented participants with another person's choice – designed to reflect either working class or middle class models of agency – and then assessed their responses. We found that participants from working class relative to middle class contexts liked their chosen pens more when a confederate chose similarly, and responded more positively when a friend chose the same car in a hypothetical scenario. In Study 5, with a focus on cultural products (i.e., magazine advertisements), we analyzed whether these products' messages reflect the hypothesized models of agency. We found that car advertisements targeting working class rather than middle class consumers more often emphasized connection to, rather than differentiation from, others. These studies suggest that the meanings of choice vary by sociocultural context and that agency is context-contingent.

RESPONSIVENESS TO OTHER PEOPLE'S EXPECTATIONS IN INDIAN AND AMERICAN CONTEXTS

Krishna Savani, Department of Psychology, Stanford University; Michael W. Morris, Graduate School of Business, Columbia University – Cultural contexts vary in the extent to which choosers consider significant others' preferences and which significant others have the most influence. We hypothesize that whereas young Indian women would assimilate clothing preferences to parental and friend preferences, American women would assimilate their friends' preferences but react against their parents'. We varied whether female college students were asked to reflect upon the type of shirts that their friends would expect them to wear (i.e., stylish) and the type that their parents would prefer them to wear (i.e., modest). Thereafter, we asked participants to choose between shirts to wear at a party. In each of 2 studies, we found that Indian participants chose more modest shirts in the condition in which their parents' expectations were made salient than in the control condition, whereas American participants reacted against their parents' preferences by choosing even more revealing shirts than in the control condition. When the expectations of stylish friends were made salient, Indian participants did not choose more revealing shirts than in the control condition, contrary to our hypothesis. However, American participants did assimilate to these expectations, choosing more stylish shirts. These findings show that people in both Indian and American contexts are responsive to the expectations of certain significant others, but the reference group and the direction of response varies.

UNDERSTANDING CULTURAL DIFFERENCES IN PREFERENCES FOR BRAND NAME PRODUCTS

Aimee Drolet, University of California Los Angeles; Heejung Kim, University of California Santa Barbara – Our research focuses on cultural differences in the expressive goals that underlie and shape choices. In individualistic cultures, such as European American culture, choice is viewed as an expression of a person's opinions, thoughts and feelings. In collectivistic cultures, such as Asian cultures, however, choice is an act driven not just by individuals' thoughts, but also by their social obligations and affiliations. Many studies have focused on choices as potential indicators of internal processes. In such cases, choice has been found to matter more among European Americans than among Asians/Asian Americans. In the present research, we examined cultural differences in why and how people make choices when the choices can be indicators of desired social affiliations. In five studies, this research examined cultural differences in the tendency to choose options that are associated with higher social status (i.e., brand name products) over generic products, and the underlying reasons for these differences.

Compared to European Americans, Asian Americans consistently preferred brand name products. Moreover, social status consciousness more strongly predicted brand name choice among Asian Americans than among European Americans. Providing Asian Americans with an alternative means to express their collective self reduced the tendency to choose brand name products. In contrast, providing European American participants with an alternative means to express their individual self reduced the same tendency. These results indicate that for Asians/Asian Americans, choosing a brand name option can be an expression of the social self.

CULTURE AND THE IMPORTANCE OF EXPECTED EMOTIONS FOR DECISION MAKING *Elizabeth W. Dunn, Carl F. Falk, and Ara Norenzayan, University of British Columbia* – In North America, positive affect is highly valued and a large body of research suggests that individuals often base decisions on their expected emotions (or affective forecasts). In contrast, East Asian cultures often warn against excessive hedonism – instead preferring harmony and balance. Therefore, we predict that expected positive emotions may be less important for decision making among those from East Asian cultural backgrounds. Consistent with this hypothesis, when given a forced choice, East Asian participants in Study 1 were less likely than North Americans to choose an enjoyable activity over a useful one. In Study 2, East Asians placed less weight on their affective forecasts than did North Americans when making hypothetical course choices. Finally, manipulating self-construal in Study 3, we showed that bicultural individuals placed less weight on their affective forecasts when primed with interdependence versus independence. We argue that affective forecasts are likely to play a significant role in decision-making across cultures, but that this role may be attenuated for individuals from East Asian cultures due to their interdependent sense of self.

Symposia Session H4

THE ROLE OF IMPLICIT SELF-ESTEEM IN SELF-REGULATION PROCESSES

Saturday, February 9, 2:00 - 3:15 pm, Pecos Meeting Room

Chair: Tracy DeHart, Loyola University Chicago

Discussant: Laurie A. Rudman, Rutgers University

Speakers: Michael Kernis, Steve Spencer, Olesya Govorun, Tracy DeHart

Summary: Although researchers have been examining self-regulation for decades, most of this research has focused on people's explicit (i.e., consciously considered and relatively controlled) self-esteem. Very little is known about how people's implicit (i.e., unconscious, overlearned, and automatic) self-esteem influences self-regulation. The purpose of this symposium is to present recent research that has used cross-sectional, experimental, and longitudinal designs to examine how implicit self-esteem influences self-regulation and behavior. The first talk will focus on implicit self-esteem as an indicator of self-esteem fragility (Kernis). Kernis has found that people with high explicit and low implicit self-esteem are more verbally defensive when discussing distressing events. The second talk will focus on the role of implicit self-esteem in self-image maintenance (Spencer et al.). Spencer and colleagues have found that people with low explicit and high implicit self-esteem are more responsive to feedback, especially when that feedback influences other people's acceptance of them. The first two talks focused on discrepancies between people's implicit and explicit self-esteem and self-regulation. The third talk will examine how meditation promotes evaluative coherence within the self, serving an important self-regulatory function (Govorun et al.). Govorun and colleagues have demonstrated that meditation can increase the correlation between implicit and explicit self-esteem (and different measures of implicit self-esteem). Finally, the last talk will discuss how implicit self-esteem moderates the relation between

interpersonal interactions and alcohol consumption (DeHart et al.). Specifically, implicit self-esteem differences in regulating rejection and savoring positive experiences likely influence drinking in response to negative versus positive interpersonal experiences.

ABSTRACTS

IMPLICIT SELF-ESTEEM AS A MARKER OF SELF-ESTEEM FRAGILITY *Michael Kernis, University of Georgia* – In this talk, I present research indicating that low implicit self-esteem, especially when paired with high explicit self-esteem, is associated with heightened defensiveness and lower psychological well-being. I (Kernis, 2003) have suggested that low self-esteem is one marker of fragile self-esteem, along with contingent and unstable self-esteem. If this is true, several conditions should hold. First, these markers should intercorrelate with one another. Second, they should predict outcomes indicative of defensiveness in a similar manner. In one study I report, participants completed measures assessing each of these fragility markers. Several weeks later, participants completed Feldman Barrett et al.'s (2002) Defensive Verbal Behavior Assessment, in which individuals verbally recount to an interviewer past experiences that are generally construed as mildly to moderately distressing. At one extreme, individuals may convey information non-defensively with an open and honest admission of unpleasant thoughts and feelings. At the other extreme, individuals may be highly defensive, actively attempting to distance themselves from the admission of any negative self-relevant information in the service of self-protection. Findings indicated moderate correlations among the fragility markers. In addition, among individuals with high explicit self-esteem, verbal defensiveness was higher the lower their implicit self-esteem, or the more unstable or contingent their self-esteem. In other research, lower implicit self-esteem is related to lower authenticity. Broader implications of implicit self-esteem for psychological functioning and well-being will be discussed.

HOW SELF-IMAGE PROCESSES UNFOLD: THE ROLE OF EXPLICIT SELF-ESTEEM, IMPLICIT SELF-ESTEEM, AND OTHERS' ACCEPTANCE *Steven J. Spencer, Christine Logel, Joanne V. Wood, John G. Holmes, Mark P. Zanna, University of Waterloo* – In an attempt to reconcile an apparent contradiction in the literature, the authors propose that whether and how feedback affects self-esteem (SE) depends on the recipient's explicit SE, implicit SE, and beliefs about others' acceptance. In Study 1, participants with incongruent levels of explicit and implicit SE made speeded self-ratings that were more consistent with their implicit SE after positive feedback than after a neutral experience. Study 2 examined positive feedback in the lab, and Study 3 examined grades across the first term of university. In both studies, SE changed in the direction of feedback for LSEs with high implicit SE, whereas LSEs with low implicit SE guarded against the feedback, and this was explained by the effect of the feedback on their beliefs about their relationships. Implications for understanding motivations to maintain a positive image to the self and to others are discussed.

PULL YOUR SELF TOGETHER: MEDITATION PROMOTES CONGRUENCE OF IMPLICIT AND EXPLICIT SELF-ESTEEM *Olesya Govorun, Ohio State University, Burke Inc; Sander L. Koole, VU University Amsterdam; Clara Michelle Cheng, American University* – Self-esteem can be assessed explicitly via self-report, or implicitly, by comparing evaluations of self-associated versus neutral stimuli. Past work indicates that different measures of implicit self-esteem often do not correlate with one another, nor do they correlate strongly with explicit self-esteem measures. The present studies investigated whether meditation, or the practice of sustaining attention in a non-judgmental

manner, increases congruence of implicit and explicit self-esteem. As expected, implicit self-esteem, assessed by name letter preference, and explicit self-esteem were more positively correlated among more experi-

enced meditators and after experimentally induced meditation (Studies 1 through 3). Meditation also increased the correlation between two different measures of implicit self-esteem, i.e., name letter preference and a sequential priming measure (Study 4). Notably, meditation had no discernible effect on average levels of either implicit self-esteem or explicit self-esteem. These findings suggest that meditation promotes evaluative coherence within the self, thus serving an important self-regulatory function.

A DIARY STUDY OF IMPLICIT SELF-ESTEEM, INTERPERSONAL INTERACTIONS AND ALCOHOL CONSUMPTION IN COLLEGE STUDENTS

Tracy DeHart, Loyola University Chicago; Howard Tennen, University of Connecticut Health Center; Steve Armeli, Fairleigh Dickinson University; Michael Todd, Prevention Research Center, Pacific Institute for Research and Evaluation; Cynthia Mohr, Portland State University – Motivational models of alcohol consumption posit that people drink for two distinct reasons: as a way to regulate negative experiences (i.e., tension reduction) as well as to enhance positive experiences (Cooper, Frone, Russell & Mudar, 1995). Self-esteem differences in regulating perceived rejection and the savoring of positive experiences likely contribute to these different drinking motivations. A 30-day daily diary study on 505 college students examined the relations among implicit self-esteem, interpersonal interactions, and alcohol consumption. Multilevel analyses revealed that on days when students with low implicit self-esteem experienced more (versus fewer) negative interpersonal interactions they drank more and were more likely to drink with others that evening. However, these drinking episodes appeared to be an unintended consequence for people with low implicit self-esteem spending more time interacting with friends and acquaintances. In contrast, on days when college students with high implicit self-esteem reported more (versus fewer) positive interpersonal interactions, they drank more and were more likely to drink with others that evening. College students with high implicit self-esteem were more likely to intentionally drink with others in the evening on days when they reported more (versus fewer) positive interpersonal interactions. These findings suggest that people with low implicit self-esteem may unintentionally drink as a way to regulate unfulfilled needs for acceptance. On the other hand, people with high implicit self-esteem may drink as a way to enhance positive interpersonal experiences.

Symposia Session H5

SEE NO EVIL, SPEAK NO EVIL, BE NO EVIL, HEAR NO EVIL: EXTERNAL AND INTERNAL SILENCING OF STIGMATIZED GROUPS

Saturday, February 9, 2:00 - 3:15 pm, Ballroom B

Chairs: Janet K. Swim, Pennsylvania State University, and Julia C. Becker, University of Marburg

Discussant: Mikki Hebl, Rice University

Speakers: Julia C. Becker, Janet K. Swim, Eden B. King, Theresa K. Vescio

Summary: Stigmatization can occur in many different forms. While acts of commission may garner attention, acts of omission can still be powerful. Silencing is one form of omission. Stigmatized group members can be silenced by others not recognizing or attending to their presence, perspectives, or spoken words. Stigmatized individuals can silence themselves by choosing not to speak. Thus, silencing can be accomplished by external forces as well as internal forces. The aim of the symposium is to bring together research on the important questions of how and why members of stigmatized groups self-silence or are silenced by others. We start the symposium with a presentation about preconditions of self-silencing to sexism (see no evil). Becker will show how lack of attention to the prevalence of sexism and its harm promotes endorsement of subtle sexism. The second paper addresses women's

endorsement of relationship beliefs that encourage prioritizing others over the self. Swim will show that these are associated with being less likely to confront sexism (speak no evil). The third paper addresses self-silencing to sexual identity in lesbian and gay men (be no evil). King will demonstrate positive and negative consequences of breaking the silence for lesbians and gay men and how self silencing is promoted by heterosexual individuals. The final paper focuses on how non-stigmatized people contribute to self-silencing of stigmatized individuals. Vescio will show how women can be silenced by having their contributions misattributed to others and women's voices are, therefore, not heard (hear no evil).

ABSTRACTS

SEE NO EVIL - DIFFERENTIAL EFFECTS OF ATTENDING TO SEXISM AND ITS HARM ON REDUCING BENEVOLENT AND MODERN SEXIST BELIEFS

Julia C. Becker, Philipps University of Marburg & Janet K. Swim, Pennsylvania State University – Internalization of sexist beliefs can be a result of silence about the prevalence and harm of sexism. Three experiments tested the hypothesis that endorsement of subtle sexist beliefs can be reduced via heightening people's sensitivity towards its prevalence and harm. In the first experiment participants completed a daily diary where they attended to everyday sexist behaviours or non-sexist stressors. Compared to those who attended to non-sexist stressors, women who attended everyday sexism were more likely to reject Benevolent Sexist, Modern Sexist, and Neosexist beliefs. In the second experiment, participants were given information about the prevalence of sexism, harm from sexism, or information about non-sexist stressors. In this experiment we showed that heightened sensitivity towards harm experienced by the targets of discrimination resulted in rejection of Benevolent Sexism, whereas a heightened sensitivity towards the prevalence of sexism caused stronger rejection of Modern Sexist beliefs. The third experiment replicated experiment two. Plus, this latter study demonstrated that the prejudice reducing effects of the information were consistently stronger for women high in identification and men low in identification with their gender in-group. Taken together, the results suggest that lack of silence about sexism, via attending prevalence and harm of sexism, is an important precondition for the rejection of sexist attitudes.

SELF-SILENCING TO SEXISM

Janet K. Swim, Pennsylvania State University; Kris Eysell, Gettysburg College; Erin Quinlivan, Pennsylvania State University; Melissa Ferguson, Cornell University – While confronting discrimination can be both personally and socially beneficial, it is common for individuals to silence themselves to interpersonal forms of discrimination, such as everyday sexism. In the present paper we examine the role that "self-silencing" beliefs, as identified by Jack (1991), play in women's decisions about confronting everyday sexism. Self-silencing beliefs come from schemas that dictate how one should behave in interpersonal relationships. The beliefs indicate that one should prioritize others in relationships in order to maintain relationships and one should present oneself in ways consistent with the way others think one should behave over the ways that are more true to the self. Past research has shown that self-silencing beliefs are associated with depression in women. The research in this presentation will examine the role that these beliefs play in women's silencing to interpersonal sexism as reported in diary data. Results indicate that women behaviourally self-silence to about 50% of the interpersonal forms of sexism they encounter on a daily basis. Relationship maintenance beliefs (i.e., caring as self-sacrifice and conflict avoidance) are associated with not wanting to respond to unwanted sexual attention. Self-presentation beliefs (i.e., judging the self by other's presumably gender-based standards and a tendency to have a discrepancy between one's true inner feelings and how one presents oneself to others) and conflict avoidance are associated with wanting to

respond but holding back one's response to expressions of gender stereotypes and negative comments about women or gender equality.

BE NO EVIL: THE SILENCING OF DIVERSE SEXUAL IDENTITIES *Eden B. King, George Mason University; Clare Reilly, Michelle Hebl, Rice University* – Gay men and lesbians face a lifetime of decisions concerning whether or not to disclose the nature of their sexual orientation. The present study examines the complexities of sexual orientation disclosure, and attempts to determine factors that facilitate positive or exacerbate negative disclosure experiences from the perspectives of gay and lesbian employees and heterosexual coworkers. In the first study, we take the viewpoint of the target of stigmatization with narrative data from gay men and lesbians. In the second study, we also explore the perspectives of heterosexual individuals who have been recipients of their coworkers' sexual identity disclosures using both qualitative and experimental approaches.

Across the studies, we focus on timing and explicitness of disclosures as predictors of the experience of the recipient and discloser. Although gay and lesbian individuals are likely wary of disclosing their identity, it is also likely that the sooner and more directly a person can reveal their identity, the more quickly they might be able to be genuine, build stronger relationships, obtain available accommodations, and advocate on behalf of their identity group. However, immediate and direct disclosure can cause an awkward social experience for the recipient. Consistent with this, the results indicate that gay and lesbian individuals preferred immediate and explicit disclosures, whereas heterosexual individuals reported more positive experiences when disclosure occurred after a period of time. Taken together, the results suggest that disclosure experiences for gay and heterosexual employees are influenced by different factors, revealing a true struggle wherein sexual identity is silenced.

HEAR NO EVIL: THE EFFECTS OF GENDERED SPEECH PATTERNS ON MEMORY FOR DISCUSSION CONTRIBUTIONS

Theresa K. Vescio, The Pennsylvania State University; Susan T. Fiske, Princeton University; Larisa Heiphetz, The Pennsylvania State University – Women speak more tentatively than men, using more hedges (hum, ah), intensifiers (it's really hot), and tag questions that turn a declarative statement into a question (it's a nice day, isn't it?). Gender differences in speech styles hold across ages (Leaper & Smith, 2004; Sheldon, 1990) and cultures (Nakamura, 2001; Takano, 2005), and are most striking in male-female interactions (Carli, 1990) or when gender is otherwise salient (Palomares, 2004; Reid, Keerie, & Palomares, 2003). Whereas prior work examined the effects of tentative speech on influence (Carli, 1990; Reid, Keerie, & Palomares, 2003), this work examines the effects of language on speaker recognition (or memory for who said what, Taylor, Fiske, Etcoff, & Ruderman, 1978). After reading about the benefits of a tuition hike, participants completed a surprise recognition task; namely, participants matched speakers to argument content (omitting speech style). Consistent with predictions, main effects of type of speech and argument quality emerged; the sources of tentatively stated ideas were less well remembered than the sources of directly stated ideas, and the sources of low versus high quality arguments were less well remembered. These two effects additively combined; high quality contributions that were presented using tentative language were as poorly remembered as low quality contributions that were directly stated. Neither speaker gender nor participant gender qualified these effects. The implication is that high quality discussion contributions may be erroneously ascribed to people other than the source of the idea when tentatively stated in stereotypically female forms of speech.

Symposia Session H6

PUTTING THE "I" INTO JDM: A NEW WAVE OF SELF RESEARCH IN JUDGMENT AND DECISION MAKING

Saturday, February 9, 2:00 - 3:15 pm, Picuris Meeting Room

Chair: Cynthia Cryder, Carnegie Mellon University

Discussant: Fritz Strack, University of Würzburg

Speakers: Matthew Lieberman, Jennifer Lerner, Lee Ross, Tom Gilovich

Summary: For over a century the self has played a central role in social psychological research. However, in judgment and decision making (JDM), a main subfield of social psychology, theories of the self have played only a minor role. The current symposium highlights new, cutting-edge JDM research that emphasizes self processes. Beginning at a micro level, Lieberman discusses neural mechanisms that bridge the fields of social cognitive neuroscience and neuroeconomics. His work addresses bi-directional connections between self-regulation and economic decision making. Lerner and colleagues present how emotion and self-processes interact to influence economic decisions. Specifically, they find that high levels of sadness and self-focus combine to increase the amount that individuals spend on commodities. Ross and colleagues report evidence that individuals overvalue their own judgments and undervalue others' judgments, even when feedback and experience demonstrate the statistical advantages of aggregating others' judgments with one's own. They assess the cost of this normative violation and consider the value of policies that encourage aggregate judgments. Finally, Gilovich and colleagues investigate the effect of delays on the status quo bias and find that the perception of self-doubt due to delays makes status-quo options less attractive. In sum, the papers cut across neuroscience, emotion, and self-perception. Professor Fritz Strack serves as discussant, integrating the findings and discussing their significance for theories of social and personality processes.

ABSTRACTS

THE SELF AND DECISION MAKING: A VIEW FROM THE BRAIN

Matthew Lieberman, UCLA – Social cognitive neuroscience has explored the neural bases of self-processes while neuroeconomics has examined the neural bases of decision making. The current studies will highlight the ways in which research from both of these domains illuminates aspects of the other and how these domains intersect in self-relevant decision-making. The talk will examine the common neural bases involved in self-schemas, reflected appraisals, and reward processing. The talk will also explore the neural bases of self-regulation during economic decision-making in an ultimatum game study, as well as the neural bases of decision-making effects on self-regulation in a cognitive dissonance study. Finally, the talk will discuss the neural mechanisms involved in detachment from one's own perspective in social contexts as well as detachment from one's own perspective in the context of personal decision-making.

MISERY IS NOT MISERLY: SAD AND SELF-FOCUSED INDIVIDUALS SPEND MORE

Jennifer S. Lerner, Harvard University; Cynthia E. Cryder, Carnegie Mellon University; James J. Gross, Stanford University; Ronald E. Dahl, University of Pittsburgh – Drawing on William James's classic concept of the material self (1890), we tested a model that specified relationships among induced sadness, self-focus, and spending decisions. Sadness from past situations has been shown to spill over to new spending decisions, increasing the amount of money decision makers give up to receive a commodity (Lerner, Small & Loewenstein, 2004). The present studies tested when and why such spillover occurs. Results from two studies show that self-focus, coupled with self-reported sadness, fully mediates the sad-spillover effect. Additional results reveal an interactive relationship between self-focus and self-reported sadness, such that high levels of sadness predict increased buy-

ing prices when self-focus is high but not when self-focus is low. In sum, the results show that high levels of both sadness and self-focus are necessary to explain and predict increased buying prices in the sadness condition. Although spending decisions have been addressed primarily by economic theories, the present results highlight a central role for psychological theories of the self. The findings also suggest multiple points of collaboration between research psychologists and behavioral economists. Finally, because both studies used real commodities, real behavior, and real money, the results provide not only new theoretical insights across fields of study, but also practical implications for everyday decision making.

NAÏVE REALISM IN THE OVERVALUATION OF ONE'S OWN JUDGMENTS: THE LIMITED WISDOM OF DYADS *Lee Ross, Stanford University; Julia Minson, Stanford University; Varda Liberman, Interdisciplinary Center Herzliya; Chris Bryan, Stanford University* – In a series of studies conducted in Israel, members of dyads made individual and joint estimates about objective facts (e.g., per capita income) and peer sentiments (e.g., percentage favoring particular policies). Despite non-trivial cash incentives for accuracy, individuals consistently gave others' judgments little weight when making estimates. Failing to recognize that, on average, peers' assessments were no worse than their own, participants disregarded the statistical advantages of aggregating estimates and manifested an aspect of "naïve realism" (Ross & Ward, 1996). The tendency to undervalue others' judgments and overvalue one's own judgments was not reduced by immediate feedback about accuracy; nor was it reduced by a prior list-making task wherein participants experienced the benefits of pooling inputs.

Across studies, we assessed the costs of this normative violation by quantifying the increase in accuracy and decrease in potentially costly large errors that resulted when dyad members were required to agree on joint estimates. Additionally, we assessed whether accurate assessments received more weight than inaccurate ones in the context of such joint assessments. Further conceptual analysis focused on the factors that increase or decrease the costs of overvaluing one's own judgments and undervaluing peer judgments, and on the relevance of the present findings to the "wisdom of crowds" (Surowiecki, 2004), "groupthink" (Janis, 1974), and the value of institutional policies and structures that exploit the statistical advantages of pooling individual assessments.

DELAY, DOUBT, AND DECISION: HOW TO UNDO THE APPEAL OF DEFAULTS *Tom Gilovich, Cornell University; Niels van de Ven, University of Tilburg; Marcel Zeelenberg, University of Tilburg* – According to a regularity of democratic elections known as the incumbent rule, undecided voters who end up casting ballots tend to vote against the incumbent. This represents something of a puzzle because undecided voters are nothing if not uncertain, and the judgment literature indicates that uncertain individuals tend to opt for the status quo. To explain this regularity and to investigate the circumstances under which default or status quo effects might be eliminated, we examined whether electing to delay making a choice between a normative option and an alternative makes people subsequently less likely to choose the option that most people would otherwise have chosen. In one study, we found that participants who were induced to put off a decision between two alternatives were indeed less likely to opt for the default. In a second study, we found that a chosen delay made people less risk averse, making them more willing to reject a sure thing in favor of a gamble with only a slightly-higher expected value. Two additional experiments primed a sense of doubt in participants and provided support for a self-perception account of these results. Electing to delay a choice is interpreted as an indication of doubt—doubt that tends to be attributed to the most prominent option, which is often the option that most people would otherwise choose, such as a sure-thing, the status quo option, or the default. Such delay-induced doubt about a normative option makes it less appealing and hence less likely to be selected.

Symposia Session I

Saturday, February 9, 3:30 - 4:45 pm

Symposia Session I1

AUTOMATIC PROCESSES OF PREJUDICE

Saturday, February 9, 3:30 - 4:45 pm, Ballroom C

Chair: *Emiko Yoshida, University of Waterloo*

Speakers: *Emiko Yoshida, Steven Fein, Paige C. Brazy, Michael A. Olson*

Summary: Research on automatic prejudice has made a big stride in the last two decades. This symposium highlights different aspects of automatic processes of prejudice from both the perspective of the dominant groups and the stigmatized groups. Yoshida shows that social norms can lead to expression of biases and prejudice outside of awareness. Fein shows that the link between self-image threat and activation and application of stereotypes is moderated by local norms. Brazy presents work about automatic goal pursuit of egalitarian behavior. Finally, Olson discusses research on implicit evaluations of in-groups among members of stigmatized groups. Taken together, this symposium discusses various ways that automatic prejudice or egalitarian goals can influence cognition and behavior.

ABSTRACTS

THE INFLUENCE OF IMPLICIT NORMS ON DISCRIMINATION

Emiko Yoshida, Jennifer M. Peach, Steven J. Spencer and Mark P. Zanna, University of Waterloo – Research on social influences suggests that attitudes and behavior can be influenced by other people's preference or behavior outside of awareness (e.g., Asch, 1952; Sherif, 1936). In two studies, we demonstrate that other people's beliefs or behavior can influence one's behavior without their conscious awareness in important domains. In both studies, we measured implicit norms by a modified version of the implicit association test (IAT) with the category labels "most people like" / "most people don't like." In Study 1, we found that when people had to make a decision to shoot or not shoot a Black or White person who possessed a gun or harmless object in a shooter bias paradigm (Correll, Park, Judd & Wittenbrink, 2002), implicit norms predicted a shooter bias in their reaction times. More specifically, participants were faster to shoot a Black person than a White person. In Study 2, we manipulated norms about Muslim people by varying the audience's laughter towards a racist joke. We found that participants showed more negative norms towards Muslim people on the implicit norms measure when the audience laughs at the racist joke than when the audience did not laugh at the racist joke. Furthermore, participants allocated less money to the Muslim Student Association in the laughter condition than in the no-laughter condition. Taken together, these studies demonstrate that one's discriminatory behavior can be influenced by implicit norms.

SELF-IMAGE THREAT, LOCAL NORMS AND THE ACTIVATION AND APPLICATION OF STEREOTYPES

Steven Fein, Williams College, Priyanka Bangard, Stanford University – In a series of experiments we examine whether local norms moderate the link between self-image threat and activation and application of stereotype. In two experiments we either suggested that participants had racism scores that were outside the local norms (i.e., they scored higher in racism than their peers in their psychology class) or gave them no normative information. We found that when confronted with violating the local norm participants inhibited stereotypes even when the stereotypes were measured outside of awareness with a subliminal priming procedure. In contrast when they were given no normative information they subliminal primes led to the automatic activation of stereotypes. In three other studies we manipulated local

norms more subtly. In particular people watched a presentation that supposedly occurred on their college campus and we manipulated the audience reaction to the presentation. The presentations included arguments and humor that portrayed stereotyped groups in a negative light. The audience either expressed approval for the presentation (e.g., they laughed or applauded) or they remained silent in response to the presentation. We also manipulated whether participants experienced self-image threat or not. These studies suggest that local norms that support stereotypic evaluations can heighten the connection between self-image threat and stereotype activation and application, whereas local norms that condemn stereotyping and prejudice and break the link between self-image maintenance and stereotype activation and application.

THE INFLUENCE OF SIGNIFICANT OTHERS AND GOALS ON EGALITARIAN BEHAVIORS

Paige C. Brazy & Patricia G. Devine, University of Wisconsin-Madison – Drawing on previous interpersonal goal and prejudice reduction research, we explored how significant others (e.g., friends, family) who value being egalitarian may influence individuals' efforts to be egalitarian. Three studies examined how egalitarian goal strength, prejudice level, and the presence of significant others can affect individuals' behaviors toward ingroup and outgroup members. To assess egalitarian behaviors, we used an effort allocation task, where participants played a word scramble game and earned points help an African American player and a Caucasian player. Egalitarian behavior was defined as earning an equal number of points for both players. Study 1 demonstrated that participants' expression of race bias differed depending upon their egalitarian goal strength and prejudice level. Low prejudice participants with a strong egalitarian goal favored helping the African American player, while low prejudice participants with a weak egalitarian goal favored helping the Caucasian player. High prejudice participants, regardless of goal strength, favored helping the Caucasian player. Studies 2 and 3 examined whether the presence of an egalitarian significant other could help individuals reduce bias. Study 2 found that subliminally priming participants with the name of an egalitarian significant other reduced expressions of race bias compared to participants primed with a control significant other. Study 3 found that participants who read about an egalitarian behavioral strategy used by a significant other expressed less race bias than participants who read about a control behavioral strategy. This research provides initial evidence for the role significant others may play in influencing individuals' behaviors in intergroup situations.

IMPLICIT OUT-GROUP FAVORITISM: SYSTEM JUSTIFICATION OR EXTRA-PERSONAL ARTIFACT?

Michael A. Olson, University of Tennessee; Matthew T. Crawford, University of Bristol; Will Devlin, Cardiff University – A positive preference for ingroups can be considered a basic social psychological principle (Brewer, 2007). However, recent theory and research in the System Justification Theory (SJT) tradition (Jost & Banaji, 1994)

suggest that members of low-status groups, (e.g., African-Americans) prefer the higher status out-group (Caucasian Americans), particularly at the implicit level. We question the pervasiveness of this implicit out-group favoritism. After reviewing evidence of the prevalence of in-group favoritism, we argue that the only measure regularly revealing out-group favoritism (the IAT) is contaminated by extra-personal associations--information that, while available in memory, does not contribute to one's own attitudes. This is just the sort of information that would lead low-status groups to appear negative toward the in-group. We then examine the in-group and out-group attitudes of two low status groups for which past IAT research has revealed a preference for the out-group, and find that when this contaminating information is removed, an in-group preference is revealed. Specifically, across two studies, respondents from low status groups (African-Americans in Study 1 and homosexual males in Study 2) exhibited no in-group favoritism on the traditional IAT, replicating previous research. However, reliable in-group favoritism was found

among members of both groups on a modified IAT that reduces this contamination. The modified IAT also correlated better with direct measures in both studies. Thus, while system justifying motives promoting out-group favoritism are plausible, the extant evidence of out-group favoritism is flawed by the co-occurrence of extra-personal associations in measurement.

Symposia Session I2

THE IMPORTANCE OF LINGUISTIC PRACTICE IN SOCIAL AND CULTURAL COGNITION

Saturday, February 9, 3:30 - 4:45 pm, Ballroom A

Chairs: *Tiane Lee, Princeton University, and Susan T. Fiske and Virginia S. Y. Kwan, Princeton University*

Speakers: *Emiko S. Kashima, Tiane L. Lee, Angela K-y. Leung, Lera Boroditsky*

Summary: This symposium brings together recent research at the cross-roads of language and social psychology that identifies and presents several instantiations of the relationship between culture and language. The four talks discuss cognitive and social psychological cultural constructs that are revealed, represented, and enacted through various linguistic practices, including construction, evaluation, and interpretation. Kashima and Kashima investigate type language use as a mediating mechanism between language itself and analytic or holistic cognitive styles. Their research reveals negative associations between contextualizing language use, and dispositionalism in social descriptions and individualism. Lee and Fiske argue that the valued activity mode in a culture is reflected in preferences for particular framing of sentences. They demonstrate that Doing-oriented people favor wording that emphasizes active, externally measureable achievements while Being-oriented people favor stative language, which emphasizes the properties and states of the subject. Leung and Cohen illustrate em-bodied cultural cognition through perspective taking in language. Specifically, culture is em-bodied in both the interpretation and spontaneous generation of language, revealing the respective cultural norms and prescriptions for adapting the proper perspective (one's own, others') in representing and situating the self. Finally, Boroditsky discusses how attention, mental representations, and memory are shaped by the languages that people speak, focusing on the conception of time in several languages. Research findings support our conclusion that linguistic practice is a key source of understanding the beliefs, values, and practices that are performed and instituted, and thereby guide and construct the reality of human experience, in different cultures.

ABSTRACTS

CULTURE AND LANGUAGE: CONTEXTUALIZING AND DECONTEXTUALIZING LINGUISTIC PRACTICE

Emiko S. Kashima & Yoshihisa Kashima; School of Psychological Science, La Trobe University; Department of Psychology, The University of Melbourne – In a post-Whorfian understanding of culture-language relationship (Chiu, Leung, & Kwan, in press), language use rather than language per se plays a central role in mediating the reciprocal effect of culture and language. Distinguishing token (a particular instance of language use) and type language use (a type of language use), we postulate that there is a class of type language use that may be called contextualizing and decontextualizing linguistic practices, which may act as mechanisms for maintaining cultural differences in some aspects of analytic and holistic cognitive style (Nisbett, Peng, Choi, & Norenzayan, 2001), namely, the extent to which Westerners and Easterners attend to the figure (object located at the center of attention) as opposed to the ground in a figure-ground conceptual field. Contextualizing linguistic practices can be seen in terms of the choice of words and phrases for the subject, predicate, and other

aspects of a sentence, including tendencies to drop personal pronouns as the subject of a sentence, to use less abstract predicates (e.g., verbs rather than adjectives) to describe social objects, to include a contextual qualification of the predicate, and to place the contextual qualification at the beginning, rather than at the end, of a sentence. These contextualizing linguistic practices are shown to be associated with lower levels of cultural individualism and weaker tendencies to use dispositional terms in describing the self and other. Potential links between linguistic practices and social cognition will be discussed.

LINGUISTIC PREFERENCES REFLECT CULTURAL MODES OF ACTIVITY

Tiane L. Lee & Susan T. Fiske, Department of Psychology, Princeton University – The primary language in a culture offers insight into that culture's emphasized mode(s) of activity. In Doing-oriented cultures, the self is defined according to what it does or produces. Action is valued when it is externally directed and results in measurable achievement. Being-oriented cultures emphasize the condition and position of subjects, their state of being. Doing characterizes an American cultural emphasis on agency, while Being is illustrated in East Asians' emphasis on the place/position of the person embedded within his or her environment. We argue that these cultural orientations are mirrored in people's preference for language that communicates the corresponding activity mode. Primary English and Chinese speakers evaluated print advertisements that emphasize what the consumer 1.) would be able to do or achieve, resulting in external accomplishments (active), or 2.) would become or feel (stative), with consumption of the product. Primary English speakers perceived greater quality in ads that were actively phrased, thus featuring the resulting external accomplishments made possible by the products (e.g. perform, improve complexion). Primary Chinese speakers preferred ads that described the stative benefits conferred (e.g. feel healthy and fit, become calm and relaxed). We consider implications for the development of culturally appropriate marketing campaigns as well as implications of these cultural differences in psychological tendencies to perceive people by what they do versus by their state.

THE SOFT EMBODIMENT OF CULTURE

Angela K-y. Leung, Dov Cohen, School of Social Sciences, Singapore Management University, Department of Psychology, University of Illinois-- Urbana-Champaign – Cultural assumptions about one's relation to others and one's place in the world can be literally embodied in the way one cognitively maps out one's position and motion in time and space. In three experiments, we examined the psychological perspective that Asian American and Euro-American participants embodied as they both comprehended and produced narratives and mapped out metaphors of time and space. In social situations, Euro-American participants were more likely to embody their own perspective and a sense of their own motion (rather than those of a friend), whereas Asian American participants were more likely to embody a friend's perspective and sense of motion (rather than their own). We discuss how these psychological perspectives represent the soft embodiment of culture by implicitly instantiating cultural injunctions (a) to think about how you look to others and to harmonize with them or (b) to know yourself, trust yourself, and act with confidence.

HOW THE LANGUAGES WE SPEAK SHAPE THE WAY WE THINK

Lera Boroditsky, Department of Psychology, Stanford University – Do people who speak different languages think differently? Does learning new languages change the way you think? Do polyglots think differently when speaking different languages? I will present several lines of cross-linguistic experiments illustrating how the languages we speak shape the way we attend to, represent, and remember our experiences in the world. Part of my talk will focus on cross-cultural and cross-linguistic differences in the conceptualization of time, and will present data comparing English, Mandarin, Indonesian, and Hebrew speakers, as well as the Kuuk Thaayorre of Aboriginal Australia. The results suggest that

the private mental lives of people who speak different languages differ much more than previously thought.

Symposia Session I3

THE NONVERBAL EXPRESSION OF EMOTION: WHAT CAN WE LEARN FROM SPONTANEOUS DISPLAYS?

Saturday, February 9, 3:30 - 4:45 pm, Ruidoso Meeting Room

Chair: *Jessica L. Tracy, University of British Columbia*

Speakers: *Jessica L. Tracy, Ursula Hess, George A. Bonanno, Jose-Miguel Fernandez-Dols, David Matsumoto*

Summary: A fundamental precept in the emotion literature is that a small set of emotions are associated with distinct, cross-cultural, nonverbal expressions. However, the majority of research supporting this assumption has examined recognition of posed emotional expressions, with fewer studies testing whether expressions are spontaneously displayed. Moreover, findings from those studies that have examined spontaneous displays are somewhat variable, resulting in disagreement about whether nonverbal expressions are, in fact, a key behavioral outcome of emotions.

In this symposium, five researchers take a complex approach to this issue, asking not whether every emotional experience is accompanied by a distinct nonverbal display, but rather when, why, and which emotions are spontaneously displayed, and what effects these displays might have. First, Tracy will provide cross-cultural evidence for the spontaneous display of two self-conscious emotions, pride and shame. Second, Hess will ask how spontaneous anger displays are modified depending on the culture of both the individual showing the expression and the individual receiving it. Third, Bonanno will examine positive emotion displays, and will demonstrate that, in certain contexts, expressing happiness may not be adaptive. Fourth, Fernandez-Dols will review a large body of research suggesting that the display of positive emotions in general depends on context. Finally, Matsumoto will provide evidence for a theoretical model of the contextual factors that determine whether spontaneous displays occur, across a range of cultures and emotions. Together, these presentations will clarify what we can and cannot conclude about emotion expression, based on ecologically valid studies of nonverbal behavior.

ABSTRACTS

MORE THAN A THRILL: THE SPONTANEOUS DISPLAY OF PRIDE IN RESPONSE TO VICTORY

Jessica L. Tracy, University of British Columbia – After experiencing a success, individuals typically respond with positive affect, and display a nonverbal expression of happiness. However, recent research suggests that happiness is not the only emotion elicited by success; pride, another positive emotion, also may occur. Like happiness, pride has a distinct nonverbal expression that is reliably recognized by children and adults across widely divergent cultures, suggesting that it may be a human universal, evolved to serve a distinct adaptive function. Specifically, the pride expression may communicate an individual's success to others, thereby informing them that he/she merits higher status and group inclusion. However, this presumed function relies on a central assumption not yet tested: Is the recognizable pride expression spontaneously displayed in response to success, by individuals across cultures?

Two studies addressed this issue. Study 1 coded nonverbal behaviors shown by judo wrestlers in the Olympic Games immediately after match success and failure. Study 2 coded nonverbal behaviors shown by athletes competing in wide range of athletic events, immediately after success. Across both studies, individuals displayed the prototypical pride expression in response to success, and in, Study 1, several aspects of the

shame expression in response to failure. The pride response to success held across gender, culture, and athletic event. In contrast, shame was somewhat influenced by culture and gender. These findings have implications for our understanding of self-conscious emotions, spontaneous emotional expression, and the function of pride.

WHO SHOWS ANGER WHEN PLAYING A VIDEO GAME? THE INFLUENCE OF SOCIAL INFLUENCES ON SPONTANEOUS FACIAL EXPRESSIVITY IN A CONFLICT SITUATION Ursula

Hess, *University of Quebec at Montreal* – Display rules refer to the set of social norms that guide the appropriate display of facial expressions. They tell us to whom and in what context it is appropriate or inappropriate to express various emotions. During a conflict situation, different factors affect the adherence to display rules, such as level of collectivism and type of interaction partner. Matsumoto (1996) suggested that people with a collectivist orientation suppress negative emotion displays to maintain a good relationship with in-group members, but are more likely to display negative affect towards out-group members. For individualistic individuals, the reverse is expected.

The present study investigates this hypothesis for French Canadian (individualistic) and Mainland Chinese (collectivistic) individuals. Same sex dyads played a video game which was designed to create conflict. Participants played either with an in-group or out-group member. Facial EMG was measured at the Obicularis Oculi, the Zygomaticus Major, and the Corrugator Supercilii sites to assess expressive behavior. Self-report measures confirmed that participants were increasingly irritated during the game and that they attributed the cause of their irritation to their game partner. Overall, Chinese participants were less expressive, both for positive and negative emotions, than Canadian participants. As expected, Canadian participants expressed more negative affect towards an in-group than an out-group member, but for Chinese only a very weak trend in the expected direction emerged.

CONTEXT MATTERS: THE BENEFITS AND COSTS OF SPONTANEOUS EXPRESSIONS OF POSITIVE EMOTION George

A. Bonanno, *Columbia University* – Until recently, little attention was paid to positive emotion. It is now well-established, however, that positive emotions are of tremendous adaptive value. They promote health and well-being, social adjustment, and adjustment to aversive life events. But are the consequences of expressing positive emotions always positive? Both evolutionary theory and empirical research on trauma disclosure suggest that positive emotions might incur important social costs if they are expressed in the context of stigmatized life events.

To test this thesis, we coded genuine (Duchenne) smiling and laughter and also non-Duchenne smiling in a sample of late-adolescent and young adult women as they described the most distressing event of their lives. Approximately half of the women in the sample had documented histories of childhood sexual abuse (CSA). Consistent with previous studies, genuine positive emotional expression was generally associated with better social adjustment two years later. However, as anticipated, CSA survivors who expressed positive emotion in the context of describing a past CSA experience had poorer long-term social adjustment, whereas CSA survivors who expressed positive emotion while describing a non-abuse experience had improved social adjustment. These findings suggest that the benefits of positive emotional expression may often be context specific.

ON THE NATURAL HISTORY OF THE EXPRESSION OF ENJOYMENT Jose-Miguel Fernandez-Dols, *Universidad Autonoma de Madrid*

– Facial affect coding of spontaneous expressions of intense enjoyment from more than 200 individuals --athletes, bullfighters, judo fighters, bowlers, soccer fans, and people experiencing pleasure-- reveals a remarkable variety of situation-specific facial expressions, rather than one cross-situational expression. Spontaneous expressions of intense sensual enjoyment are similar to those described in the literature as uni-

versal expressions of pain. Enjoyment in agonistic contexts has a number of distinctive displays; some are unique, and some share most of the components of the alleged universal expression of anger. Enjoyment in affiliative contexts can be correlated with smiles, but also with a number of unexpected expressive patterns such as crying.

In conclusion, there is no universal spontaneous expression of enjoyment. Facial expressions are interpretable not as expressions of a few basic emotions, but as responsive to the affective and social properties of the specific situation in which they occur.

WHAT'S IN A FACE? FACIAL EXPRESSIONS AS SIGNALS OF DISCRETE EMOTIONS David Matsumoto, *San Francisco State University*

– Some controversy exists concerning whether or not discrete facial expressions are produced when emotions are elicited, but in reality no student of the face, even some of the field's strongest proponents, believes that facial expressions are always produced when emotions occur. People can have emotions without expressions, and people can simulate expressions even though they don't experience emotion. A comprehensive review of facial production studies highlights some of these issues and demonstrates that, while a vast majority of existing studies do indeed show that discrete facial expressions occur when emotions are elicited, a not insubstantial number of studies also raise questions about this linkage. In this presentation, I suggest that the field should move beyond asking whether or not expressions occur when emotions are aroused, but instead ask under which conditions they do and do not occur. I present a new theoretical framework that can account for the occurrence or not of expressions when emotions are elicited, and provide preliminary data to support it. Results indicate that expressions tend to occur when the eliciting circumstances are closer to the types of prototypic events for which emotions have evolved to address. When emotion-eliciting events are far removed from the prototype, there is considerably less linkage between emotion and expression.

Symposia Session I4

MAPPING THE LONGITUDINAL COURSE OF MARITAL SATISFACTION AFTER THE NEWLYWED YEARS

Saturday, February 9, 3:30 - 4:45 pm, Pecos Meeting Room

Chair: Sara Gorchoff, *University of California, Berkeley*

Discussant: Benjamin Karney, *University of California, Los Angeles*

Speakers: Sanjay Srivastava, Sara M. Gorchoff, Sarah R. Holley

Summary: A recent debate over shifting agendas for marital research has generated the suggestion that instead of adding new processes and variables to the already dizzying array of factors implicated in marital satisfaction, researchers should broaden the scope of marital research to address how marital satisfaction unfolds over time and in response to contextual factors (Karney, 2007). This perspective requires an acknowledgement that the predictors of relationship satisfaction may vary depending on their timing within the course of the marriage. Such contextualized investigations of change in marital satisfaction are best achieved with longitudinal data. The current symposium uses three different long-term, longitudinal data sets to explore changes in marital satisfaction over time. These talks represent diverse conceptual approaches and focus on distinct portions of the marital life course. Srivastava will investigate trajectories of marital satisfaction over the first 15 years of parenthood and use data with long-term dating couples to develop a process-model for predicting relationship satisfaction and stability from expectancies and perceived social support. Gorchoff will present data spanning 18 years during middle age suggesting that increases in marital satisfaction are linked to the transition to an empty nest. Holley will present research investigating the effect of personality similarity of middle aged and older aged marital partners on trajectories of marital satisfaction over 12 years. Together, these talks span nearly 50

years of marriage from when couples first become parents to when they are retired and their children have left home. Each talk uniquely illustrates how marital processes are not static and momentary but occur within a larger time course and a specific life context that powerfully impact trajectories of change in marital satisfaction. Discussant Benjamin Karney will discuss the merits of the research approach advanced here and situate the current findings within the broader context of marital research.

ABSTRACTS

SATISFACTION AND LONGEVITY IN LONG-TERM RELATIONSHIPS: THE IMPORTANCE OF OUTLOOK ON RELATIONSHIP SUCCESS

Sanjay Srivastava, University of Oregon; Gilad Hirschberger, Bar-Ilan University; Kelly M. McGonigal, Stanford University – What happens to relationship satisfaction over the course of a long-term relationship? What factors contribute to satisfaction and the longevity of close relationships? In Study 1, we examined satisfaction in two samples of married couples, followed longitudinally for a combined 15 years from the birth of their first child. Growth curve analyses indicated that satisfaction decreased consistently throughout the entire period studied, at similar rates for both husbands and wives. In survival analyses, husbands' relationship satisfaction at the time of childbirth was a predictor of the longevity of the marriage. Thus, men's dissatisfaction was a risk factor for divorce, whereas women's dissatisfaction was a risk factor for an unhappy marriage. In Study 2, we focused on two factors that might contribute to satisfaction and longevity by shaping partners' perceptions of each other: optimism and perceived support. In a study of long-term dating couples, optimism, a broad tendency to expect positive outcomes in life, was associated with greater relationship satisfaction both for the optimists themselves and for their partners (even if they were not also optimists). Following a conflict conversation, both optimists and their partners reported that the conflict had been handled more constructively and was better resolved. Men's optimism predicted whether couples were still together at follow up one year later. All effects of optimism were mediated by perceived support, which promotes a variety of beneficial processes in close relationships.

ONCE THE CHILDREN ARE AWAY, THE PARENTS WILL PLAY: CONTEXTUALIZING INCREASED MARITAL SATISFACTION IN MIDDLE AGE

Sara M. Gorchoff, Ravenna Helson, Oliver P. John, University of California, Berkeley – As couples say their vows and contemplate 'til death do us part, what type of futures do they have to look forward to? This question is best answered using longitudinal data. However, longitudinal studies of marriage have focused primarily on the early years of marriage as couples begin to build their families. We used longitudinal data spanning middle age (43 to 61) to test four interrelated hypotheses: (a) marital satisfaction would increase during middle age, (b) this increase would not occur at the same age for every woman but would instead be related to (c) children leaving home and (d) the resulting shift in the quality of the time a couple spends together. On average, marital satisfaction (both self-reported evaluations of marriage and coded marital quality) increased but individuals differed in the magnitude and timing of the change. Women who made the transition to an empty nest increased more in marital satisfaction than women with children still at home (whose marital satisfaction decreased) and women whose children had long since left home (whose marital satisfaction remained high). The effect of the transition to an empty nest was mediated by changes in how much the women enjoyed spending time with their partners. The present findings illustrate the utility of studying marital satisfaction longitudinally, focusing on important life transitions, and investigating the change processes by which life transitions impact marital satisfaction.

PERSONALITY SIMILARITY PREDICTS MORE NEGATIVE MARITAL SATISFACTION TRAJECTORIES IN LONG-TERM MARRIAGES

Sarah R. Holley, University of California, Berkeley; Michelle N. Shiota, Arizona State University; Robert W. Levenson, University of California, Berkeley – Past research suggests that similarity in demographics, values, activities, and attitudes predicts higher marital satisfaction. But does similarity in the personalities of romantic partners predict greater relationship satisfaction? Few studies have assessed the link between personality similarity and relationship satisfaction, and those that exist have typically used cross-sectional designs with participants in dating couples or young marriages. The relationship between personality similarity and relationship satisfaction in marriages of longer duration and at different life stages is still unknown, as is the effect of personality similarity on the trajectories of marital satisfaction over time. The present study examined the relationship between Big Five personality similarity and initial levels and 12-year trajectories of marital satisfaction in long-term couples, aged in their 40s and 60s at the beginning of the study. Across the entire sample, greater overall personality similarity predicted more negative slopes in marital satisfaction trajectories. In addition, spousal similarity on Conscientiousness and Extraversion more strongly predicted negative marital satisfaction outcomes among the midlife sample than among the older sample. Results are discussed in terms of the different life tasks faced by young, midlife, and older adults, and the implications of these tasks for the "ingredients" of marital satisfaction.

Symposia Session 15

NONCONSCIOUS MOTIVATORS: THE INFLUENCE OF ENVIRONMENTAL CUES ON COGNITION AND BEHAVIOR

Saturday, February 9, 3:30 - 4:45 pm, Ballroom B

Chairs: Ron Friedman, Hobart and William Smith Colleges, and Henk Aarts, Utrecht University

Speakers: Rob W. Holland, Andrew J. Elliot, David T. Neal, Henk Aarts

Summary: Over the past decade, it has become clear that people's goal pursuits can be triggered by environmental cues and run to completion outside conscious awareness. The exact mechanisms underlying these effects, however, are still not fully understood. For instance, we do not know whether environmental cues direct and motivate behavior as a result of cueing the behavior system directly, or whether the environmental influence is modulated by information processing in the cognitive and motivation system. In addition, if people's behaviors are directed and motivated by environmental cues, how do they experience their behavior as being willfully caused by their conscious goals? In the current symposium, we present four lines of new research that attempt to answer these pressing questions in the field of nonconscious goal-pursuit. Holland will present evidence suggesting that scent motivates people's behavior and conscious goal setting through activating goal representations that inhibit other goals that are present. Elliot and Niesta will then present data demonstrating that colors represent unique priming stimuli that trigger basic approach or avoidance reactions outside awareness, that are context-dependent. Neil, Pascoe, and Wood offer data suggesting that when cues activate habitual responses based on procedural knowledge, goals weaken, rather than facilitate performance. Aarts and Custers will focus on the role of affect as a nonconscious source of goal pursuits and demonstrate how implicit motivation, regulation and experienced agency of goal pursuit may be linked by priming cognitive representations of goals in temporal proximity to positive affect.

ABSTRACTS

THE SMELL OF MOTIVATION: EFFECTS OF PHYSICAL CUES ON NONCONSCIOUS GOAL-PURSUIT *Rob W. Holland, Radboud University Nijmegen* – Physical cues such as scents, brightness, tones, color, touch and temperature have been shown to influence general affective states and/or general approach-avoidance motivations. However, the link between physical cues and specific motivated social behaviors, and the possible role of (nonconscious) cognitive processes in physical cuing of specific motivated behaviors are as yet fairly undemonstrated. In a recent set of studies, we provided initial evidence for a direct link between odor and (mental representation of) social behavior [Holland, R., Hendriks, M., & Aarts, H. (2005). Smells like clean spirit: Nonconscious effects of scent on cognition and behavior. *Psychological Science*, 16,689-693]. The present research aimed to take this work a step further by testing the effects of olfactory cues (e.g. the nonconscious perception of the scent of beer) on specific motivations (e.g. the goal to go out) across the various stages of regulating motivated behavior. The results indicated that specific scents: (1) activated specific goals and inhibited competing goals when making plans for future activities; (2) facilitated behavioral persistence on a task that was relevant to the goal; and (3) elicited positive affect among individuals who were provided with the opportunity to attain their goal. Thus, on various stages of goal-pursuit, including goal-setting, persistence and goal attainment, the present series of studies support our hypotheses that physical cues can trigger specific motivations.

COLOR AND PSYCHOLOGICAL FUNCTIONING *Andrew J. Elliot and Daniela Niesta; University of Rochester* – Color is omnipresent in individuals' perceptual experience of the world, yet little is known about the influence of color on affect, cognition, and behavior. In response, we have developed a model of color and psychological functioning which contends that color exerts its effects 1) via basic approach and avoidance motivational tendencies, 2) differentially as a function of context, and 3) outside of conscious awareness. Our talk focuses on research that we have recently conducted in achievement and affiliation contexts that supports our model.

The first set of studies that we will overview demonstrates that a brief glimpse of red (relative to green and several neutral colors) on the cover of an IQ test undermines IQ test performance. In addition, viewing red prior to an IQ test evokes avoidance motivation that, in turn, undermines performance attainment. Participants are unaware of the influence of red on their motivation and performance.

The second set of studies that we will overview demonstrates that viewing red (relative to green, blue, and several neutral colors) near a moderately attractive female influences heterosexual males' motivation to approach the female. Specifically, males rate a female target as more attractive and report having more sexual desire toward the female when she is presented in the presence of red. Participants are unaware of the influence of red on their perceptions and desires.

We will close with statements about color as a unique priming stimulus. We will also articulate the need for and value of rigorous scientific work on color psychology.

EFFORTLESS PERFECTION: THE PARADOXICAL EFFECTS OF EXPLICIT AND IMPLICIT GOAL PRIMING ON HABITUAL RESPONDING *David T. Neal, Anthony Pascoe, Wendy Wood; Duke University* – Habits constitute a major route through which context cues (e.g., places, other actions) can acquire the power to trigger behavior. In this research we explore how such context-cued habits respond to people's implicit (Study 1) and explicit (Study 2) goals. Both studies employed a probabilistic learning paradigm that enables cue-response habits to be experimentally induced in procedural memory. Control participants learned a modified version of the task known to engage (non-

habitual) declarative memory. In Study 1, implicit priming of an achievement goal led participants with declarative-based knowledge to improve their performance at the task. However, participants with habit-based, procedural knowledge performed significantly worse when primed to achieve. Study 2 replicated this effect using an explicit goal priming manipulation. Specifically, participants who were told they would receive a cash bonus based on performance did significantly better if they initially learned the task via declarative memory. In contrast, the cash bonus led those who learned the task via habit-based procedural memory to perform significantly worse. We interpret these data as supporting the view that habitual responding is relatively autonomous from goal systems, since the activation of task-relevant achievement goal does not facilitate, but rather impedes, the habitual response. The data from Study 1 also extend previous work on the 'choking' effects in skilled performance by showing that the performance of procedural skills can be impaired even by goals one is not consciously pursuing.

CUES, ACTIONS AND THE SENSE OF AGENCY: IMPLICIT MOTIVATION AND ADAPTATION OF GOALS AND EXPERIENCES *Henk Aarts and Ruud Custers; Utrecht University* – Recent work has discovered that human goal pursuit can be directly cued by the environment in the absence of conscious awareness. Whereas these goal priming effects are intriguing and pervasive, it is still a puzzle how the mental representations of goals turn into motivated behavior nonconsciously. Furthermore, if we assume that people's goals and resultant behaviors emerge from nonconscious sources and can operate outside of awareness, what kind of mechanism leads them to believe that conscious will causes goal pursuit? This presentation attempts to promote a more comprehensive understanding and examination of this topic. Specifically, it discusses recent work showing how priming mental representations of goals in temporal proximity to the activation of positive affect modulates (1) the implicit motivation to pursue goals; (2) the regulation of these goal pursuits without awareness of the activation and operation of the goal; and (3) the process underlying the experience of agency.

Symposia Session I6**ALTERNATIVE WAYS TO MAINTAIN A SUBJECTIVE SENSE OF BELONGING**

Saturday, February 9, 3:30 - 4:45 pm, Picuris Meeting Room

Chairs: *Cynthia McPherson Frantz, Oberlin College, and Megan L Knowles, University of Georgia*

Speakers: *Megan L. Knowles, Jaye L. Derrick, Michael J. Poulin, Cynthia McPherson Frantz*

Summary: Psychologists have long argued that the need to belong is a fundamental human drive to form and maintain positive, long-lasting relationships with others (e.g., Baumeister & Leary, 1995; Maslow, 1970). Recent research and theory pertaining to belonging regulation have expanded previous conceptions of the ways in which it can be fulfilled. The present researchers argue that the maintenance of individuals' subjective sense of connection is as important, if not more important, than the direct repair of broken social bonds with other people. In other words, satiating one's belonging needs does not require direct social interaction with other humans. Four talks explore the breadth of belongingness in human experience. Knowles and Gardner will discuss the nature of individuals' attachment to their favorite television characters and how exposure to these "social surrogates" can protect individuals against the negative consequences of rejection. Rather than examining the impact of individuals' connection to particular television characters, Derrick and Gabriel will present research demonstrating that exposure to a favorite television show can help fulfill individuals' need to belong to collectives. Discussing even more abstract relationships, Poulin

& Brown will describe the belongingness and health benefits that accrue from investment in a deity. Extending the concept of belonging beyond human-to-human relationships, Frantz, Winter and Mayer will present data suggesting that for some individuals, nature can fulfill the need to belong. Altogether, these talks will illuminate the diverse ways in which people can potentially fulfill the innate, fundamental need for belonging.

ABSTRACTS

"I'LL BE THERE FOR YOU. . ." – FAVORITE TELEVISION CHARACTERS AS SOCIAL SURROGATES Megan L. Knowles, University of Georgia, Wendi L. Gardner, Northwestern University – According to the Belonging Regulation Model (Gardner, Pickett, & Knowles, 2005), most individuals have available an array of strategies that can be implemented to maintain a sense of social connection. One strategy involves the use of parasocial attachments as social surrogates. Specifically, individuals may bolster their subjective sense of connectedness by forming one-sided attachments (called parasocial attachments) to their favorite television characters. The present investigation examines the power of parasocial attachments as a potential buffer from rejection distress. Study 1 compared the effects of writing about a favorite television character versus a favorite hobby on rejection induced cognitive deficits. Study 2 compared individuals exposed to images of their own or another's favorite television character and assessed post-rejection self-protective cognitions and friendship satisfaction. Across both studies, one's own favorite television character appeared to serve as a social surrogate, protecting individuals from the adverse impact of a social rejection.

WHO DO WE TURN TO WHEN OUR FRIENDS AREN'T THERE? TELEVISION AS A SOCIAL SURROGATE Jaye L. Derrick & Shira Gabriel; University at Buffalo, State University of New York – The need to belong is a fundamental human motivation. The current research proposes that favorite television shows provide not just amusement, but also an alternate social world that can fulfill collective social needs. Four related studies support this hypothesis. In Study 1, participants reported watching more of their favorite television show when feeling lonely, and they reported feeling less lonely while watching their favorite television show. In Study 2, participants spent more time writing about a favorite television show after thinking about a rejection experience than after thinking about a control topic. In Study 3, writing about a favorite television show, but not whatever is on television, protected state self-esteem and mood after rejection. In Study 4, the accessibility of exclusion-related words decreased after writing about a favorite television show, but not after writing about a time when they watched whatever was on television or an academic success. Together, these studies demonstrate that people watch their favorite television show when feeling lonely or rejected and feel less lonely or rejected when watching their favorite television show. These results suggest that people may be able to fulfill their need to belong to collectives or groups, at least temporarily, by watching favorite television programs.

RELIGION AND BELONGINGNESS: POTENTIAL HEALTH BENEFITS OF "GIVING" TO A DEITY Michael J. Poulin, Stephanie L. Brown; University of Michigan – In recent years, researchers have speculated that a sense of belongingness fostered by perceiving a relationship with a deity could be beneficial for religious adherents, potentially helping to explain how religious commitment and participation promote physical health. Based on new research that locates the health benefits of social relationships in helping behavior, we sought to examine whether the motivation to give to a deity might also explain the religion-health association. To address this question, we surveyed 214 undergraduate females recruited for a larger study of relational influences on behavior. Participants completed measures of specific illness symptoms, overall self-rated health, perceived interdependence and bond with a deity, and giving to or investment in a deity (e.g., "I would give up anything to

please God," "I would risk my life for God"). Regression analyses controlling for demographics and emotional well-being showed that giving to a deity was associated with fewer health symptoms ($r = -.32$) and better self-rated health ($r = .44$), but other aspects of the perceived relationship were not. Belongingness associated with a desire to give to a deity may be an important but overlooked aspect of religion, and may have implications for religious behavior, including sacrifice and altruism.

MEETING THE NEED TO BELONG THROUGH CONNECTION TO NATURE Cynthia McPherson Frantz, Olivia Winter, F. Stephan Mayer; Oberlin College – The majority of social psychological research on the need to belong has emphasized the ways in which this need can be fulfilled through interactions with other humans – fictional or real, present or absent. In this talk, we will explore the possibility that the need to belong can also be met through interactions with the natural world. Drawing on anthropological observations and evolutionary theory we will argue that humans' psychological relationship to the natural world has parallels to humans' psychological relationship to other people. Relationships with particular organisms (e.g. a pet or favorite tree) provide the possibility of fulfilling dyadic belonging needs, while feeling part of an ecosystem or the larger cycle of life may fulfill the need to belong to a collective. Data from two studies will be presented illustrating that for people with high trait levels of connection to nature, interaction with the natural world increases feelings of belongingness, and buffers against rejection.

Symposia Session I7

USING ADVANCED PERSONALITY RESEARCH METHODS TO CLARIFY THE PROCESSES UNDERLYING PERSONALITY PATHOLOGY

Saturday, February 9, 3:30 - 4:45 pm, Cochiti Meeting Room

Chair: Daniel Leising, University of Halle-Wittenberg, Germany

Discussant: Lee Anna Clark, University of Iowa

Speakers: William Fleeson, Leigh Wensman, Debbie Moskowitz, Daniel Leising

Summary: Researchers interested in personality and those interested in personality disorders are beginning to find common ground. A well-established finding is that most of the DSM-IV personality disorders can be described in terms of the Five Factor Model of personality. However, the potential for mutually beneficial influence is much greater than that. Until recently, personality disorder research has been heavily dependent on retrospective self-reports, which is somewhat paradoxical, as many scholars assume that personality pathology is associated with a biased view on one's own and others' behavior. As a consequence, this symposium presents a number of studies in which various personality disorders (histrionic, borderline, avoidant, dependent) were investigated using advanced methods of basic personality psychology, such as behavior observation and experience-sampling. All studies aimed at clarifying the common processes underlying both normal and abnormal personality functioning, and at elucidating what exactly is 'pathological' about people's personality. Is it the presence of behaviors and experiences that are rarely found in 'normal' persons? Is it the rigidity of behavior and experience over time? Or is it that specific behaviors expose the self and others to distress again and again? The symposium is meant to strengthen the ties between two research areas that have been kept separate for much too long.

ABSTRACTS

USING ACTUAL BEHAVIOR PATTERNS TO STUDY NORMAL PERSONALITY, PERSONALITY DISORDERS, AND THEIR

DIVIDING LINES: HISTRIONIC PERSONALITY DISORDER AS ILLUSTRATION

William Fleeson, Lindsey A. Blackburn; Wake Forest University – Focusing on actual behavior patterns has produced several insights about normal personality, and, given the growing similarity between the two fields, may also reveal insights about personality disorders. We studied actual behaviors to address three questions critical to histrionic personality disorder's (HPD) qualification as a disorder: the actual distribution of its characteristics in the population, its behavioral overlap with normal traits, and its association to distress. Participants came to the laboratory on eight different occasions each over the course of five weeks, interacted in small groups, and rated their own behavior, affect, and enactment of three characteristics of HPD: seeking attention, exaggerated emotions, and impressionistic speech. Data revealed that the distributions of these three HPD characteristics in actual behavior were continuous, with no clear break indicating disorder. All three HPD characteristics were associated with normal trait-manifesting behavior. Seeking the center of attention -- traditionally a core characteristic of HPD -- was not associated with distress, but exaggerated emotions and impressionistic speech were, with impressionistic speech strongly predicting distressed emotions, low self-esteem, and feelings of inappropriateness. The case of cholesterol may be a good metaphor for how we should conceptualize personality disorder characteristics: The trait is normally distributed throughout the population, but high levels of it are associated with risk and distress. Research on actual behavior may bring clinical and basic personality theory together and elucidate the mechanisms underlying both normal and disordered personality.

SHOULD YOU LOOK BEFORE YOU LEAP OR IS S/HE WHO HESITATES LOST? EXPLORATION OF THE DOMAINS OF IMPULSIVE AND PLANFUL BEHAVIORS AND PERSONALITY

Leigh Wensman, Lee Anna Clark; University of Iowa – Behaviors labeled "impulsive," "disinhibited," or "externalizing" are implicated in many disorders in DSM-IV (APA, 1994). However, clear delineation of this broad domain at the level of both broad traits and specific behaviors remains elusive. A large (N = 519) sample of undergraduates completed an extensive battery of self-report trait measures in this broadly defined domain; a subset (n=409) completed a retrospective measure of moderate-frequency behaviors, and a subgroup of these (n=153) also completed a 2-week prospective measure of specific daily behaviors. The moderate-frequency behaviors formed a single factor with two subfactors representing irresponsible behaviors primarily associated with (1) breaking rules and laws (leaving a restaurant without paying, speeding, partying before and cheating on tests, fighting, etc.) and (2) unconstrained sexual behavior and substance use (multiple one-night stands, sexual cheating, use of illegal drugs, frequent barhopping, etc.). A two-factor structure of daily behaviors emerged, with orthogonal factors representing (1) conscientious behaviors (going to class, checking the weather before dressing, making to-do lists, watching one's spending, etc.) and (2) Spontaneous/Nonplanful behaviors, with the latter forming two subfactors composed of behaviors characterized by a carefree lifestyle (making impulse buys, ignoring crosswalks, skipping class, doing things without reading instructions, etc.) and more extreme impulsive/aggressive behaviors (making a public scene, physical fighting, deliberate self-injury, etc.). Convergent/discriminant patterns with self-report trait scales will be presented. The data are consistent with the emerging view that structurally distinct personality trait dimensions may underlie different types of "impulsive," "disinhibited," or "externalizing" behaviors.

INTERPERSONAL VARIABILITY IN INDIVIDUALS WITH BORDERLINE PERSONALITY DISORDER

D. S. Moskowitz, J. J. Russell, J. Paris, D. Sookman, D. C. Zuroff; McGill University – Clinical accounts characterizing individuals with Borderline Personality Disorder (BPD) have emphasized the role of instability in behavior and affect. We focus on instability in interpersonal behavior and argue that both the conceptualization and measures of instability can be improved. We propose

that it is useful to conceptualize the interpersonal behavior of patients in terms of the Interpersonal Circle. We then demonstrate that the Interpersonal Circle and event-contingent recording can be used to produce an assessment of "spin" that quantifies the extent of within-person variability among interpersonal behaviors. These ideas are illustrated with data from a study of BPD patients and nonclinical controls who collected records about their social interactions using event-contingent recording over a 20-day period. Group differences were found for mean level differences and for within-person variability, controlling for these mean level differences. BPD individuals were less dominant, more quarrelsome, and more extreme in overall levels of behavior; they displayed greater variability in these behaviors; and they exhibited increased spin among interpersonal behaviors. Constructs developed through clinical observations of patients can be integrated into advances in personality theory.

OBSERVING DEPENDENT AND AVOIDANT PERSONALITY CHARACTERISTICS IN THE LAB

Daniel Leising; University of Halle-Wittenberg, Germany – Everyday life bears substantial redundancy with regard to the interpersonal and emotional skills that individuals need in order to survive and protect their well-being. The DSM-IV personality disorders largely refer to specific deficits in such skills, which put a person at risk for repeated failure and disappointment. I will first present an overview of the skills that DSM-IV implicitly views as necessary ingredients of a healthy personality. Then, I will report data from two studies in which the presence or absence of crucial interpersonal skills was observed under standardized conditions in the laboratory. In study I, participants with dependent personality characteristics showed very low assertiveness in three role-play situations. In study II, avoidant participants could clearly be identified from their insecure appearance in a series of self-presentation tasks. Many of the broad and fuzzy DSM-IV personality disorder categories may be replaced by more specific definitions referring to expectations about behavior-in-situations. Very likely, this would improve the reliability and validity of assessment, and help overcome the artificial divide between normal and clinical personality psychology. At the same time, it would give psychotherapists concrete problems to work on, and enable a better measurement of treatment outcomes.

Symposia Session I8

EFFECTS OF EMOTION ON JUDGMENTS AND DECISIONS ABOUT HUMANITARIAN AID

Saturday, February 9, 3:30 - 4:45 pm, Acoma Meeting Room

Chairs: *Amy J. C. Cuddy, Northwestern University, and Deborah A. Small, University of Pennsylvania*

Speakers: *Peter McGraw, Deborah A. Small, Amy J. C. Cuddy, Tehila Kogut, Stephan Dickert*

Summary: Five lines of experimental research demonstrate the significant influence of emotion on judgment and decisions about the allocation of humanitarian aid. McGraw, Van Boven, Huber, and Johnson-Graham identify an immediacy bias in decisions about humanitarian aid allocation, such that people perceive crises that arouse immediate emotion as more distressing and aid-worthy than crises that aroused previous emotion. Building on emotional contagion theory, Small and Verrochi propose that people "catch" the emotions displayed on faces of victims in charity advertisements, and are particularly sympathetic and likely to donate when viewing sad expressions, relative to happy or neutral expressions. Cuddy, Norton, and Rock reveal how intergroup biases in judgments about the emotional states of disaster victims can inhibit helping, showing that observers both deny that outgroup victims experience anger, a privileged emotion they reserve for ingroups, and deny help to outgroup victims who express anger. Ritov

and Kogut also examine helping in the intergroup domain, examining the conditions under which identifying an individual victim fails to generate donations to a larger humanitarian cause, focusing on the roles of emotion and social categorization. Dickert and Slovic compare the effects of affective vs. deliberative processing on willingness to donate money to humanitarian causes, distinguishing the effects of feelings focused on the self (e.g., anticipated regret) from feelings focused on victims (e.g., sympathy). Together, these five lines of research significantly advance our understanding of how emotions – felt, ascribed, projected, or anticipated – can trigger or impede contributions to humanitarian causes.

ABSTRACTS

WHO TO HELP? IMMEDIACY BIAS IN HUMANITARIAN AID ALLOCATION Van Boven, Leaf¹, Huber, Michaela A.², McGraw, Peter², Johnson-Graham, Laura²; ¹Cornell University, ²University of Colorado, Boulder – People exhibit an immediacy bias when allocating resources among humanitarian crises. That is, people perceive crises that happen to arouse immediate emotion as more upsetting and deserving compared with crises that aroused previous emotion. In Study 1, participants watched two films in random order regarding two humanitarian crises in Africa. Directly after viewing the second film, participants judged as more deserving and donated more money to whichever crises happened to be presented second, and presumably aroused immediate emotion. In Study 2, participants watched four randomly ordered films about African humanitarian crises. When allocating funds directly after viewing all four films, participants allocated a disproportionate amount to the crisis presented in the final film. This allocation pattern was significantly diminished when participants allocated funds after each film, reacting sequentially to immediate emotions. Finally, in Study 3, participants watched two randomly ordered films about humanitarian crises, along with written descriptions making clear that one randomly selected crisis was deadlier than the other crisis. Directly after learning about both crises, participants reported being more upset while learning about the second crisis, that the second crisis was more deserving of aid, and most participants chose to write a letter to their Senator calling attention to the suffering in the second crisis. Importantly, these tendencies occurred in spite of information about the crises' relative mortality, and these tendencies diminished after a day's delay, when participants' emotions had presumably subsided. These findings provide highlight the importance and pervasiveness of emotion in everyday judgment and decision making.

THE FACE OF NEED: REACTIONS TO VICTIMS' EMOTION EXPRESSIONS Small, Deborah A., Verrochi, Nicole; University of Pennsylvania, Wharton School – Pictures of victims on charity appeals attempt to elicit the reactions thought to engender prosocial behavior. Research on the identifiable victim effect (e.g., Small and Loewenstein 2003) and the relative advantage of vivid over pallid information (e.g., Nisbett and Ross 1980) support this notion. Pictures evoke emotion; however, the emotional response might depend on the nature of the picture. In this line of research, we emphasize that facial expression of emotion displayed in pictures of victims is a critical determinant of sympathy and giving. Building on emotional contagion theory, we propose (a) that people "catch" the emotions displayed on a face on a charity advertisement and (b) that they are particularly sympathetic and likely to donate when viewing sad expressions, relative to happy or neutral expressions. The studies we present support these predictions. Consistent with emotional contagion as an automatic, non-inferential process, we found no differences in perspective taking as a function of emotion expression, and cognitive load did not moderate the effects. Finally, we find that the effects on sympathy are robust to situations where people select their own exposure, which suggests that even in the real world where people have some freedom to turn away from potentially upsetting images, sad faces still generate the most sympathetic response.

NO RIGHT TO BE MAD: DENYING OUTGROUPS ANGER AND DENYING HELP TO ANGRY OUTGROUPS Cuddy, Amy J. C.¹, Norton, Michael I.², Rock, Mindi S.³; ¹Northwestern University, Kellogg School of Management, ²Harvard Business School, ³University of Massachusetts, Amherst – Observers' perceptions of the emotional states of ingroup vs. outgroup victims can trigger or impede their readiness to donate or volunteer in the wake of a humanitarian crisis (Cuddy, Rock, & Norton, 2007). Five experiments document a systematic bias in how people ascribe and react to other groups' anger, a privileged emotion often reserved for the ingroup. Anger denial involves both denying that outgroup victims experience anger and denying help to outgroup victims who express anger. In a series of experiments, participants read and responded to news articles about disasters (i.e., Hurricane Katrina, a fire, and a chemical leak) that affected an ingroup (i.e., White people) or an outgroup (i.e., Black or Latino people). Participants ascribed less anger to outgroup victims than to ingroup victims, but equal fear and sadness, though reported more interest in helping (i.e., donating and volunteering) the outgroup victims to whom they had ascribed anger. Ironically, however, participants reported less interest in helping outgroup victims, but not ingroup victims, who expressed anger. For ingroup victims, empathy predicted ascribed anger, whereas for outgroup victims, perceived deservingness predicted ascribed anger. In short, White participants were willing to help members of other racial groups only to the extent that they admitted such victims were experiencing anger – but when those victims actually expressed anger, White participants withdrew their help.

WHO IS THE VICTIM? IDENTIFIABILITY EFFECT IN DIFFERENT TYPES OF SOCIAL CATEGORIZATIONS Kogut, Tehila, Ritov, Ilana; Hebrew University – Willingness to help victims unrelated to oneself, in situations where reciprocity is irrelevant, is a common form of altruism. Prior research showed that people are more willing to extend such help when the victims are identified, particularly when the target of help is a single individual. In the present research we found that identifying tsunami victims by name increased contributions only when the specified target was a single compatriot (i.e., ingroup member). The role of perceived shared social group in promoting this victim singularity advantage in contributions was mirrored in ratings of emotions, supporting an affective account of helping behavior. However, the group used in this study was nationality based. We further examined other types of social groups, including political orientation and minimal groups. Identifying the victim increased donations to in-group members but not to out-group members for some types of groups, while the opposite pattern was observed for other types of groups. Our findings suggest that the increase in helping due to identifiability of the victim depends on the self social categorization of the contributor in relation to the victim, as well as the type of social categories considered. We discuss possible accounts for these divergent findings.

TWO ROUTES TO THE PERCEPTION OF NEED: THE ROLE OF AFFECTIVE AND DELIBERATIVE INFORMATION PROCESSING IN PRO-SOCIAL BEHAVIOR Dickert, Stephan, Slovic, Paul; University of Oregon – In four different experiments, we investigate the influence of affective vs. deliberative information processing on willingness to donate money for humanitarian purposes. Research suggests that feelings play an important part in people's willingness to donate money to victims in need (e.g., Slovic, 2007; Kogut & Ritov, 2005). Our experiments add to the ongoing research on affect and donations by distinguishing between feelings focused on the self (e.g., anticipated regret) and feelings focused on victims (e.g., sympathy). We use a variety of different complementing methodologies (including affective vs. deliberative priming, cognitive load, and sequential presentation of stimuli), each of which is designed to accentuate the difference between an affective approach and a deliberative approach to donations. Results suggest that participants' sympathy is related to donations when they are primed to focus on affect, that par-

Participants rely more on feelings focused on the victims when under a high cognitive load, and that participants do not access their sympathy towards a target victim when several competing victims are presented sequentially. However, sympathy toward an individual victim is more positive if the victim can be clearly identified. Feelings focused on the self (e.g., anticipated regret) seem to be predictive of donations regardless of presentation mode. These results point to a more nuanced approach to the role of feelings in pro-social behavior, and have important implications for research on dual information processing and its relation to donations.

Symposia Session J

Saturday, February 9, 5:00 - 6:15 pm

Symposia Session J1

THE INTERPLAY OF CONSCIOUS AND UNCONSCIOUS EMOTION PROCESSES: RETHINKING WHAT EMOTION IS AND HOW EMOTION WORKS

Saturday, February 9, 5:00 - 6:15 pm, Ballroom C

Chairs: Catharine Evers, Utrecht University, The Netherlands, Kirsten Ruys, Tilburg University, The Netherlands, and Kathleen Vohs, University of Minnesota

Speakers: Roy F. Baumeister, Catharine Evers, Kirsten I. Ruys, Eliza Bliss-Moreau, Lisa Feldman Barrett

Summary: Emotion is a vital, fascinating part of human functioning. Although contemporary psychology of emotion has emphasized emotions as intrinsically conscious states, it has been increasingly acknowledged that unconscious emotional states cannot be rejected and that some aspects of emotional responding are generated unconsciously or by a combination of conscious and unconscious processing. This symposium presents intriguing and innovative findings on the interplay of conscious and unconscious emotion processes emphasizing how this interplay affects our physiological, behavioral, and subjective emotional experiences. Firstly, Baumeister's dual-process model rejects the standard view that conscious emotion is for causing behavior and instead operates as input into cognition. Evers argues that when emotions arise, this results in both conscious and unconscious emotion components. Rather than being strongly interrelated, a dissociation exists between conscious and unconscious components, which is ideal for adaptive flexibility. Thirdly, Ruys argues that even though specific emotions can be triggered unconsciously, this can still result in conscious, emotion-specific feelings. Next, Bliss-Moreau demonstrates that people may differ in their sensitivity for unconsciously presented emotional triggers: only individuals who are highly sensitive to affective value proceed in affective learning. However, such sensitivity is unnecessary for consciously presented emotional triggers. Finally, Feldman Barrett claims that perceiving a state as an emotion stems from applying conceptual knowledge to core affect. These five presentations by leading theorists address a broad range of emotional phenomena, challenge conventional wisdom, report new theories, and are sure to provoke discussion among the presenters and audience alike.

ABSTRACTS

DOES EMOTION CAUSE BEHAVIOR, OR VICE VERSA? A RADICAL NEW THEORY OF EMOTION

Roy F. Baumeister¹, Kathleen D. Vohs², C. Nathan DeWall³, Liqing Zhang⁴; ¹Florida State University, ²University of Minnesota, ³University of Kentucky, ⁴Peking University – Fear causes fleeing and thereby saves lives. This example has promoted the misguided belief that a main function of emotion is to directly cause behavior. Yet the evidence linking conscious emotion directly to behavior is sparse, confounded, and indeed often contrary. Our meta-analysis of JPSP articles showed emotion rarely caused behavior. Moreover, we found that when emotion does cause behavior directly, it often promotes maladaptive behavior such as irrational outbursts, poor performance, and foolish choices. Causing maladaptive outcomes cannot be its evolved function. Instead, we propose a feedback theory. Conscious emotion focuses the mind on recent events to stimulate learning via extensive cognitive processing (e.g., counterfactual analysis, reappraisal, inferring lessons). Instead of directly causing current behavior in the moment, emotion influences behavior by stimulating cognition and learning lessons to be used on future occasions. We distinguish full-blown conscious emotion from the quick, simple, and possibly nonconscious twinges of good and bad feelings (automatic affect). These are fast and useful enough to guide behavior as it happens. One function of conscious emotion is to leave these affective residues (akin to the somatic marker idea), which can be quickly activated in future situations so as to guide behavior. The feedback theory also emphasizes anticipation: People choose behavior based on how they expect to feel. This theory integrates research findings (see our PSPR, 2007, review article) on affective forecasting, mood freezing, decision making, self-defeating behavior, memory, morality, and other phenomena.

EMOTION RESPONSE COHERENCE IN THE CONTEXT OF ANGER

C. Evers¹, I.B. Mauss², A.H. Fischer³, A.S.R. Manstead⁴, J.J. Gross⁵; ¹Utrecht University, The Netherlands, ²Denver University, ³University of Amsterdam, The Netherlands, ⁴Cardiff University, UK, ⁵Stanford University – It is generally held that emotions involve associations among experiential, behavioral, and physiological components. Empirical support for such coherence, however, is surprisingly scant. If, at all, coherence between different emotion components is found, the most frequently found associations are between experience and expression. Associations between physiological responses, on the one hand, and experience and expression, on the other hand, are more modest. A possible explanation for this finding is that internal processes like physiological responding are more unconscious while experience and instrumental behavior are more conscious. Prior observations of weak associations between emotion components may have been due to the fact that no distinction was made between conscious and unconscious components. In the present study we propose a coherence model with awareness as key determinant of coherence. This model predicts two unrelated systems of conscious and unconscious emotion components, but coherence among components within each system. During an anger-induction procedure we measured conscious (self-reported anger and instrumental anger behavior) and unconscious responses (anger accessibility as measured with a lexical decision task and physiology measured with blood pressure). The results indeed support the proposed coherence model. When faced with an unpredictable, threatening environment it may be important to rely on the automatic and accurate system of identifying this environment and quickly form the appropriate response without the possibility that cognitive processes and social forces penetrate. Therefore, loose coupling between explicit and implicit systems may be ideal for adaptive flexibility.

THE SECRET LIFE OF EMOTIONS Kirsten I. Ruys, Diederik A. Stapel, Tilburg University, The Netherlands – Can we experience a specific emotion like fear or disgust, without being consciously aware of what caused

our emotion? One might argue that specific emotions cannot be unconsciously elicited because emotions are always about something. We are sad about the loss of a good friend, angry with our disrespecting boss, and disgusted at a bloody war picture. From a functional perspective, however, one might expect that emotions can be elicited unconsciously. After all, you are likely to live longer when you immediately stop moving at the sight of a growling grizzly bear and do not need full awareness for such a response to be instigated. Given that the fine-grained processing of emotion cues (Is it scary or disgusting?) is likely to take somewhat longer than global, valence-based processing (Is it positive or negative?) and given that it is functional when both types of processing can occur unconsciously, we predict that the induction of specific emotions can be quick and unconscious, notwithstanding the even quicker induction of global affect. To test this, we conducted two studies in which we subliminally primed people with emotion-eliciting stimuli that were selected to elicit fear, disgust, or no emotion. Following a multi-component perspective on emotion, we then measured participants' moods and emotions with a cognitive measure, a feeling measure, and a behavioral measure. The results confirm our expectation that super quick subliminal priming may induce a global mood, whereas quick subliminal priming may elicit the corresponding, specific emotion.

AWARENESS AND INDIVIDUAL DIFFERENCES IN AFFECTIVE LEARNING.

Eliza Bliss-Moreau, Lisa Feldman Barrett; Boston College – We constantly evaluate whether stimuli in our environments are good or bad, or, helpful or harmful. Despite this, most stimuli do not have innate affective value. Most stimuli do not incite affective responses from our nervous systems in the absence of prior experience with them; rather we must learn about affective value. We define affective value as the ability to perturb an individual's core affective state, and thus 'affective learning' as the process by which stimuli acquire that capacity (Bliss-Moreau & Barrett, 2007). Given this definition, our conceptualization of affective learning unites a host of learning phenomena typically differentiated in the literature—verbal and writing instruction; evaluative and classical conditioning; etc. Most generally, affective learning may proceed through rule-based means via symbolic communication, or through associative means (Bliss-Moreau & Barrett, 2007). Using an associative affective learning paradigm, the present work suggests that individuals need not be consciously or explicitly aware of the stimulus pairing in order for affective learning to proceed. Conscious, articulable knowledge of the stimulus pairing does, however, enhance affective learning. Furthermore, there are individual differences in affective learning related to awareness and individuals' sensitivity to affective value. In the context of conscious awareness of the stimulus pairings, individuals need not be sensitive to affective value in order for affective learning to proceed. In contrast, in the absence of conscious awareness of the stimulus pairings, affective learning only proceeds for individuals who are highly sensitive to affective value. Implications for variability in affect and emotional life are discussed.

THE CONCEPTUAL ACT MODEL OF EMOTION

Lisa Feldman Barrett, Boston College – People experience fear and easily see it in others, so scientists assume there must be a literal (modular) neural circuit for fear in the mammalian brain. Rats freeze when they hear a tone paired with a foot shock, so they are presumed to be in a state of fear (versus surprise, anger, or even a general state of alarm) and undergoing "fear learning." Scientists also presume that a map of the neural circuitry of freezing behavior will yield a neural mechanism for fear that is largely preserved in humans, and a decade of neuroimaging studies have focused on locating a homologous neural circuit in the human brain. These assumptions can be summed up with one core idea: Certain emotions are natural kinds, or phenomena that exist independent of our perception. In this presentation, I will show that, ironically, that natural kind model of emotion is guided by a scientific paradigm that is grounded in human experience. I will discuss how the evidence to support the natural

kind model is wanting. Finally, I will discuss a new systems-level model, called the Conceptual Act Model, that parsimoniously incorporates neuroscience findings from rats, primates, and humans, and explains the mechanisms that produce the range and variety of behavioral and introspective instances generally labeled "emotion". The Conceptual Act model is not intuitive, but it relies on two well-established, psychological processes with clear grounding in neuroscience - affect and categorization. The Conceptual Act Model asks different - and perhaps better - questions about what emotions are and how they function in the economy of the mind and behavior.

Symposia Session J2

SCARED STIFF? THE EFFECTS OF PSYCHOLOGICAL SECURITY AND INSECURITY ON POLITICAL ATTITUDES AND LEADERSHIP PREFERENCES

Saturday, February 9, 5:00 - 6:15 pm, Ballroom A

Chair: *Joshua Hart, Union College*

Discussant: *Chris Crandall, University of Kansas*

Speakers: *Florette Cohen, Omri Gillath, April Horstman Reser, Becky L. Choma*

Summary: People typically think that their core political values and attitudes toward politicians are carefully considered and based on logical processes. Psychologists have long suspected otherwise, and recent data confirms the notion that the psychology of politics overlaps heavily with the psychology of motivation. In their influential meta-analysis, Jost et al. (2003) argued that political conservatism stems, in part, from motivational concerns related to managing feelings of vulnerability. In line with that claim, experimental studies suggest that psychological insecurity related to death awareness causes increased liking of charismatic leaders and aggressive foreign policies (Cohen et al., 2004; Landau et al., 2004). This symposium brings together new findings that shed light on the motivational underpinnings of political attitudes and leadership preferences. First, Cohen will present data showing that inductions of self-esteem related insecurities increase liking of President G. W. Bush, and flying fantasies (which serve as a kind of security induction) can buffer the effects of mortality reminders on evaluations of Bush. Next, Gillath and Hart will present data showing that enhancing the sense of attachment security reverses or eliminates the effects of insecurity on political attitudes and leadership preferences. Reser and Crandall will then present data suggesting that the effects of mortality reminders on political attitudes and values can be explained by increased use of a status quo heuristic. Finally, Choma will present evidence that political liberalism is related to social-cognitive needs. Chris Crandall will discuss the new findings, their implications, and future directions.

ABSTRACTS

POLITICALLY UNCERTAIN: THE EFFECTS OF MORTALITY SALIENCE, THE UNDESIRED-SELF AND FANTASY FLIGHT ON POLITICAL DECISIONS

Florette Cohen; Rutgers University – According to terror management theory (Greenberg, Solomon, & Pyszczynski, 1997), one factor that increases the tendency to support leaders is the need to quell mortality concerns (Cohen et al., 2005). Landau et al. (2005) applied this analysis to investigate how thoughts about death and the 9/11 terrorist attacks influence attitudes toward the current president of the United States, George W. Bush, showing that mortality salience (MS) increased support for Bush and his counter-terrorism policies. Study 1 of the present research was designed to examine the hypothesis, derived from the integration of the undesired self and terror management theories, that making aspects of the undesired self salient produces effects comparable to those produced by MS. In accord with the hypothesis, participants reminded of either death or aspects of their undesired selves

were more supportive of President George W. Bush and his policies in Iraq, relative to participants in exam salient or desired-self salient control conditions. Study 2 empirically examined the proposition that fantasy flights serve a terror management function. Specifically, it examined the hypothesis that those able to imagine flying would be less responsive to subtle reminders of death. Participants reminded of death who were also instructed to envision themselves flying behaved in a similar manner to those in the exam control groups. Only those participants in the death/no flight condition increased liking of President Bush and his policies. Implications of these findings for future theory and research are considered.

THE EFFECTS OF SECURITY INDUCTIONS ON POLITICAL ATTITUDES AND LEADERSHIP PREFERENCES *Omri Gillath, University of Kansas; Joshua Hart, Union College* – Recent research demonstrates that levels of security and insecurity, either dispositional or situational, affect political attitudes and leadership preferences. For example, various personality characteristics associated with insecurity, such as high fear of death and low openness to experience, are positively correlated with political conservatism (Jost, Glaser, Kruglanski, & Sulloway, 2003). Similarly, situational inductions of insecurity (e.g., mortality reminders), were found to increase support for a strong, charismatic leader (Cohen, Solomon, Maxfield, Pyszczynski, & Greenberg, 2004), and for President Bush and his pro-war opinions (Landau et al., 2004). These findings suggest that people's desire to maintain equanimity in the face of fundamental insecurities motivates them to adhere to specific kinds of anxiety-reducing political attitudes and values. In the current studies, we examined a related prediction: that providing people with an alternative source of security would reduce their need to defend against insecurity, therefore buffering or reversing the effects of insecurity on political attitudes and preferences. Results supported this assumption. Participants primed with attachment security showed reduced liking of a strong, charismatic political candidate (Study 1), and lower support for the Iraq war, even in the face of mortality reminders (Study 2). We discuss these findings in the context of research on motivated social cognition, political psychology, and the effects of security and insecurity on attitudes and behaviors.

THE ROLE OF STATUS QUO BIAS AND MORTALITY SALIENCE ON POLITICAL CHOICE AND JUDGMENT *April Horstman Reser, Chris Crandall; University of Kansas* – Mortality salience (MS) can affect perception of political leaders and political values. According to Terror Management Theory this is due to peoples' affirmation of a cultural worldview (CWV)—a set of specific attitudes, values, and beliefs—which provides meaning and thus symbolic immortality when death is made salient. We suggest a more parsimonious explanation of MS effects on political attitudes and leadership preferences: the use of a status quo (SQ) heuristic. In Study 1, MS- or television-primed participants rated two political value sets, one emphasizing freedom and the other equality. These value sets were presented either as the SQ or as a relatively new set of values, counterbalanced. MS increased endorsement of status quo values and decreased endorsement for the newer values. Regardless of value-specific content or the fit with the participants' own values, MS increased SQ bias. In Study 2, we tested the effects of MS on people's evaluation of political candidates. MS- or TV-primed participants evaluated a candidate who was presented as either the incumbent or as the challenger for U.S. Senate. Compared to a control condition, MS increased the probability of voting for the senator if he was seeking reelection, but not if he was seeking a new office. Both studies showed that MS enhances a favorable evaluation of the SQ, suggesting that MS enhances the use of the SQ as a heuristic, which serves as a potential alternative explanation to the hypothesis of CWV affirmation.

LEANING LEFT: A STUDY OF THE MOTIVATIONAL UNDERPINNINGS OF POLITICAL LIBERALISM *Becky L. Choma; Brock University* – The present research examined why people adopt or support liberal political orientations. Previous research has demonstrated

that political conservatism is related to various psychological needs. For example, Jost, Glaser, Kruglanski, and Sulloway (2003) reported that people may endorse conservative ideologies to fulfill social-cognitive needs. However, there is minimal research examining why individuals adopt or support a politically liberal ideology. In a series of correlational and experimental studies, with student and community samples, the present research examined the role of psychological needs in the endorsement of political liberalism. Based on psychological theories of ideology, research examining political conservatism, and experimental research examining differences between liberals and conservatives, it was proposed that four social-cognitive needs (need for inclusiveness, need for understanding, need for change, and fear of commitment to a decision or course of action) would be associated with a politically liberal ideology, attitudes, and intended politically-relevant behaviors. Consistent with these hypotheses, analyses indicated that the proposed psychological needs were related to a politically liberal orientation. For instance, individuals with a greater desire to be open and inclusive, cognitively complex and inquisitive, open to change and sensation-seeking, and among those higher in political knowledge, higher in fear of commitment to a decision or course of action, reported being more politically liberal. The results are discussed in terms of the role of emotional security and insecurity in political attitudes, and implications for future research are considered.

Symposia Session J3

SOCIOECONOMIC DISPARITIES IN HEALTH: EXPLICATING THE ROLE OF PSYCHOSOCIAL FACTORS

Saturday, February 9, 5:00 - 6:15 pm, Ruidoso Meeting Room

Chair: *Lisbeth Nielsen, National Institute on Aging*

Discussant: *Hazel R. Markus, Stanford University*

Speakers: *Margie E. Lachman, Susan C. South, Carol D. Ryff, Tara L. Gruenewald*

Summary: Low socioeconomic status (SES), defined by income, educational attainment, or occupational status, is a known risk factor for poor physical and mental health. There is growing interest in understanding the psychosocial mechanisms that link SES and health, so as to identify modifiable factors that promote SES-resilience and facilitate development of interventions to reduce social disparities. This symposium provides evidence for robust SES gradients in physical and mental health in a national sample of over 4,000 adults (including twins) aged 25 to 85, known as MIDUS (Midlife in the United States). Respondents were assessed on two occasions nine years apart, thereby facilitating investigation of longitudinal dynamics (e.g. does SES accelerate decline, or increase variability, in physical and mental health?). Nielsen will provide an overview of the MIDUS study. Lachman and O'Brien will present evidence that the sense of control and social support moderate and mediate the effects of education and income on change in physical health. South, Krueger, and Johnson, using biometrical moderation models, find that income moderates the genetic influence on internalizing psychopathology. Ryff, Radler, and Singer examine links between cumulative trajectories of psychological well-being and health, showing that persistently high well-being flattens the educational gradient in health. Gruenewald and Seeman show that levels of biological dysregulation have a clear educational gradient and further clarify that distinct psychosocial factors predict dysregulation within SES groups. Markus will discuss the findings as well as consider how psychosocial factors themselves are shaped by socioeconomic environments.

ABSTRACTS**SOCIAL CLASS DIFFERENCES IN LONG-TERM HEALTH CHANGES: THE ROLE OF CONTROL BELIEFS AND SOCIAL SUPPORT**

Margie E. Lachman, Kymberlee M. O'Brian, Brandeis University – The social gradient in health is widely documented, and there is much interest in identifying protective factors to mitigate the negative effects of socioeconomic status (SES) on health. Behavioral and social factors such as the sense of control and social support have been identified as mediators and moderators of the relationship between income and health. In previous work these relationships have been examined at one time point. In the present study we extended this work to examine whether there were social class differences in 9-year changes in health, and whether baseline measures and changes in sense of control and social support would play a moderating or mediating role for social class differences in health change. With approximately 4000 participants from the Midlife in the United States (MIDUS) national sample, we examined both years of education and total household incomes as measures of socioeconomic status (SES). Measures were taken in 1995 and in 2005 with ages ranging from 25 to 75 at baseline. Control beliefs, social support, and health (chronic and acute problems, functional limitations, subjective health) were assessed over the telephone and with a self-report questionnaire. Hierarchical multiple regression analyses revealed that control beliefs mediated the relationship between SES and changes in several health indicators. Declines in health for low SES adults were attenuated for those with more social support. The results will be discussed in terms of buffering the effects of low SES and promoting optimal health for diverse populations.

SOCIOECONOMIC STATUS AS A MODERATOR OF GENETIC AND ENVIRONMENTAL INFLUENCES ON INTERNALIZING PATHOLOGY

Susan C. South, Robert F. Krueger, University of Minnesota, Twin Cities, & Wendy Johnson, University of Edinburgh – Lower socioeconomic status (SES) is related to higher rates of psychopathology and various types of mental disorders, including the internalizing disorders (e.g., major depressive disorder, generalized anxiety disorder). The relationship between lower SES and greater psychopathology has been explained by two competing theories: 1) social selection or downward drift, such that adults with psychopathology “drift down” the SES ladder; and 2) social causation, which posits that the adversity associated with lower SES contributes to the development of psychological problems. Another heretofore overlooked possibility is that SES may moderate the genetic and environmental influences on internalizing pathology, rather than operating directly. In the current study, we examined whether SES moderates the genetic and environmental influences on internalizing pathology. Using total household income (including personal and spouse earnings, Social Security, and other government assistance) as a proxy for SES, we examined whether genetic and environmental influences on internalizing psychopathology varied as functions of income. We found significant moderation, such that the genetic factors were of greater importance in the etiology of internalizing pathology at higher levels of income than at lower levels of income. Further, at lower levels of income, unique environmental effects were greater relative to genetic effects, such that low income is a circumstance where the environment is particularly important in the variation in internalizing pathology. The greater influence of environmental effects at low levels of income is compatible with social causation.

LONGITUDINAL TRAJECTORIES OF PSYCHOLOGICAL WELL-BEING AND HEALTH: CHALLENGES TO THE SES GRADIENT

Carol D. Ryff, Barry T. Radler, & Burton H. Singer, University of Wisconsin-Madison – Socioeconomic gradients in health tend to overlook the variability within SES grades, and as such, neglect evidence of resilience among the disadvantaged. Using longitudinal data from MIDUS (N = 2,443), cumulative trajectories of psychological well-being were constructed to test the hypothesis that persistently high well-being is protective against poor health, particularly among those with limited educational attainment. Person-centered trajectories of well-being were constructed, distinguishing between persistently low, decreasing, increasing, and persistently high profiles on multiple aspects of well-being. These were used to predict multiple health outcomes (subjective health, chronic conditions, symptoms). A first finding was that well-being trajectories revealed stronger gradients in health than did educational status – i.e., health outcomes showed consistent ordered increments when arrayed according to the above well-being trajectories, whereas the same was not true when health was arrayed from lowest to highest educational groups. In fact, there was a flattening of the educational gradient in health among those with persistently high well-being. Among individuals with less than a high school education, those who had persistently high well-being (especially environmental mastery and self-acceptance) had significantly better health and fewer symptoms than their same education counterparts who showed persistently low well-being. Similar patterns were evident for a measure of immune function (C-reactive protein), obtained on a biological subsample (n = 507). In the low education group, a low and flattening distribution of CRP levels was evident for those with persistently high well-being, whereas those with persistently low well-being showed marked increments in the the upper end of the distribution.

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PSYCHOSOCIAL RISK AND PROTECTIVE FACTORS, SOCIOECONOMIC STATUS AND LEVELS OF BIOLOGICAL DYSREGULATION: DIFFERENT STROKES FOR DIFFERENT FOLKS

Tara L. Gruenewald, Teresa E. Seeman, University of California, Los Angeles – One hypothesis regarding the pathways through which socioeconomic status (SES) gradients in health occur is that lower SES individuals experience greater life stress and possess fewer psychosocial resources leading to greater wear and tear on the biological systems that respond to life's demands and regulate physical well-being. The present investigation examined whether levels of biological dysregulation varied by SES, measured in terms of educational attainment, and whether specific psychosocial risk and protective factors were associated with higher or lower levels of biological dysregulation within SES groups. Data come from 502 adults (51.3% female; age 34 to 83) who participated in a biological substudy of the MIDUS II Study. Level of biological dysregulation was computed as the total number of 20 indicators of cardiovascular, metabolic, hormonal and immune functioning for which a participant's score fell into the high-risk quartile. Psychosocial risk and protective factors included positive and negative affective experience, perceptions of mastery, self-esteem, optimism, social support and strains, and job demand and authority. Analyses indicate a clear education gradient in age- and gender-adjusted levels of biological dysregulation (linear trend $p = .001$). Different psychosocial factors predicted varying levels of dysregulation within SES groups: problem-focused coping in the low SES group; level of self-esteem, job decision authority and positive affect in the middle SES group; and spouse/partner conflict in the high SES group. These findings indicate that levels of biological wear and tear vary by SES and that different psychosocial factors predict level of biological dysregulation in different SES groups.

Symposia Session J4**ADVANCES IN PERSONALITY PROCESS: AN EFFORTFUL CONTROL PERSPECTIVE**

Saturday, February 9, 5:00 - 6:15 pm, Pecos Meeting Room

Chairs: Benjamin M. Wilkowski, North Dakota State University, and Michael D. Robinson, North Dakota State University

Speakers: Benjamin M. Wilkowski, Lauri A. Jensen-Campbell, Gerald Matthews, Michael D. Robinson

Summary: Effortful control has played a major role in understanding developmental outcomes. Children high in effortful control are thought to be better able to self-regulate negative thoughts and feelings in favor of socially desirable goals. The talks in this symposium illustrate the benefits of conceptualizing adulthood personality in terms of effortful control, while attending more specifically to the processes involved. Benjamin Wilkowski will present data supporting the idea that low trait anger individuals spontaneously recruit cognitive control resources following the activation of hostile thoughts. This in turn explains their superior ability to resolve anger episodes. Lauri Jensen-Campbell will present a view of conscientiousness that emphasizes its close link to effortful control processes. Her data illustrate the benefits of this theoretical framework for understanding a wide variety of social outcomes. Gerald Matthews discusses a line of research in which the allocation of effort systematically varies by personality traits, in turn determining performance outcomes. He presents a comprehensive model capable of integrating many findings reported in the literature. Michael Robinson presents the view that effortful control can be assessed by cognitive control task independent of possible correlations with personality trait measures. He illustrates the benefits of this view by highlighting the manner in which cognitive control buffers the impact of neuroticism on relevant outcome variables. In total, the talks present a thematic focus on the role of effortful control processes in understanding how personality traits function in relation to affective, social, and performance-based outcomes.

ABSTRACTS

A REGULATORY PERSPECTIVE ON TRAIT ANGER *Benjamin M. Wilkowski and Michael D. Robinson; North Dakota State University* – Prominent theories suggest that individual differences in anger might be associated with individual differences in anger control (e.g., Berkowitz, 1993), but the nature of such processes has rarely been a focus of empirical investigation. Based on neural theories of cognitive control (e.g., Botvinick et al., 2004), we proposed a model of the manner in which people low in trait anger habitually control their inclinations toward hostility. Specifically, the model proposes that situationally primed thoughts can be monitored for their consistency with one's goals, and that individuals low in trait anger have tuned their monitoring system to recruit cognitive control following the activation of hostile thoughts. Consistent with this theory, initial data found that individuals low in trait anger could override hostile priming effects, but only when given sufficient time. Individuals high in trait anger exhibited no tendencies to control their activated hostile thoughts. In a converging line of research, we found that individuals low (but not high) in trait anger exhibited superior performance in a cognitive control task (the flanker task: Eriksen & Eriksen, 1974) following activated hostile thoughts. Finally, we recently found that individuals who recruited cognitive control resources following the activation of hostile thoughts were more likely to forgive transgressions occurring in their day-to-day life, which in turn led to reductions in anger. In total, this program of research highlights the importance of cognitive control processes to understanding individual differences in anger-proneness.

THE IMPORTANCE OF SELF-CONTROL IN UNDERSTANDING CONSCIENTIOUSNESS *Lauri A. Jensen-Campbell, Jennifer M. Knack, and Marie Ramirez; University of Texas at Arlington* – This paper explored the importance of self-control processes in understanding the association between conscientiousness and interpersonal relationships. Conscientiousness is thought to contain elements of social responsibility and self-control (Roberts et al., 2005). It is further believed that there is a developmental connection between early appearing self-control processes and conscientiousness in children and adults (Rothbart et al., 2000). Study 1 replicated findings that negative affect is associated with corrugator muscle activity (CA). Conscientiousness was not related to CA, but was negatively associated with aggression when provoked. Specifically,

conscientious individuals were able to restrain from retaliating when provoked. In study 2, conscientiousness was negatively associated with anger and left prefrontal asymmetry. Conscientiousness also moderated the anger-aggression link. In study 3, children and parents provided measures of conscientiousness and interpersonal behavior. Children (N = 114) completed the Stroop and WCST to assess their overall self-control, parents provided reports of adjustment (e.g., impulsivity and anger control), and schools provided measures of school performance. Conscientiousness was negatively related to self-control problems as assessed by the WCST and Stroop as well as school tardiness, impulsivity, anger control, victimization, aggression, attention problems, and rule-breaking behavior. Conscientiousness was positively related to social competence, grades, and standardized test scores. Perhaps more interesting, conscientiousness mediated the link between general self-control to impulsivity, attention problems, aggression and rule-breaking behavior. Overall, these studies provide support for the theoretical supposition that studying self-control processes is important for understanding conscientiousness and that conscientiousness is important for developing and maintaining relationships.

PERSONALITY, TASK ENGAGEMENT AND THE REGULATION OF TASK-DIRECTED EFFORT

Gerald Matthews, University of Cincinnati – A key self-regulative choice in performance environments is how much effort to allocate to the task. It may be especially difficult to maintain effort and attention when the task is itself monotonous and mentally demanding. Personality factors including conscientiousness, extraversion and trait 'emotional intelligence' have been implicated in deployment of task-directed effort. This presentation will explore the role of task engagement states in mediating personality effects on effort allocation. Task engagement is a broad-based state factor that brings together states of energy, motivation and concentration, and predicts objective indices of task performance. I will propose that there is a reciprocal relationship between task engagement and self-regulative processes. Challenge appraisals and task-focused coping elevate engagement, which in turn serves to maintain task-oriented attention, as opposed to coping through withdrawing effort from the task. I will review data from recent studies of sustained performance that support this perspective, as follows. First, I will present evidence in support of a reciprocal process. Pre-task engagement predicts appraisal and coping, which in turn predict task-induced changes in engagement. Second, I will review data on the role of personality factors as an influence on self-regulative processes and engagement. Third, I will summarize performance data that indicate the information-processing mechanisms sensitive to task engagement. I will conclude with an overview of how performance-based studies contribute to understanding the relationships between personality, effort-regulation and task engagement.

NEUROTICISM AND COGNITIVE CONTROL: TOWARD AN INTERACTIVE FRAMEWORK

Michael D. Robinson, Benjamin M. Wilkowski, Scott Ode, and Brian P. Meier; North Dakota State University – It is tempting to posit that individuals high in neuroticism are deficient in cognitive control, but a large number of recent studies suggest a more complicated and interesting picture. Neuroticism can be viewed in terms of temperamental vulnerabilities to negative outcomes rather than deficits in cognitive control, which emerge later in development and are thought to have a different processing basis (Ahadi & Rothbart, 1994). The same developmental literature highlights the interactive consequences of negative temperament and cognitive control (e.g., Eisenberg, Fabes, Guthrie, & Reiser, 2000). According to such interactive frameworks, cognitive control should be particularly protective at high levels of neuroticism. Striking confirmation for this perspective has come from our lab. Variables linked to cognitive control, including agreeableness (Ode, Robinson, & Wilkowski, in press), reaction time speed (Robinson & Clore, 2007), reaction time variability (Robinson, Wilkowski, & Meier, 2006), threat recognition skills (Tamir, Robinson, & Solberg, 2006), error

self-regulation (Robinson, Ode, Wilkowski, & Amodio, in press), dominant responses (Robinson, Goetz, Wilkowski, & Hoffman, 2006), and perseveration (Robinson, Wilkowski, Kirkeby, & Meier, 2006) have all been shown to moderate neuroticism-linked tendencies toward distress. In particular, greater levels of cognitive control appear beneficial to behavior and experience only at high levels of neuroticism. Discussion of these findings points to the need to distinguish and integrate trait and cognitive approaches to personality, the apparent fact that cognitive control is not necessarily beneficial among all individuals, and the considerable manner in which our research supports developmental perspectives on effortful control.

Symposia Session J5

SHEDDING LIGHT ON THE MECHANISMS UNDERLYING IMPLICIT SOCIAL COGNITION: CONTRIBUTIONS FROM DEVELOPMENTAL PSYCHOLOGY

Saturday, February 9, 5:00 - 6:15 pm, Ballroom B

Chairs: Yarrow Dunham, UC Merced, and Andrew Scott Baron, Harvard University

Discussant: Alex Todorov, Princeton University

Speakers: Yarrow Dunham, Andrew Scott Baron, Christia Spears Brown

Summary: The operation of implicit components of social cognition is now well accepted within social psychology. Indeed, implicit evaluation of social and non-social objects appears to be a ubiquitous feature of human categorization, subserving a range of cognitive processes from attitudes and stereotypes to goal selection and motivation. Despite the importance of these constructs, until recently little was known about their developmental origin. Existing models often do, however, make tacit developmental assumptions, most commonly that acquisition depends on a 'slow learning' system culling the environment for regularities, or on the accumulation of trace experiences not accessible to consciousness. This symposium focuses on recent developmental research that casts doubt on these assumptions.

This symposium will present wide-ranging evidence that young children rapidly and reliably form implicit group preferences across a wide range of situations and contexts at magnitudes astonishingly similar to their adult counterparts. Given pronounced change in self-reported group preferences between childhood and adulthood, these results suggest an increasingly divergent developmental course for implicit and explicit social attitudes. Together, the three speakers and discussant Alex Todorov bring an interdisciplinary perspective to bear on implicit social cognition by mobilizing developmental evidence to challenge key assumptions about the mechanisms underlying the acquisition of implicit evaluations, and by providing new and exciting insight into the nature and origins of implicit social cognition

ABSTRACTS

AUTOMATIC AND LEARNED COMPONENTS OF IMPLICIT INTERGROUP ATTITUDES

Yarrow Dunham, UC Merced – Dual-process accounts of social cognition have generally assumed that the implicit system is an associative slow-learning mechanism taking environmental regularities as its primary raw material. Such models seem to assume that implicit associations are best described as some mathematical function of the input, and therefore predict that children will converge on adult-like associations only over time, as the weight of the input accumulates. Early evidence concerning children's implicit intergroup attitudes is difficult to reconcile with this assumption: there is now ample evidence that young children manifest implicit intergroup biases at magnitudes equivalent to adults. What revisions to the standard model of the implicit system are suggested by these findings? Recent experiments

using both real and minimal social groups suggest that the initial acquisition of implicit intergroup attitudes is best described by a skeletal ingroup-outgroup structure in which group boundaries automatically induce implicit ingroup favoritism. These results provide an interesting parallel to the large body of work originating from Tajfel's minimal group paradigm, which focused on explicit or behavioral biases. Interestingly, there is some evidence that the traditional slow-learning model does explain longer term tuning of initial implicit attitudes, suggesting the need to approach implicit attitude acquisition as a process distinct from modification.

THE ORIGINS OF IMPLICIT INTERGROUP BIAS Andrew Scott Baron, Harvard University, Yarrow Dunham, UC Merced, Mahzarin R. Banaji, Harvard University. – Across a variety measures, implicit and explicit intergroup evaluations have each been shown to account for unique variance in behavioral prediction (see Poehlman, Uhlmann, Greenwald & Banaji, in press, for a review). Understanding the mechanisms by which both implicit and explicit evaluations develop is therefore central to efforts designed to reduce intergroup bias. While previous research has amply detailed the development of explicit evaluations (see Aboud, 1988, for a review), only recently have researchers possessed adequate tools to examine the development of implicit evaluations in children. This paper reports data from several studies exploring the development of implicit and explicit evaluations toward categories of race, gender, novel and minimal social groups. Together, results from these studies demonstrate that both implicit and explicit attitudes have formed from the youngest ages tested and that they can form rapidly both in the absence of group membership and in the absence of social learning. These results suggest that automatic evaluation is ubiquitous and highly flexible from early in development while highlighting necessary and sufficient conditions for the acquisition of implicit intergroup bias. In addition, a lack of a correlation between implicit and explicit attitudes across these studies provides further evidence that these two modes of group preference may develop as two distinct systems. Implications of these results for dual-process models of cognition will also be discussed.

KIDS TAKING IATS: THE NEXT GENERATION OF IMPLICIT SOCIAL COGNITION RESEARCH

Christia Spears Brown, Jennifer H. Pfeifer, UCLA – Developmental psychologists have recently demonstrated successful use of the Implicit Association Test (IAT; Greenwald, McGhee, & Schwartz, 1998) to assess automatic attitudes about a variety of domains (most frequently, race) in children (e.g., Baron & Banaji, 2006). The use of implicit measures in children has been highly anticipated – not only because of social desirability concerns with existing means of assessing children's racial bias, but also the growing reluctance of institutional review boards to allow explicit measures of racial bias in schools. Studying the development of implicit social cognition also provides an opportunity to reveal important caveats or new directions for implicit social cognition research more generally. Thus far, existing evidence suggests children possess significant levels of implicit racial bias that (a) do not change significantly with age, and (b) correlate more strongly with explicit attitudes in younger age groups than in older children and adults. Extending this line of research, we discuss observed and predicted relationships between age, cognitive development, and different subcomponents of the IAT, including reaction times, errors, and IAT scores derived from several methodologies recommended for use in adult samples. Drawing on samples taken from a range of age groups (elementary to undergraduate educational levels), we suggest some components of the IAT may require additional special considerations in developmental populations, and discuss how these findings may contribute to a better understanding of implicit social cognition processes across the lifespan.

Symposia Session J6

METACOGNITION AND JUDGMENT

Saturday, February 9, 5:00 - 6:15 pm, Picuris Meeting Room

Chairs: Adam Alter, Princeton University and Joseph Simmons, Yale University**Speakers:** Jesse Preston, Leif D. Nelson, Joseph P. Simmons, Adam L. Alter

Summary: Many judgments and decisions are based on both the content of people's thoughts, and the metacognitive experience of processing that content. By holding constant the content of people's thoughts and varying the experience of processing those thoughts, we demonstrate the profound role that metacognition plays in shaping judgments and decisions. This symposium shows that metacognitive experiences influence (a) the extent of information processing, (b) the reliance on intuitions even when all information has been processed, and (c) specific forms of social judgment. Specifically, metacognition influences people's preferences (Nelson et al.), the extent to which they feel authorship over an idea (Preston & Wegner), whether motivation increases or decreases judgmental biases (Simmons et al.), their tendency to stereotype and succumb to persuasive messages and, more generally, how deeply they process information before settling on a conclusion (Alter et al.).

ABSTRACTS

THE EUREKA ERROR: INADVERTENT PLAGIARISM BY MISATTRIBUTIONS OF EFFORT Jesse Preston, University of Illinois at Urbana-Champaign, Daniel M. Wegner, Harvard University – Generating an idea or solving a problem is often accompanied by an "aha" feeling, characterized by a sudden shift from difficult to fluid thought. Three experiments examined whether this shift in effort might lead to inadvertent plagiarism when it coincides with another person's idea. In three experiments, pairs of participants took turns solving anagrams on a computer, during which time they sometimes exerted effort on an unrelated task. More plagiarism occurred when participants exerted high incidental effort during the problem and reduced effort as the solution appeared. This was found for efforts produced when participants squeezed a hand-grip during the task (Experiment 1) or when the anagram problem was made difficult to read (Experiments 2, 3a, & 3b). Plagiarism declined, however, when participants attended to the source of the effort cues (Experiments 3a & 3b). Together these findings suggest that judgments of responsibility for mental actions are indicated a period of effort during thought, followed by the release of effort as a new idea or solution appears. These same cues that indicate authorship for own ideas can mislead us feel authorship for thought that are not our own, and inadvertently plagiarize ideas created by others.

INTUITIVE PREFERENCES: INTUITIVE CONFIDENCE IN THE FALSE CONSENSUS EFFECT AND THE PROMINENCE EFFECT Leif D. Nelson¹, Joseph P. Simmons², Jeff Galak²; ¹University of California, San Diego, ²New York University – Not all preferences are created equal. Equally strong preferences may differ in how easily they come to mind. We characterize that metacognitive difference in terms of intuitive confidence (Simmons & Nelson, 2006) and show that it substantially influences our social judgments and individual decision making.

We first considered intuitive confidence in the context of the False Consensus Effect. People think of their preferences more as "choices" than as "rejections" (Miller & Nelson, 2002), so the metacognitive ease of preferences between positive options (relative to negative options) should lead to higher consensus estimates, a finding confirmed with loss and gain-framed gambles and for attractive and unattractive faces (Studies 1 & 2). If preferences are reframed as rejections, people estimate greater consensus for negative sets (Study 3). Even with explicitly identical preferences,

the more easily generated preference is more likely to color subsequent judgments.

We next examined how intuitive confidence influences the link between preference and choice. When people initially express a preference between two options, and then explicitly equate them by adjusting one variable (typically price), they overwhelmingly choose the initially preferred option (the Prominence Effect, Tversky, Sattath, & Slovic, 1988). We eliminated this effect by reducing confidence through slight attribute alterations (Study 4), asking people to list too many reasons for their preference (Study 5), or simply printing the options in a difficult to read font (Study 6). These findings challenge the original Prominence Effect formulations, and suggest that metacognitive experience regulates the influence of preference on choice.

WHICH WAY SHOULD I ADJUST, AND AM I CERTAIN? ADJUSTMENT CONFIDENCE DETERMINES THE EFFECT OF MOTIVATION ON ANCHORING AND ADJUSTMENT Joseph P. Simmons¹, Robyn A. LeBoeuf², Leif D. Nelson³; ¹Yale University, ²University of Florida, ³University of California, San Diego – People's estimates of unknown quantities (the Mississippi River's length) are biased by considering irrelevant anchors (1200 miles). Traditional explanations of anchoring supposed that people insufficiently adjust from anchor values, in part because they are not motivated to expend the effort required to adjust more extensively. However, such explanations have fallen into disfavor because of accumulating evidence suggesting that increased motivation does not typically increase adjustment from experimenter-provided anchors. In this research, we explicate the conditions under which increasing motivation will increase adjustment from anchors. We find that when people feel confident about which direction to adjust their estimates from anchors (either because they are told the correct direction of adjustment, because the direction of adjustment is obvious, or because they generated the anchors themselves), they are more likely to believe that their initial adjustments from the anchors are insufficient; as a consequence, increasing motivation (by providing incentives for accuracy) increases adjustment. In contrast, when participants are uncertain about the correct direction of adjustment, they are more likely to believe their initial adjustments from the anchors are too extreme, and, as a consequence, increasing motivation fails to increase adjustment (and in some cases, decreases it). These studies explicate the effect of metacognition (and confidence) on the relation between motivation and inferential correction, and they suggest that previously discredited theories of anchoring are tenable.

OVERCOMING INTUITION: METACOGNITIVE DIFFICULTY ACTIVATES ANALYTIC REASONING Adam L. Alter¹, Daniel M. Oppenheimer¹, Nicholas Epley², Rebecca N. Eyre³; ¹Princeton University, ²University of Chicago, ³Harvard University – Social psychologists have used dual process theories widely to explain such diverse phenomena as persuasion, social cognition, self-perception and stereotyping. These dual process theories predict qualitatively different judgments depending on which reasoning system is employed. In particular, deliberate and analytical systems of reasoning (System 2) can override or undo intuitive (System 1) responses. Although most dual process models describe each system, few consider when people will adopt each approach to information processing. The present studies investigate the fundamental question of when people recognize that they need to employ System 2 processes in the first place. We predicted and found that experienced difficulty or disfluency weakened participants' confidence, which in turn led them to engage in deeper, System 2 processing. In Study 1 (persuasion), people were more persuaded by heuristic cues (reviewer's appearance of competence from a photograph) when an MP3 player review was written in easy-to-read lettering, whereas they were more persuaded by systematic cues (content of the review) when the lettering was difficult to read. In Study 2 (stereotyping) participants who furrowed their brows relied less strongly on stereotype knowledge when forming impressions

of a fictional person who was described as similar to the widely recognized stereotype of an engineer. In Studies 3 and 4 (cognitive complexity) participants who completed hard-to-read cognitive tasks outperformed those who completed easy-to-read versions of the same task. These findings suggest that disfluency activates analytic forms of reasoning that assess, and sometimes correct, the output of more intuitive forms of reasoning.

Symposia Session J7

INTERPERSONAL CONVERGENCE IN EMOTION

Saturday, February 9, 5:00 - 6:15 pm, Cochiti Meeting Room

Chairs: Martin Bruder, Cardiff University, and Kim Peters, University of Exeter

Discussant: Claire Ashton-James, Duke University

Speakers: Martin Bruder, Richard Saavedra, Jennifer R. Spoor, Kim Peters

Summary: Emotional convergence and its antecedents, processes, and consequences have been the focus of a burgeoning field of research. Researchers have independently touched on interpersonal convergence processes in all known components of the emotion syndrome, including physiology, expressive behavior, subjective feelings, situational appraisals, and motivational variables, such as action tendencies. However, little effort has so far been invested in connecting these parallel strands of inquiry. This symposium pulls together a collection of complementary research into emotional convergence that focuses on different components of the emotion syndrome, uses multiple levels of analysis (individual to group), and a variety of experimental methods. Thereby, this symposium promotes a broader consideration of interpersonal emotion processes, their antecedents and moderators, and their consequences for intra-group processes, collective action, and social change. In its intrinsic focus on intra-group emotion processes (social influence, communication, coordination) this symposium also promotes a distinctly social consideration of emotion phenomena. Martin Bruder will show that, contrary to tacit assumptions in the literature, dyadic emotional convergence processes do not apply uniformly to all types of emotion and components of the emotion syndrome. Richard Saavedra will discuss neuropsychological mechanisms of emotional convergence and divergence and their intra-group dynamics. Jennifer Spoor will explore the consequences of emotional convergence for intra-group processes, such as cohesion, coordination, and performance. Kim Peters will discuss the consequences of an awareness of emotional convergence for inter-group processes, in particular collective action. Finally, Claire Ashton-James will identify common themes in these talks and open the discussion with the audience.

ABSTRACTS

EMOTIONAL CONVERGENCE IN SUBJECTIVE FEELINGS, FACIAL EXPRESSIONS, AND COGNITIVE APPRAISALS IN DYADS' RESPONSES TO FILMS Martin Bruder¹, Antony S. R. Manstead¹, Josef Nerb²; ¹Cardiff University, ²Freiburg University of Education – Theorizing on mimicry and emotional contagion suggests that there is a widespread tendency for people to converge emotionally. We wanted to test whether this assumption holds (a) across different components of the emotion syndrome and (b) across different types of emotion. In Study 1, participants (N = 98) simultaneously watched 4 emotion-eliciting film excerpts and a confederate's reactions to these films. The confederate, allegedly a covieing participant in another room, seemed either amused or disgusted by two of the films and either sad or angry in response to the remaining two excerpts. Results revealed convergence in different components of amusement: Participants felt happier, smiled more, and reported more amusement-congruent appraisals when presented with a smiling confederate. Convergence was less

consistent for disgust and sadness and absent for anger. In Study 2, members of dyads of friends and dyads of strangers (N = 130) viewed 4 emotional films while they either could or could not communicate nonverbally through a videoconference system. When dyads of friends (but not strangers) could see each other, they converged in their expressions of amusement and disgust and in their self-reported happiness. However, convergence for sadness and anger was inconsistent for both friends and strangers. These findings demonstrate the need for more specific hypotheses about when people will converge with, diverge from, or be unaffected by others' emotional behavior. In particular, the type of emotion, the emotion components to which predictions apply, and the role of the relationship between interactants need to be specified.

THE NEUROPSYCHOLOGY OF EMOTIONAL CONTAGION

Richard Saavedra, University of New Hampshire – The autonomic nervous system (ANS) plays a critical role in emotions, providing metabolic support for adaptive action, generating appearance changes that convey powerful information, and producing visceral sensations that shape subjective emotional experience. When the ANS physiology of two people shows “linkage” (i.e., one person's patterns of activation and deactivation across the ANS mirror those of another person), there is emotional contagion.

Emotional communication represents an efficient mode of adaptation to changing environmental demands. Exposure to an emotional expression usually involves an immediate, and congruent, affective reaction. However, in applications of social psychological research, a frequent question concerns the disgruntled group member who interrupts the ebb and flow of social interactions. Group rhythms under these conditions have an uneven feel to them. Specifically, convergence in terms of mood and behavior is incomplete or incongruous.

We explore the neuropsychology of emotional contagion to see how convergence occurs and what motivates it as well as to explore what happens when neurological conditions affecting regions of the medial prefrontal cortex (e.g., depression, anxiety, autism) produce divergence. Incongruent reactions require cognitive processing either as actor or as an observer. One can feign emotional displays, but this behavior requires immense metabolic energy and cognitive attention. In addition, incongruent reactions from interaction participants most probably serve to jolt social rhythms. To “engage” with those who are anxious or depressed requires effort and, unfortunately, a dip into the pool of unpleasant moods. In a group situation, should group members ignore or shun the consistently divergent group member?

FEELING SIMILAR AND WORKING BETTER TOGETHER: EMOTIONAL CONVERGENCE AND GROUP PROCESSES

Jennifer R. Spoor; Butler University – Spoor and Kelly (2004) argued that affective similarity in small groups facilitates group communication and group bonding. Thus, emotional convergence should be positively related to group process and performance outcomes, which was examined in three studies of dyads and groups working on a decision-making task. In Study 1, mood was manipulated in three-person groups via a separate group discussion task. Similarity in pre-interaction individual mood (good/bad) was positively correlated with post-interaction ratings of interpersonal and task cohesiveness, and confidence in the group's performance. In Study 2, dyad members' moods were manipulated via film clips (both negative, both positive, or one positive and one negative). Controlling for pre-interaction similarity (sad, cheerful, happy), mood convergence was positively correlated with greater cohesiveness, ability to cooperate, and ease of coordination. These effects were primarily driven by convergence in sadness. Similar results were found in Study 3, in which all dyads contained one positive and one negative mood member. Controlling for pre-interaction similarity, convergence in negative emotions (sad, gloomy, anxious) was positively correlated with group members' reported ability to coordinate efforts, interpersonal and task cohesiveness, as well as negatively correlated with distraction during the

interaction. Convergence in positive emotions showed either no relationship (happy, cheerful) or relationships in the opposite direction (peppiness). Convergence in peppiness was also correlated with less task confidence, whereas convergence in negative mood was related to somewhat better actual performance. Results support that mood similarity and emotional convergence are important in maintaining healthy group functioning and potentially improving group performance.

TRANSFORMING INDIVIDUAL TENDENCIES INTO COLLECTIVE ACTIONS: THE ROLE OF EMOTION SHARING *Kim Peters¹, Yoshihisa Kashima²*

Kim Peters¹, Yoshihisa Kashima²; ¹University of Exeter, ²University of Melbourne – When people are aware of convergence in their emotions - a phenomenon we call emotion sharing - this may form the basis for collective action. This is because emotion sharing should create a coalition between those sharing the emotion (strengthening their social bonds) and mobilize them to coordinate their actions (minimally, increasing their willingness to engage in emotionally appropriate action). Therefore, we suggest that emotion sharing can transform individual action tendencies into collective actions. In three studies, we tested whether the emotion sharing that occurs between the narrators and audiences of social talk (i.e., the everyday stories we tell about other individuals or groups) can lead to coalition and coordination. Using questionnaire measures, Studies 1 (N = 96) and 2 (N = 104) found that audiences felt more bonded with narrators who shared their emotions, although some emotions, e.g., admiration, facilitated bonding more than others, e.g., anger, fear or disgust. Also, audiences were particularly willing to engage in emotionally appropriate group-directed action under conditions of emotion sharing. Study 3 (N = 88) provided a behavioral replication of these findings: In a two-player one-shot trust game, audiences were especially likely to trust narrators who shared their emotions, and most likely to trust the targets of social talk arousing admiration under conditions of emotion sharing. Together, these studies reveal that the awareness of emotional convergence that follows from social talk can mobilize collective action, thereby affecting interpersonal relationships, the structure of groups, and the very fabric of society.

Symposia Session J8

WHEN THE PAST MEETS THE PRESENT: COLLECTIVE MEMORY AND COLLECTIVE EMOTIONS

Saturday, February 9, 5:00 - 6:15 pm, Acoma Meeting Room

Chairs: *Nyla R. Branscombe, University of Kansas, Olivier Klein, Université Libre de Bruxelles, Belgium, and René Kopietz, University of Bielefeld, Germany*

Speakers: *William Hirst, René Kopietz, Glenn Adams, Laurent Licata, Michael Ross*

Summary: Divergent perceptions of history have implications for intergroup relations in the present. In this symposium we consider the determinants of perceptions of group history, and how those perceptions influence emotional responses to current intergroup actions. In order to determine whether there are distinct properties of group versus autobiographical historical memory, Hirst et al. assess the processes that operate when thinking about one's nation past compared to one's personal past. Kopietz and Echterhoff address how perceptions of the past come to be shared with other in-group members and the implications of such group consensus for emotional responses to group outcomes. Adams and Nelson explore the present day identity consequences of differential knowledge of the past among White and African American participants. Licata et al. illustrate the importance of identification with a national group (Lebanese) versus a subgroup (Maronites) for how the past is remembered and attitudes toward the other subgroup (Muslims). Ross et al. examine how public apologies for historical harm doing can facilitate intergroup reconciliation among both

the harmed minority group and the nonvictimized majority. Across the five presentations, perceptions of the past predict a host of socially relevant outcomes in a variety of social and national groups, as well as those whose conflict is long past and those for whom the violence continues. Another guiding theme of this symposium is that social factors not only influence the content of history representations, but also the process of remembering history.

ABSTRACTS

ON COLLECTIVE AND AUTOBIOGRAPHICAL MEMORY: DIFFERENCES IN NATIONAL AND SELF-APPRAISALS *William Hirst*

William Hirst, Augustine Addai, Alin Coman; New School for Social Research – How do autobiographical and collective memories differ functionally? With autobiographical memories, motivated by a desire to enhance the current self, people evaluate their former selves more critically than their present self (Wilson & Ross, 2003). This critical stance increases with subjective temporal distance. To the extent that people adopt a more nostalgic view toward their collective past, the opposite trend should be found for collective memory. Using national memory as an example of collective memory and modifying the Wilson and Ross procedure, we asked Americans, Romanians, and Ghanians to evaluate themselves and their countries as they are in the present, and were ten and twenty years ago. Romania and Ghana have experienced a problematic past, making it, if anything, unlikely to have a nostalgic attitude toward it. Across all three samples, we replicated Wilson and Ross when participants were asked about themselves. However, we found the opposite trend when participants were asked about their country. They tended to remember their country more fondly as the temporal distance increased. We discuss the results in terms of agency.

COLLECTIVE MEMORY FOR THE WORLD CUP 2006 IN GERMANY: HOW PEOPLE CONSTRUCT PERCEPTIONS OF SHAREDNESS AND SHARED RELEVANCE *René Kopietz, Gerald Echterhoff*

René Kopietz, Gerald Echterhoff, University of Bielefeld – Existing approaches to collective memory have often focused on the actual or objective sharedness of individual memories within groups or communities. From a psychological perspective, the subjective perception of sharing memories with others and the experience of shared relevance of these memories are critical (Manier & Hirst, in press). We investigated factors affecting these subjective perceptions and explored if experiences of sharing may serve as social validation of people's personal memory.

In Experiment 1 German participants were asked to recall either episodic or semantic memories about a major public event - the World Cup 2006. Because episodic (but not semantic) memories entail the reconstruction of the social encoding context of the event, they should elicit feelings of sharedness to a greater extent than semantic memories. Confirming this hypothesis, participants who recalled episodic (vs. semantic) memories reported higher ratings of shared relevance, perceptions of sharing, and trust in their personal memory. In Experiment 2 we manipulated the perceived sharedness for episodic vs. semantic memories more directly: Participants were asked to think about people with similar (vs. dissimilar) memories. In the similar-memories condition, participants showed higher trust in their personal memory as well as higher perceptions of shared relevance and experience. Furthermore, trust in personal memory was mediated by the perceived shared experience. Consistent with shared-reality theory (Hardin & Higgins, 1996) these results indicate that social sharing serves important functions for the individual, such as validating personal experiences and fostering a sense of interpersonal connectedness.

PERCEPTION OF RACISM AND KNOWLEDGE OF U.S. HISTORY *Glenn Adams & Jessica C. Nelson, University of Kansas*

Glenn Adams & Jessica C. Nelson, University of Kansas – White Americans tend to perceive less racism in American society than do people from various oppressed groups. Prevailing accounts of this dif-

ference have emphasized group-serving motivations that lead people from oppressed groups to exaggerate the extent of racism. Our research challenges prevailing accounts in two ways. First, we emphasize that perceptual differences reflect not only tendencies of oppressed groups to exaggerate racism, but also (and perhaps primarily) tendencies of White Americans to understate racism. Second, we hypothesize that perceptual differences reflect not only group-serving motivations, but also community-specific constructions of collective memory that imply different levels of racism in society. In short, White Americans may perceive less racism in society because they are less informed than people in oppressed groups about past incidents of racism. To investigate this hypothesis, we conducted a study measuring historical knowledge about racism, identity concerns, and perceptions of anti-Black racism among White American students (University of Kansas) and African American students (2 historically Black universities). Regardless of race, perceptions of present-day racism were positively related to accurate knowledge of past racism. However, African Americans demonstrated greater historical knowledge and perceived more anti-Black racism in present-day American society than did White Americans. Analyses confirmed that group differences in historical accuracy partially mediated group differences in perception of racism. Overall, results are consistent with the hypothesis that group differences in perception of anti-Black racism are partly the product of group differences in collective memory—specifically, White Americans' relative ignorance about incidents of racism in US history.

RECONCILIATION PROCESSES IN POST CIVIL WAR LEBANON: COLLECTIVE MEMORY AND FORGIVENESS AMONG MARONITE LEBANESE

Laurent Licata¹, Olivier Klein¹, Wafaa Saade¹, Nyla Branscombe², Assaad Azzi¹; ¹Université Libre de Bruxelles, ²University of Kansas – The Lebanese civil (1975-1990) primarily involved conflict between Christians and Muslims. It ended with the Ta'if agreement, stating that each community was equally guilty for the war and pressed for mutual forgiveness. But memories of the war remain vivid and complete reconciliation has still not been reached. Two studies investigated factors facilitating or impeding Christian Maronites' attitudes towards reconciliation. Study 1 (N = 263) showed that, as predicted from Branscombe's (2004) model of collective guilt, only participants who judge their group as responsible for the war and regard its past actions as illegitimate experience guilt. Support for apologies to the outgroup is predicted by perceptions of cultural similarity and by remembering the ingroup's war actions as illegitimate, mediated by collective guilt. Study 2 addressed the effects of subgroup (Maronite) and superordinate (Lebanese) identifications on participants' (N = 102) attitudes towards Lebanese Muslims. Results show that Lebanese Identification has a positive effect on attitudes toward Muslims, and Maronite identification has the opposite effect. A structural equation modelling shows that the latter effect is mediated by attributions of responsibility to Muslims and perception of outgroup continuity (perceiving today's Muslims as similar to the war generation). In contrast, Lebanese identification's effect is mediated by attribution of responsibility to external powers, and a negative effect on perception of outgroup continuity. These studies suggest that reconciliation processes are dependent on social identity and collective memory processes.

POLITICAL APOLOGIES FOR HISTORICAL INJUSTICES

Michael Ross, Craig W. Blatz, Karina Schumann; University of Waterloo – Around the world, minority groups are demanding that governments apologize for government sponsored injustices that occurred decades and even centuries ago. Governmental responses range from denial of wrongdoing to acknowledging but refusing to do anything about the injustice to offers of redress in the form of apologies and/or compensation. Does it matter how governments respond to historical injustices that occurred long ago? Their response seems to matter a great deal to some previously victimized groups. Also, many scholars argue that apologies are an especially potent means of resolving conflicts and repairing damaged relationships

between groups (Lazare, 2004; Minow, 2002). These scholars speculate that, in the absence of an apology, members of a previously victimized minority cannot let go of the past; the memory of an unrequited injustice fosters negative social identities and intergroup conflict. However, there is little theory or empirical research on how governments should apologize and how members of the targeted minority and the majority react to apologies. We provide a psychological framework for assessing the content of apologies and then analyze a set of political apologies. We describe the different aspects of the apologies and their potential psychological implications. We also present research that systematically varies the content of public apologies and examines their impact on both members of the targeted minority and the nonvictimized majority. On the basis of our research, we describe the qualities of effective apologies—apologies that seem to benefit members of both the aggrieved minority and the nonvictimized majority.

Poster Session A

A1

JUST DO IT! THE EFFICACY OF ACTION STRATEGIES FOR INCREASING EXERCISE AND CARDIOVASCULAR FITNESS IN AT-RISK COLLEGE STUDENTS

Laura L. Ten Eyck¹, Dana P. Gresky², Charles G. Lord³; ¹Children's Medical Center Dallas, ²Texas Wesleyan University, ³Texas Christian University—Most Americans understand the beneficial effects of regular exercise, which is increasingly touted as one of the leading factors in disease prevention. Recent surveys suggest, however, that a good number of people still fail to engage in regular physical activity. The present experiment tested one potential technique for increasing regular exercise, which was based on attitude representation theory (Lord & Lepper, 1999) and McGuire and McGuire's (1991) theory of directed thinking. Prior studies demonstrated that students who were directed to think about action strategies that would increase studying subsequently reported greater intentions to study than did students who were directed to think about the reasons why they should increase studying (e.g., Ten Eyck, et al., 2006). In the present experiment, we applied the same technique to exercise. In each of eight weeks, students either generated action strategies for increasing the performance of a target exercise, or reasons why they should increase their performance of a target exercise. Each student's cardiovascular fitness was also assessed prior to beginning the experiment and one week after completing the experiment. The present experiment found that directed thinking about action strategies to increase a target exercise significantly increased time spent exercising and cardiovascular fitness.

A2

THE CONTEXTUAL NATURE OF PERSONALITY: THE EFFECTS OF RACIAL PRIMES ON SELF-REPORTED PERSONALITY

Leah Reisz¹, Jennifer Steele¹, Susan Staton¹, Daniel Heller²; ¹York University, ²Tel-Aviv University—A number of studies have demonstrated that subliminally activating social categories can alter people's attitudes and behaviours in stereotype-consistent ways (Bargh et al., 1996; Kawakami et al., 2003; J. Steele & Ambady, 2006; J. Steele & Heller, 2005; Wheeler et al., 2001, 2004). The present study extended this body of research by examining the impact of priming the racial categories of "Black" and "White" on participants' self-reported personality. Thirty-eight undergraduates were primed with the racial category Black or White through the "a day in the life" writing task (Dijksterhuis & Van Knippenberg, 2001), and were subsequently asked to complete a personality inventory (i.e., IPIP). Consistent with previous theory and research on the contextual nature of personality, and with pre-tested racial stereotypes, there was a main effect of the prime, such that participants who had been asked to write about a day in the life of Jamal Johnson (Black prime condition) reported significantly lower levels of Agreeableness and Conscientiousness than participants who were asked to write about a day in the life of Erik Peterson (White prime condition). As expected, no other differences on the three remaining personality dimensions (Extroversion, Openness, and Neuroticism) emerged. These results provide additional support for the possibility that contextual primes alter people's working self-concept (Wheeler et al., 2004). The current findings are discussed in relation to stereotype activation and the powerful effect of environmental cues on self-perception.

A3

PAY NO ATTENTION TO THE WOMAN BEHIND THE CURTAIN: THE EFFECTS OF TENTATIVE AND DIRECT LANGUAGE ON MEMORY

Larisa Heiphetz¹, Theresa Vescio¹, Susan Fiske²; ¹The Pennsylvania State University, ²Princeton University—Women speak more tentatively than men, using more hedges (hum, ah), intensifiers (it's really hot), and tag questions that turn a declarative statement into a question (it's a nice day, isn't it?). Gender differences in speech styles hold across ages (Leaper & Smith, 2004; Sheldon, 1990) and cultures (Nakamura, 2001; Takano, 2005), and are most striking in male-female interactions (Carli, 1990) or when gender is otherwise salient (Palomares, 2004; Reid, Keerie, & Palomares, 2003). Whereas prior work examined the effects of tentative speech on influence (Carli, 1990; Reid, Keerie, & Palomares, 2003), this work examines the effects of language on speaker recognition (or memory for who said what, Taylor, Fiske, Etcoff, & Ruderman, 1978). After reading about the benefits of a tuition hike, participants completed a surprise recognition task; namely, participants matched speakers to argument content (omitting speech style). Consistent with predictions, main effects of type of speech and argument quality emerged; the sources of tentatively stated ideas were less well remembered than the sources of directly stated ideas, and the sources of low versus high quality arguments were less well remembered. These two effects additively combined; high quality contributions that were presented using tentative language were as poorly remembered as low quality contributions that were directly stated. Neither speaker gender nor participant gender qualified these effects. The implication is that high quality discussion contributions may be erroneously ascribed to people other than the source of the idea when tentatively stated in stereotypically female forms of speech.

A4

SHYNESS AND ONLINE SOCIAL NETWORKING SERVICES

Levi Baker¹, Debra Oswald¹; ¹Marquette University—Introduction: Online social networking services are newly popular websites designed to allow individuals to learn about and communicate with other individuals. It is hypothesized that shy individuals uniquely benefit socially from using these websites because these websites mitigate self-presentational concerns by presenting fewer evaluative cues, allowing shy individuals more time during communication, and presenting shy individuals more information about other individuals. Methods: Participants (N = 241) completed a questionnaire that assessed their use of Facebook, an online social networking service. Participants also completed questionnaires assessing their degree of shyness, perceived social support, loneliness, and the size and quality of their social network. Results and Discussion: Results indicated that shy individuals benefited more from using Facebook than did non-shy individuals regarding the importance ($F(3, 186) = 6.20, \beta = 0.21, p = .04$) and closeness ($F(3, 183) = 5.72, \beta = 0.24, p = .05$) of their peer relationships. Additionally, both shy and non-shy Facebook users received more social support than did non-users, $F(2, 217) = 13.83, \beta = 0.24, p < .01$. However, shy Facebook-users were no less lonely than those who did not use Facebook, $F(3, 215) = 44.84, \beta = 0.05, p = .36$. Secondary analyses indicated that compared to non-shy individuals, shy individuals reported meeting more people using Facebook, found the information on Facebook to be more useful, and felt closer to others because of using Facebook. This suggests that shy individuals might be using Facebook to compensate for difficulties they normally have meeting new people.

A5

MASTERY AND PERFORMANCE GOALS PROMOTION AT THE UNIVERSITY: AN AMBIVALENT DISCOURSE Benoit Dompnier¹, Céline Darnon², Florian Delmas¹, Fabrizio Butera³; ¹Université Pierre Mendès France, Grenoble, France, ²Université Blaise Pascal, Clermont-Ferrand, France, ³Université de Lausanne, Switzerland – Authors in the achievement goals literature are fairly consistent in their advices to teachers: Mastery goals should be promoted in classroom whereas performance goals (approach and avoidance) should not. The present research examines the ambivalence of achievement goal promotion at the university. On the one hand, mastery goals match teachers' explicit recommendations. On the other hand, the selection process encourages the endorsement of not only mastery, but also performance-approach goals. It is argued that the three types of goals (mastery, performance-approach and performance-avoidance) are valued at the university but that each of these goals correspond to different aspects of social value. In Experiment 1, participants were asked to answer an achievement goal questionnaire with different self-presentation strategies: to appear as likeable vs. as likely to succeed. In Experiment 2 and 3, participants were asked to judge about the likeability vs. probability of success of fictitious participants who endorsed each of the three achievement goals either strongly or weakly. Results indicated that high endorsement of mastery goals allowed being judged as both likeable (nice) and likely to succeed (competent). High endorsement of performance-approach goals allowed being judged as likely to succeed but reduced perceived likeability. Performance-avoidance goals only enhanced perceived likeability. The discussion focuses on the two functions of the university, education (apparent in teachers' official discourse) and selection (apparent on university's structure), and on the perceived value of achievement goals.

A6

KEEP YOUR OPTIONS OPEN: THE EFFECTS OF STIMULUS CHOICE ON SOCIAL INFLUENCE Drew Curtis¹, Donna Desforges¹; ¹Sam Houston State University – The purpose of the current study was to examine the role of choice in measuring conformity. One hundred fifteen undergraduate student participants were placed in an Asch-type situation in which they were asked to view various maps and then verbally identify cities in the presence of four confederates. Participants were randomly assigned to one of the four choice conditions: (a) small choice condition, (b) counterbalanced small choice condition, (c) substantial choice condition, or (d) counterbalanced substantial choice condition. Stimulus choice was manipulated by generating different amounts of choice options within each choice condition. Conformity was measured by the participants' response during a critical trial, in which all the confederates were unanimous in responses. The results indicate that participants who were exposed to three choice options tended to agree with the group members' answers more than did those who were exposed to 10 or 17 choice options, $F(1, 111) = 9.84, p = 0.002$, partial $\eta^2 = 0.08$. Furthermore, the aforementioned was not a product of any fatigue or exposure effect, $F(1, 111) = 0.001, p = 0.97$, partial $\eta^2 = 0.00$. Thus, participants with fewer response choices were more influenced by the unanimous group than were those who had more choices. Broader implications of choice in social influence will be discussed.

A7

MAXIMIZING VERSUS SATISFYING IN ROMANTIC RELATIONSHIPS Jaclyn Ronquillo¹, Brian Lickel¹, Ravi Iyer¹, Thomas F. Denson²; ¹University of Southern California, ²University of New South Wales – Previous work has shown that people differ in choice motivation when faced with a number of options. In general, at one end of the continuum, maximizers are those that pursue the most optimal option. On the opposite end, satisficers are those who settle on a option that meets a minimally acceptable threshold (Schwartz, Ward, Monterosso, Lyubomirsky, White, & Lehman, 2002). The present research explores individual differences in choice motivation orientation within the

domain of romantic relationships. More specifically, Study 1 explored the relationships among choice motivation orientation, attentiveness to alternatives, relationship-specific variables (e.g., commitment, satisfaction) and variety seeking. Study 2 further examined these relationships by examining whether choice motivation orientation predicts self-reported infidelity. In a controlled laboratory setting, Study 3 investigated the effects of choice motivation orientation, commitment, and threat posed by an attractive alternative on evaluation of, attentiveness towards, and behavioral intent to meet alternatives. In all three studies, it was demonstrated that maximizers are more attentive to alternatives than satisficers. Contributions of the present research and its implications for future directions are discussed.

A8

DELAY DISCOUNTING: ASSOCIATIONS WITH PERSONALITY, COGNITIVE ABILITY, AND EMOTION Jacob B. Hirsh¹, Dominique Morisano², Alex Guindon¹, Jordan B. Peterson¹; ¹University of Toronto, ²McGill University – Delay discounting describes the extent to which the perceived value of a reward decreases as the delay to obtaining that reward increases. Lower discounting rates predict better outcomes in social, academic, and health domains. The current poster reports the results of three studies that investigated how individual differences in delay discounting related to personality, cognitive ability, and emotional arousal. Study 1 ($n = 90$) explored the Big Five personality correlates of delay discounting, and demonstrated that Neuroticism was associated with higher discounting rates ($r = .22$). Study 2 ($n = 97$) examined how personality interacted with cognitive ability in predicting discounting levels; while greater cognitive ability alone predicted lower discounting rates ($r = -.21$), it also interacted with Extraversion and Neuroticism, such that these traits predicted increased discounting behavior at the low and high ends of the cognitive distribution, respectively. Study 3 ($n = 110$) investigated how the cognitive and personality correlates of discounting were influenced by situational inductions of social success and failure. Extraversion and cognitive ability again predicted discounting rates, but the relationships were moderated by the experimental manipulation. A model of discounting behavior is discussed that integrates the findings from all three studies.

A9

DISPARATE COSTS FOR ATTRIBUTIONS TO RACE AND GENDER BASED DISCRIMINATION Omoniyi Adekanmbi¹, Keith Maddox¹, Sam Sommers¹; ¹Tufts University – Observers often report adverse perceptions of individuals who attribute negative outcomes to discrimination; these perceptions directly influence belief that discrimination occurred. Prior studies suggest that attitudes towards discrimination differ depending on the group targeted by the action. Despite this implication, researchers have neglected to compare perceptions of different group-based employment discrimination attributions. Two experiments explored the consequences of attributions to race- versus gender-based discrimination. Participants read about a Black female denied a promotion in favor of an equally qualified White male. The Black female sued for discrimination, either race or gender based, or accepted the decision. In Experiment 1, the target was perceived as less good-natured when she made an attribution to race discrimination than the other attributions. Experiment 2 measured perceptions of the target before and after her claim and incorporated a non-social category external attribution. There was a greater decrease in evaluations of the target after she attributed race discrimination than the other conditions. Evaluations of the race discrimination and non-social condition were more comparable than with the gender discrimination condition.

A10**EFFECTS OF INGROUP VERSUS OUTGROUP AS SOURCE OF INFORMATION ON EMOTIONAL INTENSITY OF SEVEN COLLECTIVE EMOTIONS**

Stephen Reysen¹, Nyla R. Branscombe¹; ¹University of Kansas – In seven separate studies (N = 401), the source (ingroup or outgroup) of a fictitious news article was manipulated. In each study, American participants read a story that was purported to be written by either USA Today or China Today, and assessed a relevant discrete emotion, including contempt, disgust, hope, happiness, fear, jealousy, and guilt. The stories were created to elicit a strong emotional reaction for the particular emotion under examination. For example, to elicit collective guilt a story was developed that reported a growing trend of U.S. college students defacing Chinese shrines. Next, participants indicated how much they felt the particular collective emotion under examination. Across the seven studies, the results showed that the source of information affected the emotional intensity experienced by participants. Participants reported experiencing significantly greater intensities of negative collective emotions (guilt, disgust, contempt, fear, jealousy) when the source of the message was the ingroup than when the source of the emotion eliciting information was the outgroup. Positive emotions (happiness and hope) were elicited equally by the ingroup and outgroup sources. Past research has shown that ingroup members are more sensitive to criticism when the source of the information is from an ingroup member rather than an outgroup member, while praise is accepted equally from either source (Hornsey, 2005). Likewise, in the present studies, participants were more sensitive to negative emotions from the ingroup rather than outgroup, while positive emotions were equally elicited from either group.

A11**DOES THE VALUE OF BELONGING OPERATE IN ACCORD WITH A SATIATION OR SENSITIZATION MODEL AT THE PERSON-LEVEL?**

Arlen C. Moller¹, Edward L. Deci², Andrew J. Elliot²; ¹Gettysburg College, ²University of Rochester – Some theorists have suggested that the more belongingness people have experienced in their lives, the less they should value it. We refer to this hypothesis as a “satiating” model with regard to the value of belongingness at the person-level. In contrast, a “sensitizing” model states that experiencing belongingness over time leads people to value it more. The present investigation explored how experiences of belongingness in one’s life influence the anticipated and experienced value of belongingness in the future. An experiment was run wherein participants (n = 88) were asked to report on their person-level experienced belongingness, and then either: interact with a confederate (the belongingness-induction condition) or answer questions privately (the neutral comparison condition). Before the experimental intervention, participants indicated their mood and what they anticipated their mood would be after the intervention. Following the intervention they reported their mood once again. Change in mood indexed experienced value. Within the belongingness-induction condition, a significant positive relation was found between person-level experienced belongingness and both anticipated and experienced value. Those who had greater belongingness in their lives anticipated and experienced the belongingness induction as more rewarding than those who were relatively isolated socially. Thus, the results supported a sensitization model.

A12**THANKS, BUT NO THANKS: THE ROLE OF DESERVINGNESS IN THE EXPERIENCE OF GRATITUDE**

Rosalind Chow¹, Brian Lowery¹; ¹Stanford University – Intuition and previous research suggests that feeling that one’s outcomes are deserved should inhibit the experience of gratitude. Consequently, most empirical work on gratitude has investigated how the nature of the help received or characteristics of the helper affect gratitude, rather than how individuals’ feelings about the self might affect gratitude. In this project, we propose that individuals’

sense of deservingness can positively affect the experience of gratitude. In three studies, we provide evidence that the more helpful others have been, the more grateful individuals will feel for the help, but only when they also feel that they deserve their outcome. Using a test taking paradigm, Study 1 finds that the more helpful an experimenter’s hint is perceived to have been, the more grateful participants feel for the help, but only when they feel responsible for their test performance. In Study 2, the amount of help is manipulated, and participants report feeling more grateful for a larger amount of help than a small amount of help, but this effect is only true among individuals who feel responsible for their test performance. In Study 3, participants were again more grateful for a larger amount of help than a small amount of help, but only when they were induced to feel that they deserved their outcome. These results suggest that deservingness, rather than inhibiting gratitude, can be a precondition for the experience of gratitude.

A13**NOT MY MARRIAGE: THE (IL)LOGIC OF THE THIRD-PERSON EFFECT APPLIED TO SAME-SEX MARRIAGE**

Matthew P. Winslow¹, REXÉNA Napier¹; ¹Eastern Kentucky University – Several leading conservative commentators have criticized same-sex marriage (SSM) on the grounds that allowing it would endanger traditional marriage. However, one questions whether they believe their own marriage would be threatened by SSM. Similar to the Third Person Effect (TPE; Davison, 1983), these people seem to believe that other people would be more influenced than they would be themselves. Participants were asked to indicate their position on SSM and how much influence SSM would have on their own marriage, the marriages of generalized others, and on the marriages of Massachusetts residents (where same-sex marriage is legal). Participants also completed a measure of political identification, the Right-Wing Authoritarianism Scale (Altemeyer, 2006) and the Religious Fundamentalism Scale (Altemeyer & Hunsberger, 2004). Results indicate that participants believed that the marriages of generalized others and Massachusetts residents would be more negatively affected by SSM than their own. While not strictly a logical impossibility, it is highly unlikely that SSM would affect only people outside of the current sample. RWA was found to be one of the better predictors of both the TPE and opposition to SSM. It also mediated the relationship between participants’ political views and support for banning SSM. These results support research indicating that right-wing authoritarians hold prejudiced views towards many minorities (e.g., Altemeyer, 1998). Thus, it appears that not only are right-wing authoritarians prejudiced against homosexuals (and against allowing SSM), but they also display the TPE more than non-authoritarians.

A14**APOLOGIES AND REPARATIONS FOR HISTORICAL INJUSTICES: IS IT BETTER TO GIVE THAN RECEIVE?**

Craig Blatz¹, Michael Ross¹, Emily Schryer¹, Martin Day¹; ¹University of Waterloo – Many scholars speculate that government apologies and reparations for historical injustices psychologically benefit members of the victim group and enhance intergroup harmony. However, they have not offered theory or evidence in support of these assumptions. In the current study, Chinese and non-Chinese Canadians completed surveys before and after the Canadian government apologized and provided financial compensation for government sponsored discrimination against Chinese immigrants in the nineteenth and first half of the twentieth centuries. We examined hypotheses derived from social identity theory and justice theories concerning reactions to redress. Both Chinese and non-Chinese participants evaluated the system of government as less responsible for the injustice after redress than before. Redress did not alter reports of national identity or evaluations of Chinese Canadians, but did increase both groups’ evaluation of European Canadians. We also examined hypotheses derived from cognitive consistency theories and reactive devaluation theory concerning how Chinese and non-Chinese Canadians

would respond to the actual government apology and offer of reparations. On the basis of these theories, we hypothesized that majority group members would evaluate the government's actions more favorably. Results confirmed these hypotheses. After redress was provided, both groups evaluated the government's offer favorably, but non-Chinese participants were more enthusiastic. Discussion will focus on the implications of the results.

A15
THE RELATIONSHIP BETWEEN CONFLICT AND MENTAL AND PHYSICAL HEALTH IN DATING RELATIONSHIPS Tammy Lowery

Zacchilli¹, Susan Hendrick², Clyde Hendrick², Candice Taler², Aaron Wallis²; ¹Saint Leo University, ²Texas Tech University—Previous research suggests that marital conflict may be related to depression, anxiety, and increased alcohol use (Fincham, 2005). Thus, it is important to understand how conflict relates to mental and physical health as well as the health of the relationship. Findings such as these have not been examined extensively for individuals in non-marital (e.g., dating) relationships. The purpose of the current study was to determine how conflict in dating relationships relates to mental and physical health. Participants (105 women and 61 men) completed the newly-developed Romantic Partner Conflict Scale (subscales of Compromise, Domination, Interactional Reactivity, Submission, Avoidance, and Separation). Also assessed were relationship satisfaction, respect, self-disclosure, social support, life satisfaction, depression, anxiety, health and wellness, alcohol and drug use, and related variables. Focusing on conflict, initial analyses revealed that depression and stress were negatively related to the conflict strategy of Compromise and positively related to Domination and Interactional Reactivity. Anxiety was negatively related to Compromise and positively related to Interactional Reactivity. Poor physical health was related to greater use of Interactional Reactivity, and lower life satisfaction was related positively to Interactional Reactivity and Domination. There were numerous additional findings as well. These results have implications for dating partners' romantic relationships as well as for the partners' individual emotional and physical health. Implications for future research on romantic conflict as well as clinical applications to individual and couple therapy are discussed.

A16
SCHOOLS AS SOCIALIZATION CONTEXTS: SCHOOL CLIMATE FACTORS AS PREDICTORS OF SCHOOL BELONGINGNESS Zeynep Cemalcilar¹; ¹Koc University

—Beginning in early childhood all throughout adolescence, children spend a minimum of 30 weeks over one calendar year in formal educational settings. Schools serve as important extra-familial socialization contexts, contributing to students' individual, social, and academic developments (Lynch & Cicchetti, 1997). In his social-ecological model Bronfenbrenner (1979) argues that people are shaped by the contextual frameworks they live in and the environmental forces they interact with. Understanding human behavior necessitates the examination of the fit between the individual and surrounding milieu. Considering schools as such ecological systems requires studying the meso- and macro- systems within schools to adequately understand the dynamics of learning and education. The purpose of the present research was to investigate the effects of various social-contextual factors within schools on students' schooling experiences, specifically their level of school belongingness, using a structural equation model. Data were collected from 799 students attending 7th and 11th grades of 13 schools in Istanbul, Turkey. The findings suggest that the proposed model is plausible in explaining the development of students' sense of school belongingness using school related predictors. Satisfaction with the academic life was the highest predictor of sense of school belongingness followed by perceptions of violence in the school and relationships with peers. Perceived quality of teacher-student and teacher-administrator relationships had direct effects on students' academic satisfaction and significant indirect effects on

school belongingness through their contributions to the academic life. The invariance of the model was further tested for the two grade levels and the school SES.

A17
PROBLEM SEVERITY AND ATTENTION: THE MODERATING ROLES OF SATISFACTION AND CONSTRAINTS Nancy Frye¹;

¹Long Island University—In even the most satisfying romantic relationships, couples face a variety of specific problems, which vary in severity. Which problems are partners most likely to work on and improve? One possibility is partners may strategically devote the most time and effort to their most severe problems. On the other hand, partners may seek to avoid these severe problems, instead focusing on less severe problems. The degree to which partners engage in each of these strategies may depend on their reasons for remaining in their relationship. Those remaining out of a desire to stay (i.e., high in satisfaction) may, more strategically, devote time to their more difficult problems, while those remaining out of an inability to leave (i.e., high in constraint) may, out of sense of fear or avoidance, devote time to their least difficult problems. To determine whether this is the case, data from 182 cohabiting and 221 married participants were examined. Hierarchical linear modeling was used to examine the within-person association between problem severity and attention to problems. When average amount of time spent on all problems was examined, it was found that partners with higher levels of both satisfaction and constraint devoted more time, overall, to addressing their problems. However, which problems partners addressed were predicted in opposite ways by satisfaction and constraint. Partners with higher levels of satisfaction were more likely to devote time to their more serious problems, while partners with higher levels of constraints were more likely to devote time to their less serious problems.

A18
EFFECTS OF SYSTEM MOBILITY ON SYSTEM JUSTIFICATION EFFECTS Kristin Laurin¹, Aaron C. Kay¹; ¹University of Waterloo

—This research examined the conditions governing people's motivation to justify the systems under which they operate; specifically, the effects of perceived system mobility, or the extent to which people believe they could easily leave their current system, on this motive. We predicted that the more people believe they are free to leave a system, the less they should system justify. Two studies support this idea. In Study 1, we led our participants to perceive mobility as low or high, and then measured the effects of this manipulation on system justification by asking them to explain a gender discrepancy in financial outcomes occurring within their system. We found that women in the low, compared to high, mobility condition were more likely to justify this discrepancy, attributing it to "genuine differences between men and women." In Study 2, we led our female participants to perceive low mobility for either their own or an irrelevant system. We then assessed their explanations of a similar gender discrepancy said to exist either within participants' own system or in the irrelevant one. As predicted, we found that women in the own-system condition were more likely to say the gender discrepancy in their own system was due to genuine differences between men and women, and not due to unfairness; explanations of the discrepancy in the irrelevant system were unaffected by our mobility manipulation. Across both studies then, women defended the legitimacy of the system most strongly when they thought they would be unable to leave it.

A19
SHAME AND GUILT: TOWARD THE FURTHER UNDERSTANDING OF REACTIONS TO PERSONAL TRANSGRESSIONS Taya R.

Cohen¹, Scott T. Wolf^{1,2}, A. T. Panter¹, Chester A. Insko¹; ¹University of North Carolina at Chapel Hill, ²University of Missouri-Columbia—Despite years of research on shame and guilt, the distinction between these constructs is

still widely debated (cf. Smith et al., 2002; Tangney & Dearing, 2002). The goal of this study was to experimentally manipulate various factors that have been used to define guilt and shame in order to gain a further understanding of how individuals respond to personal transgressions. The design included two within-subject factors (public-private; response type) and one between-subject factor (actor-observer). Participants read about a series of transgressions and then indicated the likelihood that they would respond in the ways described. Transgressions were either committed in public or private. Response options included self evaluations, act evaluations, avoidance motivations, and approach motivations. Participants were randomly assigned to either imagine that they themselves had committed the transgression (actors) or that someone else had committed the transgression (observers). A complex pattern of results emerged, indicating that each of the manipulated factors influenced responses to transgressions. Overall, act evaluations were more likely than self evaluations, and public transgressions were more likely to elicit responses than private transgressions. In addition, a significant Avoidance-Approach X Public-Private interaction revealed that approach responses were more common for public transgressions and avoidance responses were more common for private transgressions. This interaction suggests that when people commit transgressions in private they may not feel as much normative pressure to apologize or take corrective action, whereas when people commit transgressions in public, they may not have the luxury of avoiding responsibility for their actions.

A20
GOOD AT ACCURATELY ASSESSING OTHERS: PAY ATTENTION TO THE DETAILS RATHER THAN TO THE WHOLE! *Petra Schmid¹, Marianne Schmid Mast¹; ¹University of Neuchâtel*

– People differ in how accurately they can judge others. Women are better at correctly assessing others than men are. Much less is known about the mechanism of interpersonal accuracy, e.g. which cognitive information processing style is favorable. We tested whether paying attention to details (local processing) as compared to the whole (global processing) was related to better accuracy in assessing other people's nonverbal behavior. Participants were 69 female and 21 male students being randomly assigned to a global, local, or neutral priming condition before measuring their interpersonal accuracy. We used the NAVON task (Navon, 1977) consisting of large letters composed of small letters and asked participants to read aloud the large letters (global priming) or the small letters (local priming) or to read letters of different fonts (neutral priming). To measure interpersonal accuracy, participants then viewed videotaped excerpts of a target person interacting and were asked to infer the intention of the target person in each scene based on her nonverbal behavior (PONS, Rosenthal, et al., 1979). Results showed that participants primed with a local processing style were significantly more accurate than participants primed with a global processing style. The neutral were in between. There was a significant Priming condition by Gender interaction showing that women were significantly better than men in the neutral condition but that the gender difference disappeared in the global and local conditions. Paying attention to details seems to be the explanation of how one can read another accurately and women seem to do this automatically.

A21
RUDE OR RUSHED? THE EFFECTS OF PROCESSING OBJECTIVES ON CAUSAL ATTRIBUTIONS *Kristi Costabile¹; ¹Ohio State University*

– Our current objectives influence how we perceive and interpret observed behaviors in social interactions (Wegner & Bargh, 1998). In two experiments, we examined how processing objectives differentially influence the causal attributions and predictions made for observed behaviors. In the first experiment, participants read sentences describing persons performing various behaviors (e.g., Harold stepped in front of the old man in line). Half of the participants were asked to form

an impression of the individuals described in the sentences, half were asked to form a narrative of the described events. Then, using both free and restricted-response measures, participants were asked to indicate the cause of the described behaviors (e.g., Why did Harold cut in line?). Our findings indicate that those with impression formation goals were more likely to attribute behaviors to chronic dispositions than participants with narrative construction goals. However, regardless of experimental instruction, all participants were more likely to generate situated motive attributions for the observed behaviors (e.g., Harold is in a hurry) than chronic dispositional attributions (e.g., Harold is rude). A second experiment examined the effect of processing objectives on the tendency to make generalizations from a specific instance to future, more general situations. As predicted, we found that participants given impression formation objectives were more likely to generalize observed behaviors to future situations than those with narrative objectives. Taken together, these results suggest that processing objectives differentially impact perceptions of others in our social environment and the attributions we make for observed behaviors.

A22
EXPLORING THE RELATION OF INDEPENDENT AND INTERDEPENDENT SELF-CONSTRUALS TO ACHIEVEMENT GOALS

Mingming Zhou¹; ¹Simon Fraser University, Burnaby, BC Canada – It has been noted that self-construals should have a direct impact on personal goal setting. Research on the relationship between achievement goals and perceptions of self has demonstrated that interdependent self-construals were positively related, and independent self-construals negatively related, to adoption of avoidance goals, which are aimed at avoiding negative or undesirable events. I further hypothesized that independent self-construals would positively correlate, and interdependent self-construals negatively correlate, with adoption of approach goals, which are directed toward positive or desirable events. These two hypotheses were tested with a Chinese sample (N = 132), which reported significantly higher scores for interdependent self-construals than for independent self-construals. The two scales were positively correlated ($r = .38, p < .01$). Results did not replicate previous findings that the adoption of approach/avoidance goals varies as a function of self-construals. Approach goals were found to be significantly positively associated with both independent self-construals ($r = .51, p < .001$) and interdependent self-construals ($r = .32, p < .001$). None of the correlations between either type of self-construals and avoidance goals was statistically detectable. Hierarchical regression analyses with entering interdependent self-construals first yielded the same results: Both self-construals were positive predictors of approach goals (Beta = .39, $p < .001$ for independent self-construals, and Beta = .19, $p < .05$ for interdependent self-construals). Neither of them was a significant predictor of avoidance goals. This leads to a reflection that views of self could vary within a cultural group, which impacts achievement goals differently.

A23
IN THE EYE OF THE BEHOLDER: DO BEHAVIOR, REPUTATION, AND INDIVIDUAL DIFFERENCES AFFECT VICTIM AND PERPETRATOR RESPONSIBILITY FOR ACQUAINTANCE RAPE? *Ellen S. Cohn¹, Erin C. Goforth¹, Tiffany M. Brown¹; ¹University of New Hampshire*

– Most of the research on the effect of victim resistance and victim and perpetrator reputation on attributions of responsibility for rape has focused on stranger rape, not acquaintance rape. The purpose of the current research was to investigate the effects of these factors on attributions of responsibility for acquaintance rape. In the first study, victim resistance and reaction of the perpetrator were manipulated. Men were more likely to hold the victim responsible than women. The victim was held less responsible when she reacted verbally or both verbally and physically compared to when she did not resist. The perpetrator was also held more responsible when the victim showed any resistance compared to no resistance. In addition, hostile sexism was a significant predictor of

victim responsibility attributions. In the second study, victim and perpetrator reputation were varied. Men and women attributed responsibility differently based upon the reputation of the victim and the perpetrator. As in Study 1, men held the victim more responsible than women. Reputation, hostile sexism and rape myth acceptance were significant predictors of victim responsibility. Rape myth acceptance and reputation were both significant predictors of perpetrator responsibility. This research has implications for the legal system regarding the presentation of evidence involving acquaintance rape cases.

A24

LIONIZING THE WINNER: THE RELATIONSHIP BETWEEN JUST WORLD BELIEFS AND ATTRIBUTIONS FOR OTHERS' SUCCESS

Ning Chen¹, Maia J Young¹; ¹UCLA Anderson School of Management – People who hold a Belief in a Just World (Lerner, 1980) generally make stronger internal and weaker external attributions of others' misfortunes than those who do not (see Furnham, 2003 for a review). The current research explores how the just world belief influences attributions for others' positive outcomes. We hypothesized that the greater one's belief in a just world, the more internal attributions one will make to account for another's positive outcomes. In addition, the relationship between BJW and internal attributions will be stronger when justice-related concepts are activated. Seventy-nine college students completed the BJW-Others scale (Lipkus et al., 1996) a week before they came to the lab. When they came to the lab, participants first either recalled an unjust experience (justice activated condition) or described their daily activities (control condition). All participants then read a scenario in which a manager of equally-high performing employees was asked to choose only one of the team members for promotion. The scenario went on to say that after much deliberation, the manager promoted someone. Participants then rated their attributions for the employee's promotion. Results confirmed that belief in a just world was associated with more internal attributions for the employee's promotion, and this relationship is stronger when justice-related concepts are activated. These findings enrich our understanding of just world beliefs by demonstrating that they are associated with internal attributions for positive outcomes. They also shed light on how just world beliefs influence attitudes toward others' success at work.

A25

WHEN AVOIDANCE GOALS WORK: A CONSIDERATION OF CULTURE AND INTERPERSONAL CONTEXTS

Helen Sullivan¹, Shigehiro Oishi²; ¹National Cancer Institute, ²University of Virginia – In an experimental study, we examined whether the effect of approach vs. avoidance goal pursuit on task performance is moderated by culture and interpersonal contexts. Participants (81 Asian Americans; 84 European Americans) were given puzzles to work on alone (independent condition), or with another participant (interdependent condition), with an approach (receive raffle tickets for correct answers), or avoidance goal (lose raffle tickets for incorrect answers). Replicating previous research, European Americans enjoyed working on the task more when given an approach goal versus avoidance goal in the independent condition. In contrast, the opposite was true for Asian Americans. European Americans also thought that they performed better when given an approach goal versus avoidance goal, although there was no actual performance difference. Goal type did not affect perceived or actual performance for Asian Americans. In the interdependent condition, White-White pairs performed better when given an avoidance goal versus approach goal, and Asian-Asian pairs performed similarly in both goal conditions. Asian-White pairs, however, performed better when given an approach goal versus avoidance goal. There were no significant differences for enjoyment or perceived performance. In summary, the present study generated several new findings. First, avoidance goal pursuit had a positive effect on enjoyment for Asian Americans working alone. Second, when working with someone from a similar cultural

background, avoidance goal pursuit did not have a typical negative effect. Finally, approach goal pursuit had a positive effect when Asian and European Americans worked together. Implications of these findings will be discussed in a poster.

A26

SIMILARITY VS. COMPLEMENTARITY OF REGULATORY FOCUS IN DYADIC INTERACTIONS: WHO FITS BEST WHEN?

Vanessa Bohns¹, E. Tory Higgins¹; ¹Columbia University – In previous work, we found a complementarity effect of regulatory focus in dyadic interactions. Our explanation for this effect was that in interactions where separate roles are clearly defined, being paired with someone of the opposite regulatory focus allows tasks to be divided up in such a way that both partners can maintain regulatory fit (i.e., the promotion person can take on the eager tasks, and the prevention person can take on the vigilant tasks). An important caveat to this argument is that in situations where two people interact without clearly defined roles, i.e., where tasks can no longer be divided up between the interactants, this effect should disappear. We tested this prediction using face-to-face dyadic interactions where participants were either assigned to separate roles (in this case, to the roles of interviewer and job candidate) or the participants occupied the same role (two roommates interviewing one another). In the "separate roles" condition we replicated our original complementarity effect, but in the "merged roles" condition we found a reversal – participants preferred partners with a similar regulatory focus. These findings suggest that, at least in the domain of self-regulatory styles, similarity and complementarity may have a conditional effect on attraction. This research lends support to a theoretical conceptualization of interpersonal attraction that involves the person, the other, AND the environment (e.g., Berscheid & Reis, 1998; Holmes, 2000; Kelley, 1983).

A27

SELF-COMPASSION AND OTHER-FOCUSED RESPONDING

Kristin Neff¹; ¹University of Texas at Austin – Self-compassion entails being kind to oneself in instances of failure or suffering, seeing one's difficulties in light of the shared human experience, and holding negative emotions in mindful awareness (Neff, 2003). Self-compassion is strongly linked to psychological well-being, and is associated with fewer ego-defensive strategies than self-esteem (Leary et al., 2007; Neff, Kirkpatrick & Rude, 2007). However, little research has examined the relationship between self-compassion and other-focused responding such as forgiveness, altruism, or empathy. The current study (N = 398) uses self-report measures of such constructs to determine if self-compassion is associated with increased concern for others. Results indicate that greater self-compassion is linked to greater forgiveness of others. It is also significantly associated with more perspective-taking and less fantasizing and personal distress when considering the plights of others. However, self-compassion is unrelated to empathetic concern. Similarly, self-compassion is unrelated to self-reported altruism. Self-compassion is weakly related to compassionate love for close others and is unrelated to compassionate love for humanity in general. Thus, it appears that having more compassion for the self is related to other-focused concern, but in a somewhat inconsistent manner. In past research (Neff, 2003), people who lack self-compassion have reported that they are kinder to others than to themselves, while those high in self-compassion report they are equally kind to self and others. Thus, the variable link between self-compassion and other-focused responding may exist because people who are hard on themselves are often still relatively compassionate and giving to others.

A28

SYMBOLIC SELF-COMPLETION MOTIVES EXPRESSED IN INTERNET COMMUNICATIONS

Cindy Harmon-Jones¹, Brandon J Schmeichel¹, Eddie Harmon-Jones¹; ¹Texas A & M University – Symbolic self-completion theory proposes that individuals use symbols of attainment to define themselves as competent and accomplished in their

chosen self-defining areas, and that they display these symbols to communicate their accomplishments to others. In the present research, our goal was to examine whether individual professors and academic departments strive for symbolic self-completion when communicating through the Internet. We hypothesized that publications, citations, and departmental rankings by the National Research Council (NRC) all serve as important indicators of attainment for professors, while professional credentials (i.e., "doctor," "professor," or "Ph. D.") may serve as alternate symbols of attainment. We predicted that a lack of important symbols of professional attainment would motivate the display of alternate symbols of attainment in web pages and email signature files. In Study 1, we found that academic departments with less prestigious NRC rankings listed more of the professional credentials of their faculty on their departmental web pages compared to departments with more prestigious rankings. In Study 2, professors with fewer publications and citations per year since completing their doctorate displayed more professional credentials in their email signatures compared to professors with more publications and citations per year. These results suggest that self-completion concerns motivate behaviors in the real-world context of Internet communications. The results further suggest that analyses of Internet communications can provide externally valid tests of theories concerned with motivation and self processes.

A29**ON THE VIABILITY OF THE AUTOMATIC STIMULUS EVALUATION HYPOTHESIS: GOAL-DEPENDENCY EFFECTS IN AFFECTIVE AND NON-AFFECTIVE STIMULUS PROCESSING**

Adriaan Spruyt¹, Jan De Houwer¹,¹Ghent University – Affective priming research has shown that affective stimulus information can be processed very rapidly, with minimal effort, and even outside the reach of consciousness. Accordingly, it has been concluded affective stimulus processing is a fairly automatic and unconditional phenomenon. We will present new experimental evidence suggesting that affective stimulus processing may not be the unconditional phenomenon that several researchers have claimed it to be. Additionally, we will demonstrate that goal-irrelevant non-affective stimulus processing can proceed in an equally 'automatic' fashion as goal-irrelevant affective stimulus processing, provided that processes of feature-specific attention allocation are taken into account. We will discuss the implications of these findings for the hypothesis that humans are endowed with an evaluative decision mechanism that allows them to automatically evaluate all incoming stimulus information.

A30**RELATIONSHIP QUALITY AS A PREDICTOR OF SELF- AND PARTNER-ENHANCEMENT WITHIN CROSS-SEX FRIENDSHIPS, DATING RELATIONSHIPS, AND MARRIAGES**

Marian Morry¹, Tara Reich¹, Mie Kito¹,¹University of Manitoba, Canada – Individuals often rate themselves more positively than strangers or acquaintances; self-enhancement. In ongoing relationships, self-evaluation maintenance theory indicates that on self-relevant aspects, self-enhancement should increase with increased closeness; however, the social comparison literature suggests that self-enhancement should decrease. Within a relationship type (friend, dating relationship, or marriage), "relationship quality" is related to perceiving the partner and relationship positively. We hypothesized that (1) self-enhancement would be greater in romantic relationships than cross-sex friendships for positive traits (high self-relevance), but that the reverse would be true for negative traits (low self-relevance); and (2) higher relationship quality would predict partner-enhancement for all traits; rating the partner more positively than the self. Participants rated the self and partner on positive and negative traits, and completed measures of satisfaction, liking, and loving. Trait (within; positive or negative) by Target (within; self or partner) by Relationship Type (Study 1 only - between; dating or cross-sex friendship) by Relationship Quality (between: high or low) MANOVAs

tested our hypotheses. Study 1 examined cross-sex friendships (N=92) and dating relationships (N=90) among University students. Hypothesis 1 was not supported. Supporting Hypothesis 2, higher relationship quality predicted greater partner-enhancement on the positive and negative traits. Study 2 (N=94), using a married, non-University sample, supported Hypothesis 1. Individuals self-enhanced on positive but not negative traits. Supporting Hypothesis 2, spouses reporting low relationship quality self-enhanced on the positive and negative traits, while spouses reporting high relationship quality partner-enhanced on the positive traits. Implications for the self-enhancement literature and interpersonal relationships will be discussed.

A31**LIFE REALLY IS NASTY, BRUTISH, AND SHORT – AND NO ONE IS HAPPY ABOUT IT**

Lalin Anik¹, Michael I. Norton¹, Lara B. Aknin², Elizabeth W. Dunn²,¹Harvard Business School, ²University of British Columbia – The present research explores the validity of Thomas Hobbes' (1651) depressing view that life is "nasty, brutish, and short." Given two choices – one between life as "short" or "long" and one between life as "easy" or "hard" – more than half of participants in a first study endorsed the Hobbesian view of life as both short and hard; in contrast, a mere fraction (roughly 10%) endorsed the anti-Hobbesian view that life is easy and long. Most importantly, these world-views impacted people's well-being, with those endorsing the Hobbesian view reporting the lowest well-being and those endorsing the anti-Hobbesian view reporting the greatest. By way of comparison, while some 83% of anti-Hobbesians answered a straight-up "Yes" when asked if they were generally happy, just 28% of Hobbesians did so. In a second study, we assessed perceived and actual friendships in two MBA classes, to examine whether these world-views also impacted people's social lives. While both groups perceive the same number of meaningful friendships, anti-Hobbesians had far more reciprocal, meaningful friendships than non-Hobbesians, suggesting that these world-views may be related to a wide-range of factors related to leading a happy life. In sum, Hobbes appears to be at least partly correct: the majority of individuals endorsed his view, and these individuals did indeed experience life as filled with less joy.

A32**CONTINGENCIES OF SELF-WORTH AND PUBLIC ATTRIBUTIONS TO DISCRIMINATION**

Lisa R. Milford¹, Gretchen B. Sechrist¹,¹University at Buffalo, The State University of New York – Two studies demonstrate the effects that a woman's contingencies of self-worth (specific domains in which self-esteem is based) have on her responses to discrimination. Past research has shown that women will privately attribute a failure to discrimination, but are unwilling to publicly attribute the failure to discrimination, especially when a male is present. In the current studies, women were pre-selected to participate based on their level of creative or academic contingencies of self-worth. In the first study, women who based their self-esteem on their creative abilities completed a creative thinking task believed to be predictive of future success. All participants received failure feedback that was discriminatory, based on their gender. Participants were then given the opportunity to publicly claim discrimination as the cause of this failure. This study found that women, who were highly contingent on creativity, publicly claimed discrimination as the cause of their failure significantly more than women who's self-esteem was not contingent on creativity. A second study replicated these findings utilizing one of Crocker and colleagues (2003) original domains in which individuals stake their self-esteem: academics. In this study, women who were high and low in academic contingencies completed an academic logical reasoning task. All participants then received failure feedback that was either discriminatory, based on their gender, or not discriminatory. It was found that women who were highly contingent on academics publicly claimed discrimination as the cause of their failure significantly more

than those low in contingencies when discrimination was a legitimate cause of the failure.

A33
ESSENTIALISM AS AN EFFECT: HOW STEREOTYPES INFLUENCE ESSENTIALIST THEORY ENDORSEMENT Jill Coleman¹;

¹Ohio State University, Newark – Throughout the last decade, research has examined the influence of implicit and essentialist theories of groups on stereotypic thought and behavior (Bastian & Haslam, 2006; Levy, Stroessner, & Dweck, 1998). Research has also demonstrated the link between individuals' endorsement of essentialist ideas regarding specific groups and prejudice toward group members (Haslam, Rothschild, & Ernst, 2002). There has been relatively little research, however, examining whether or not essentialist thinking itself can be the result of stereotypic thoughts or prejudicial attitudes. The goal of the current study was to focus on this reversal of the established causal model, and it was hypothesized that heightened stereotypic thoughts would lead to greater endorsement of essentialist thinking. Sixty female participants were asked to do a memory exercise that required reflecting on instances of their own past gender stereotypic or nonstereotypic behavior. The participants were then asked to report their endorsement of both gender-specific essentialist theories and broader, more general essentialist theories. Contrary to expectations, participants who reflected on past stereotypic behavior were significantly less likely to endorse essentialist theories than were participants in a control condition. Those who reflected on past non-stereotypic behavior were also less likely than participants in a control condition to endorse essentialist theories, although this relationship was only marginally significant. Interestingly, there was a significant negative correlation ($r = -.46, p < .001$) between endorsement of gender-specific essentialist beliefs and endorsement of biological essentialist beliefs that were not linked to any specific groups.

A34
INTERGROUP RELATIONS AT WORK: RACE/ETHNICITY-SPECIFIC INTENTIONS TO STAY DEPENDS ON WHO ELSE IS THERE Kenneth Matos¹, Lynn Offermann¹, Adam Malamut¹; ¹The George Washington University – Although relational demography and social categorization theories offer promise in examining the perceptions and outcomes of different groups depending on the characteristics of those around them, research to date generally focuses on comparisons of White majorities to collections of “non-White” minorities. This limited perspective ignores differences between minority groups as well as contexts where Whites are the numerical minority. They also do not consider organizational efforts to manage diversity by creating inclusive climates. Yet increasing diversity and globalization make the understanding of different intergroup relations increasingly important. Our study used results of an attitude survey of 185 U.S. worksites, including over 40,000 employees of a single company who varied widely in race/ethnicity. Pairwise linear regressions examined how mean intentions to stay for each racial/ethnic group varied as the relative proportion of the other groups changed. Results showed that Blacks, Asians, and Hispanics each experienced significant reductions in their intent to stay as they came to be outnumbered by White employees, with Asians showing the strongest effect. Whites experienced the opposite effect, increasing their intent to stay as they became outnumbered by Black employees. However, climate for diversity was a significant moderator. When the climate was poor, the previously noted relationships were intensified, and both Blacks and Hispanics also displayed reduced intent to stay as the Asian population grew relative to their own group. All of these relationships were non-significant when the climate for diversity was positive, suggesting that creating inclusive climates can ameliorate potential problems in diverse workgroups.

A35
PUTTING CONFRONTATION IN ITS PLACE: THE INFLUENCE OF SOCIAL NORMS ON THE EFFECTIVENESS OF A CONFRONTATION OF PREJUDICIAL BIAS Aimee Mark¹, Margo Monteith²;

¹University of Southern Indiana, ²Purdue University – The present study examined the conditions in which a confrontation can be successful in reducing bias in others. The current study explored the possibility that confrontations are likely to be most successful to the extent that there are supportive social norms. Specifically, the impact that social norms have on confrontations concerning gender bias were examined in a face-to-face interaction. Participants were exposed to either sexist or non-sexist social norms and were either confronted after engaging in a biased response or not confronted. Participants' reactions to the confrontation were measured in a variety of different ways (e.g., immediate reactions, affect, likelihood of engaging in a biased response). Results indicated that norms and participants' prejudice influenced participants' immediate reactions to the confrontation. When exposed to non-sexist norms, participants low in prejudice were more likely to be accepting of the confrontation while participants high in prejudice were more likely to respond with resistance. Confrontations also caused participants to experience greater anger towards others and discomfort compared to participants not confronted. Support for the hypothesis was found such that high-prejudice participants were less likely to endorse sexist statements when they were confronted in an environment with non-sexist norms. For participants high in prejudice to reduce their bias, they required both supportive non-sexist norms and a confrontation. In contrast, low-prejudice participants were generally less influenced by norms and confrontations and tended to respond with less bias overall.

A36
SOCIAL IDENTITY INFLUENCE ON ADVERTISING PERCEPTION AND PERSUASIVENESS Lea Dunn¹, Kathryn Oleson¹; ¹Reed College – Social identity and self-concept are crucial considerations in the study of advertising persuasiveness. Previous researchers have shown that people prefer advertisements that are congruent with their self-concept. However, the self is dynamic, consisting of numerous social identities within a single individual. This study examines the role environmental context plays in determining the impact of a particular social identity among competing social identities on advertising perception. Sixty undergraduates aged 18-22 were primed for one of three social identities, representing important social identities found within a young adult population: academic (student), social (friend), or neutral. Participants then viewed a series of five advertisements: three neutral ads and two ads either consistent with their primed identity or consistent with the other competing experimental identity. Participants subsequently answered a series of questions regarding their attitudes and responses toward the advertisements. Participants who were primed for one of the two social identity conditions demonstrated significantly more favorable attitudes toward the identity-congruent ad than toward the identity-incongruent ad, with participants in the neutral condition providing comparable ratings across the two central ads. These results suggest that environmental and social context may impact which competing social identity is more influential in advertising perception.

A37
FEEDBACK IS THE BREAKFAST OF CHAMPIONS: THE PSYCHOLOGICAL COSTS OF ENHANCING, IMPROVING, AND VARIABLE IMPROVING FEEDBACK Michelle Luke¹, Erica Hepper¹, Constantine Sedikides¹; ¹University of Southampton – Individuals frequently receive feedback from their family members, peers, supervisors, and teachers. Feedback can vary on dimensions of valence and uniformity. That is, feedback can range from negative to positive and it can remain stable or vary across time. Although the effects of negative and positive feedback on self-esteem and mood are well understood (Baumeister, 1998), very little research has addressed systematically another critical dimension of

feedback, namely improvement (Sedikides & Strube, 1997). In this case, feedback follows an upward rather than uniform trajectory. Furthermore, very little research has examined the psychological consequences of improving feedback that includes setbacks (negative feedback) along the way. Four experiments addressed these issues by examining the psychological consequences (affective and cognitive reactions) of feedback that is repeatedly provided and is either neutral (uniformly stable), enhancing (uniformly positive), improving (upward trajectory), or variable improving (upward trajectory with a setback). Participants completed either a series of psychometric tests or rounds of a stock market simulation, received fictitious feedback about their performance, and rated the satisfaction and usefulness of the feedback. In general, the feedback ratings became more favorable (especially more satisfying) across time and became less favorable following a setback, irrespective of whether the setback occurred early or late during the experimental session. Furthermore, improving feedback was rated as more favorable over time, whereas enhancing feedback was rated consistently favorable over time. Thus, it seems that individuals are resilient to negative feedback as long as they receive positive feedback in the future.

A38

TRANSFER OF RESPONSIBILITY FROM FIT: HOW RESPONSIBILITY JUDGMENTS CAN EFFECT FORGIVENESS VIA REGULATORY FIT Alexander G. Santelli¹, C. Ward Struthers¹, Careen Khoury¹; ¹York University – Prior research has demonstrated that the regulatory focus of victims and transgressors can influence the forgiveness process (Santelli, Struthers, & Eaton, 2006). According to regulatory focus theory (Higgins, 1997; 1998), individuals self-regulate using either a promotion or a prevention focus, and when individuals pursue a goal in a manner that sustains their regulatory focus, they experience regulatory fit (Higgins, 2000). Santelli et al. established that victims are more forgiving when they receive apologies that emphasize a regulatory focus that is congruent to their own; however, the effect of regulatory fit, independent of apology, was never explored. Given that the “feeling right” experience associated with regulatory fit is known to transfer to value judgments (Higgins, Freitas, Idson, Spiegel, & Molden, 2003), the current experiment sought to determine whether these feelings would also transfer to victims’ judgments of transgressors. Participants completed an established regulatory fit manipulation (Freitas & Higgins, 2002), imagined themselves as victims of a transgression, and completed items measuring judgments of responsibility, opinion of the transgressor, and unforgiveness (TRIM-12; McCullough et al., 1998). Participants who were randomly assigned to the regulatory fit condition judged transgressors to be significantly less responsible for the transgression than participants who were assigned to the mismatch condition. Moreover, participants’ responsibility judgments predicted a negative opinion of the transgressor, which in turn predicted less forgiveness. These results indicate that experiencing regulatory fit or mismatch in one situation may have unintended interpersonal consequences in another situation. Implications for the study of forgiveness are discussed.

A39

HEARTS OF GOLD ATOP DIRTY SOLES: HOW BODY SPATIAL LOCATION GUIDES AFFECTIVE EXPERIENCE Brian P. Meier¹, David J. Hauser¹, Tina M. Toburen¹; ¹Gettysburg College – Metaphor allows people to represent abstract concepts (Lakoff & Johnson, 1999). A common metaphor for affect utilizes verticality (e.g., “I’m feeling up”). Meier and Robinson (2004) found faster evaluation times for positive (negative) words presented high (low) in space. While verticality is relevant to viewer and environment perspectives, Wilson et al. (2007) found that verticality’s effect was limited to a viewer-centered perspective (e.g., head-up, feet-down). Positive (negative) words were evaluated faster when high (low) relative to the viewer, not the environment. Wilson et al.’s (2007) findings suggest that body location contributes to affect representation. While verticality can be perceived

visually, it can also be perceived tactilely. Therefore, upper and lower body areas could guide affective experience in a metaphor-consistent manner (up = good). In a pilot study, 20 participants designated the waistline as separating the upper and lower body. In Study 1, 32 participants rated upper-body parts (e.g., chest) as more positive than lower-body parts (e.g., feet). In Studies 2 (N = 47) and 3 (N = 37), participants were faster (Study 2) and more accurate (Study 3) at identifying positive (negative) words when responding with their hand or upper body (foot or lower body). Finally, in Study 4, 40 participants identified a vibration faster on their chest or upper body (feet or lower body) when preceded by evaluation of a positive (negative) word. These robust results indicate that body location guides affect representation; vertical space plays a major role in affective experience in both visual and tactile modalities.

A40

THE MEDIATING ROLE OF EMBARRASSMENT ON THE REPENTANCE --> FORGIVENESS PROCESS Ward Struthers¹, Alexander Santelli¹, Careen Khoury¹, Zdravko Marjanovic¹, Melissa Pang¹, Meera Paleja¹, Kyle Nash¹; ¹York University, Toronto, Canada – Research has demonstrated the beneficial role that repentance plays in facilitating the forgiveness process (e.g., Darby & Schlenker, 1982; Weiner, Graham, Peter, & Zmuidinas, 1991). However, the relationship between repentance and forgiveness is neither a perfect one nor always a positive one (Struthers, Eaton, Santelli, Uchiyama, & Shirvani, 2007) and researchers’ know little about why this is the case. The purpose of this research was to explore the role of a victim’s embarrassment as a potential mechanism to explain why repentance influences forgiveness. We predicted that embarrassment, which is a state of unease, discomfort, and vulnerability resulting from a violation to social norms (Goffman, 1956; Keltner & Buswell, 1997), could explain why victims sometimes report forgiving transgressors following repentance when forgiveness is not felt. The results of a laboratory experiment (N=101) show that compared to the No Repentance condition, the Repentance condition led to more explicit (i.e., lower TRIMs), $b=-.86$, $p<.01$, and implicit (i.e., less negative verbal comments), $b=-.89$, $p<.01$, forgiveness following a transgression. However, embarrassment only mediated the relationship between repentance and explicit forgiveness, Sobel Test, $Z=2.99$, $p<.01$, and not between repentance and implicit forgiveness. These results suggest that embarrassment and explicit and implicit measures of forgiveness can explain why victims sometimes report forgiveness even though they have not forgiven.

A41

THE MEASUREMENT AND CORRELATES OF INTERPERSONAL MANIPULATIVENESS IN YOUNG CHILDREN Natalie Brown¹, Mark Barnett¹; ¹Kansas State University – Young children’s use of interpersonal manipulateness, specifically using one’s awareness of someone else’s emotions for personal benefit, has received relatively little research attention. The current study sought to a) develop reliable and valid measures of manipulateness using teachers’ ratings and children’s responses to narrated slide stories and b) examine the relationship between manipulateness and other variables of interest including aggressiveness, helpfulness, empathy, and affective perspective taking (APT). A total of 52 kindergarten children responded to narrated slide stories that allowed for an assessment of empathy, APT, and manipulateness. Teachers rated each child on his/her level of aggressiveness, manipulateness, helpfulness, and empathy. Results demonstrate that manipulateness in young children was reliably measured by their responses to narrated slide stories ($\alpha = .74$) and teachers’ ratings ($\alpha = .92$). The child measure of manipulateness was found to be related to other variables of interest. For example, APT and the teachers’ measure of empathy significantly, negatively predicted scores on the child measure of manipulateness, $\beta_s = -.34$ and $-.28$ respectively, $R^2 = .18$, $F(2, 47) = 5.26$, $p < .01$. This pattern of findings

suggests that young children who are relatively egocentric (i.e., relatively unaware of and unresponsive to others' feelings) may be focused primarily on their own desires and may manipulate others to obtain what they want. The present study is the first to demonstrate that manipulateness can be reliably assessed in young children and has established the foundation for future research on the measurement, development, and correlates of this interpersonal construct.

A42

WHEN WE NEED A HUMAN: EFFECTANCE MOTIVATION AS A DETERMINANT OF ANTHROPOMORPHISM Adam Waytz¹, John Cacioppo¹, Nick Epley¹; ¹University of Chicago – The concept of human provides a rich representation for reasoning about entities people seek to better understand, and people may therefore anthropomorphize non-human stimuli such as pets, technological gadgets, and religious agents to satisfy their motivation to achieve a sense of understanding and competence (Epley, Waytz, & Cacioppo, 2007). Two experiments provide evidence for effectance motivation (motivation for competence) as a determinant of anthropomorphism, and a third experiment demonstrates how anthropomorphizing stimuli enhances understanding and predictability. Experiment 1 tested the hypothesis that effectance motivation induced by the apparent unpredictability of a stimulus increases anthropomorphism. Participants attributed more mental state qualities to an unpredictable dog than to a predictable dog, and participants high in dispositional desire for control were especially likely to anthropomorphize. Experiment 2 extended these findings by examining stimuli that definitively do not possess minds (e.g. technological gadgets) and by demonstrating a mediational role for effectance motivation. Experiment 3 demonstrated that anthropomorphism can satisfy effectance motivation directly. Explicitly asking participants to anthropomorphize a set of non-human stimuli (e.g. dogs, robots, gadgets, shapes) lead them to rate these stimuli as more predictable and understandable compared to those that participants were asked to treat objectively. These findings suggest effectance to be an important determinant of anthropomorphism that can satisfy the motivation for attaining understanding and predictability.

A43

SOCIAL IDENTITY THREAT AND CONSUMER PREFERENCES Katherine White¹, Jennifer J. Argo²; ¹University of Calgary, ²University of Alberta – Consider a new advertising tagline from Secret – “Strong Like A Woman” or the long-running slogan from Molson – “I am Canadian.” These marketing campaigns highlight a connection between one aspect of the consumer's social identity (being a woman or being Canadian, respectively) and the brand. Indeed, savvy marketers know that linking the product or brand with an important aspect of identity can lead to positive consumer reactions. We propose, however, that the context moderates the effectiveness of such a strategy. In particular, using social identity theory as a framework, we examine the conditions under which consumers will react to a contextual social identity threat by avoiding products that are linked with a threatened aspect of identity. In study 1 we demonstrate that consumers avoid products that are associated with a threatened aspect of their own social identity (e.g., females avoid female-related products when female identity is threatened, but not when that identity is enhanced or neutral). In study 2 we demonstrate that the tendency to avoid a product associated with a threatened aspect of social identity is evident only among those low in in-group identification (who tend to protect the individual self, rather than maintaining their affiliations with the group). Finally, study 3 demonstrates that when those low in in-group identification are given the opportunity to feel better about the self via an alternative means (i.e., a self-affirmation task) they no longer avoid associations with a threatened aspect of identity.

A44

THE CONSEQUENCES OF INFORMING A CONSUMER: APPEARANCE AND PRODUCTION EFFORT ALTER TASTE PERCEPTIONS Eric C. Fields¹, Andrea Buzza¹, John Pennington¹; ¹Middle Tennessee State University – Adding several drops of vinegar to beer decreases tasters' preference for it, but only if they're aware of the vinegar before tasting (Lee, Frederick, & Ariely, 2006). This suggests that expectations alone can harm the flavor of a beverage. But, can induced expectations improve a beverage's taste? Applying “effort heuristic” and “magical thinking” principles, we tested whether the supposed appearance and production effort of tea affected its taste. Ninety-one undergraduates received information about a tea either before or after tasting it. Specifically, the tea was described as either difficult or easy to harvest and process. Further, participants were shown pictures of the steeping tea as either a blossomed flower or a tea ball. These variables were crossed in a 2 (production: easy vs. difficult) x 2 (appearance: flower vs. tea ball) x 2 (information timing: before vs. after) between subjects design. Participants then rated the taste of the tea. Analyses revealed a production effort x appearance interaction. Seeing the blossom had a positive effect on taste when high effort information was presented but a negative effect with low effort information. Perhaps when production effort was low, the blossoming flower seemed like a “gimmick” designed to detract from the poor taste of an otherwise run-of-the-mill tea. However, when production information made the tea seem extraordinary, the blossom transferred additional “flower-like” properties to the tea, thereby enhancing its flavor. Surprisingly, information timing did not qualify this finding, suggesting that flavor enhancing processes differ in some respects from flavor detracting ones.

A45

IMPLICIT THEORIES OF WORK: SATISFACTION IN THE WORKPLACE AND LIFE Jeni Burnette¹, Jeffrey Pollack²; ¹University of Richmond, ²Virginia Commonwealth University – Drawing from the theoretical framework of implicit theories and organizational behavior research, the current paper extends implicit theories research to the domain of work. We examined how destiny beliefs (beliefs that careers are “meant to be”) interact with job perception to predict compensation and life satisfaction. Past research has demonstrated that destiny theorists of romantic relationships struggle to cope effectively and become dissatisfied with a relationship when their partner is not a perfect match. Similarly, we suggest that individuals who strongly endorse a destiny theory of work and believe their job to be less than ideal will report reduced compensation and life satisfaction. In contrast, this relation will be weaker for individuals low in destiny beliefs. Results supported hypotheses, revealing a destiny belief by job perception interaction effect. Specifically, we found that individuals high in destiny reported reduced compensation and life satisfaction when their job was not an ideal match relative to individuals low in destiny. We also explored how believing successful careers are developed and cultivated (growth theorist) effects satisfaction. Similarly to past implicit theory relationships research, we suggested that job perception would not serve as a moderator for growth theorists but rather growth theories would directly impact satisfaction. In support of predictions, strong growth theorists reported greater compensation and life satisfaction relative to weak growth theorists regardless of job perception. The results extend implicit theories research to understanding workplace experiences by delineating people's beliefs about the nature of work as important predictors of compensation and life satisfaction.

A46

POTENTIAL CONFOUNDS IN WRITTEN EMOTIONAL DISCLOSURE RESEARCH Lee Markowitz^{1,2}, Christine Purdon¹, Jonathan Oakman¹; ¹University of Waterloo, ²Colby College – Approximately 150 studies over twenty years have led to the widely accepted conclusion that brief written emotional disclosure can produce beneficial long-term

physical health and psychological outcomes. Most disclosure theorists argue that disclosure is beneficial because it promotes narrative formation and/or emotional processing. Although disclosure may indeed be beneficial for these reasons, disclosure research may suffer from a number of potential confounds that complicate interpretation of research findings. Specifically participants in typical disclosure conditions may differ from control participants in expectancies, cognitive dissonance, emotion inhibition, demand characteristics, and task resentment. To test these hypotheses, we randomly assigned 204 participants to read standard disclosure, standard control, or modified control instructions. Participants then completed several questions about how they anticipated completing the writing task would affect them. Results provided preliminary support for the potential confounding role of all five variables and demonstrated that modifications to the standard control group can help to eliminate some of these confounding variables. Specifically, the disclosure group was higher than the standard control group in expectancies of improvement, anticipated cognitive dissonance, and perceived demand characteristics. Standard control participants were higher than disclosure participants in task resentment and anticipated emotion inhibition. Mean scores for a modified control group fell between those of the other two conditions, suggesting that it partly addressed these potential confounds. We discuss implications for research design and future research. We then discuss the theoretical implications of the present findings, including potential relations among these five processes and other proposed mechanisms of disclosure.

A47
DEFENDING GROUP PRIVILEGE: REACTIONS TO SOCIAL CHANGE Angela Nierman¹, Christian Crandall¹; ¹University of Kansas –

Social dominance and social identity theories predict that group-based status hierarchies are maintained by high status group members acting to defend their group position. We hypothesized that perceiving gays to be increasing in status constitutes a threat to heterosexuals' privileged group position, and consequently motivates those who are high in SDO to discriminate against gays so as to maintain the status hierarchy. We manipulated perceptions of gays' status and measured donations to organizations which support, oppose, or are unrelated to gay rights. Seventy-six undergraduates read articles that varied by status condition. A Gain status condition emphasized that gays are making advances in rights and influence. A Low status condition emphasized that gays are discriminated against with little legal protection. A Control condition did not discuss gays' social status. Participants were given coins and invited to distribute the coins among six donation jars for beneficiaries that support, oppose, or were unrelated to gay rights. Finally, participants completed measures of SDO and traditional values. Compared to Control, donations in the Low status condition were more pro-gay, and donations in the Gain status condition were more anti-gay. Status condition interacted with SDO; in Control and Gain conditions, SDO was correlated with more donations to anti-gay causes. In the Low status condition, people high in SDO donated less money to anti-gay causes, suggesting they do not actively discriminate against groups that pose little threat. High-SDO heterosexuals were especially sensitive to group position manipulations, and unlikely to donate to pro-gay groups.

A48
FACIAL ELECTROMYOGRAPHIC EVIDENCE FOR POSITIVE-NEGATIVE ASYMMETRIES IN AFFECTIVE CONTRAST J. Ian Norris¹, Jeff Larsen²; ¹Murray State University, ²Texas Tech University –

Moderately pleasant stimuli tend to be judged more pleasant when presented among slightly pleasant as opposed to extremely pleasant stimuli. Norris and Larsen (2006) provided facial electromyographic evidence that such affective contrast effects are the result of underlying affective reactions, and do not simply reflect response biases. The purpose of the current research was to determine if facial electromyography, a measure of activity in the muscles of facial expression, is sensitive to affective context

for negative as well as positive stimuli. Across two sessions, seventeen participants viewed both moderately positive and negative pictures, once among slightly positive and negative pictures (slight context) and again among extremely positive and negative pictures (extreme context). Participants judged each picture for pleasantness on a 7-pt. response scale while facial electromyography was recorded over the brow, a region sensitive to both increases and decreases in positive affect. Results revealed that not only did participants judge the moderately pleasant pictures more pleasant in the slight context ($M = 5.31$) than in the extreme context ($M = 5.10$), electromyographic activity over the brow was diminished (a marker of increased positive affect) for moderately pleasant pictures in the slight vs. the extreme context. However, neither judgments of moderately negative stimuli nor electromyographic activity over the brow for moderately negative stimuli differed in the slight vs. the extreme context. Results support previous findings that underlying affective reactions to positive stimuli are sensitive to context, and further indicate that underlying affective reactions to negative stimuli may not be sensitive context.

A49
CHOOSING AND REJECTING UNCERTAINTY: PREFERENCES FOR VARIANCE IN POSITIVE (AND AVERSION TO VARIANCE IN NEGATIVE) EXPERIENCES Jolie Martin¹, Gregory Barron¹, Michael Norton¹; ¹Harvard Business School –

Individuals faced with a choice (which movie should I see?) frequently consider the opinions of others (what is the buzz?). Short of complete consensus, however, decision-makers must also assess the variance of others' opinions: Movies A and B may have the same mean rating (e.g., 6 out of 10), but while Movie A has low variance (all viewers rate it a 6), Movie B has high variance (viewers rate it anywhere from 2 to 10). A low variance option offers a relatively sure bet, whereas a high variance option is more uncertain, with both greater potential and greater risk. Which will viewers choose? First, we present data illustrating the impact of ratings variance in the real world, showing that movies with higher levels of ratings variance perform better at the box office. Next, in a series of laboratory studies, we demonstrate a robust preference for high variance options in positive domains (e.g., jelly beans, movies, desserts), but an attenuation of this preference as downside costs of an experience become more salient, and a complete reversal of this preference in favor of low variance options in purely negative domains (e.g., dental procedures, disgusting "Fear Factor" foods). Our results suggest that individuals tend to focus disproportionately on the best possible outcomes in positive domains – leading to variance-seeking – and the worst possible outcomes in negative domains – leading to variance-aversion. Finally, we discuss how conceiving of variance in experiences as a type of risk might inform a broader understanding of decision-making under uncertainty.

A50
THE PROCESS UNDERLYING STEREOTYPE THREAT: INSIGHTS FROM ACHIEVEMENT GOAL THEORY AND PROCESSING EFFICIENCY THEORY Amanda Brodikh¹, Patricia Devine¹; ¹University of Wisconsin, Madison –

Although many studies have explored potential mediators of stereotype threat, a clear understanding of the psychological process underlying this phenomenon has yet to emerge. We integrated existing stereotype threat research with achievement goal theory (Elliot & McGregor, 1999) and processing efficiency theory (Eysenck & Calvo, 1992) to develop a model of this process. According to the model, stereotype threat conditions situationally orient stereotyped individuals to avoid appearing incompetent and confirming the stereotype – an orientation consistent with performance-avoidance goal pursuit. Performance-avoidance goal pursuit increases worry, which decreases working memory capacity, directly undermining performance. The goal of this study was to test this model using self-report, behavioral, and psychophysiological assessments of the key process variables. To this end, women under stereotype threat and not under threat completed a

math test while electroencephalography was recorded. Before taking the test, participants reported their test-related achievement goals (performance-avoidance, performance-approach, mastery) and their state test anxiety, including worry. While completing the test, the P3 component of the event-related potential to task-unrelated auditory tones was assessed; P3 responses served as an index working memory capacity. Results revealed that performance-avoidance goal pursuit and the experience of worry mediated the effect of stereotype threat on performance. Further, participants under stereotype threat evidenced smaller P3 responses compared to participants not under threat, suggesting that participants under threat had less working memory capacity while working on the test than their no threat counterparts. Implications for developing interventions designed to allow women to perform commensurate with their ability in math are discussed.

A51

ENGAGEMENT FROM OPPOSITION TO INTERFERING FORCES: THE WOBBLY TABLE *Kirstin C. Appelt¹, E. Tory Higgins¹, Vanessa K. Bohms¹*; ¹*Columbia University*—Engagement, a state of heightened task absorption, increases attraction to and repulsion from value targets (Higgins, 2006). One proposed source of engagement is opposition to interfering forces. Previous research has shown that moderate interfering forces, such as increased distance or presence of a physical barrier, intensify responses, for example, increasing attraction to desired objects (Wright, 1937). The current research shows that an interfering force can either increase or decrease engagement, depending on whether there is opposition to the interfering force (high engagement) or not (low engagement). When there is high engagement, attraction to a chosen object increases and repulsion from a non-chosen object increases. Participants were asked to choose between a mug and a pen and complete questionnaires. In the control condition, participants sat at a steady table whereas, in the “wobbly” condition, participants sat at an unsteady table whose legs were uneven. In the wobbly condition, the difficulty of the wobbly table led some participants to become more engaged (high engagement) through opposition to the interfering force (i.e., wobbliness of the table) and led other participants to become less engaged (low engagement) through failure to oppose the interfering force. As predicted, high engaged participants gave the highest prices to their chosen object (whether mug or pen) and the lowest prices to their non-chosen object, as compared to participants in the control condition and to low engaged participants. The effects of engagement on value were also shown to be distinct from the effects of interest in the decision-making activity itself.

A52

INDIRECTLY AGGRESSIVE BULLYING BEHAVIORS AND RELATIONSHIP CLOSENESS *Tara Reich¹, Marian Morry¹*; ¹*University of Manitoba*—The current study examines the relationship between objective and subjective relationship closeness and the use and experience of specific indirectly aggressive behaviors by 119 female first year university students ($M = 18.16$, $SD = 0.41$ years old). Participants rated the closeness of their relationship to up to 10 female classmates from their final year of high school; classmates who were both liked and disliked, who were both acquaintances and well-known. They also identified the specific indirectly aggressive behaviors perpetrated by or used to victimize each former classmate. Results of a Chi-squared analysis (all $p < .05$) indicate that while certain behaviors are significantly more commonly used in objectively farther relationships (e.g., gossiping, rumor spreading, and publicly making fun of a target), others are more commonly used in objectively closer relationships (e.g., breaking confidences, threatening to withhold one’s friendship from a target, and lying to make a target appear foolish). Similar differential trends are found for the subjective closeness of relationships. As such, a behavior-specific approach to the study of “indirect aggression” was supported. Additionally, regressions and analysis of variance analyses investigating

attachment style (Brennan, Snyder, & Omoto, 1998), empathy level (Baron-Cohen & Wheelwright, 2004), social intelligence level (Silvera et al., 2001), and social desirability (Crowne & Marlowe, 1960; shortened version by Strahan & Gerbasi, 1972) suggest that there may exist systematic differences in the profiles of the most common perpetrators and victims of indirect aggression in general. Limitations and implications for indirect aggression researchers, teachers, and counselors are discussed.

A53

POWER AND STATUS AS EMBODIED DIMENSIONS: EVIDENCE FOR EPISODIC PROCESSING *Ulrich von Hecker¹, Michael Conway²*; ¹*Cardiff University, Cardiff, UK*, ²*Concordia University, Montreal, Canada*—Previous research has shown that social status is represented as a vertical dimension. Social labels associated with high status, e.g., “master”, are identified quicker when presented at locations high up in a perceptual field, compared with labels for low status, e.g., “servant” that are presented at the same location. Conversely, slowing is observed when high status labels are presented at locations towards the bottom of the perceptual field, showing an inconsistency effect (T. Schubert, 2005). We replicate these effects, and furthermore demonstrate that the verticality effect obtains as well for such stimuli that are not a priori tied to a high status connotation in long term memory. In both reported studies, our participants are asked to construct episodic models of a status rank order between fictitious target persons, $B > C > D$, and later exhibit location effects as described above. Furthermore, the verticality effect appears to be graded, that is, wide distances on the episodic rank order model correspond to larger inconsistency effects. From these results we conclude that verticality is not only conceptually linked with labels of social status, but that reasoning about social status hierarchies actually makes use of an episodic dimension which is spatial, and vertical.

A54

IS UNCONSCIOUS THOUGHT MORE EFFICIENT THAN CONSCIOUS THOUGHT WHEN CHOOSING AMONG COMPLEX ALTERNATIVES? *Laurent Waroquier¹, David Marchiori¹, Olivier Klein¹, Axel Cleeremans¹*; ¹*Université Libre de Bruxelles – Dijksterhuis* and his colleagues have defined conscious thought as thought or deliberation when conscious attention is directed to the problem at hand; on the other hand unconscious thought is defined as thought or deliberation in the absence of conscious attention directed to the problem (Dijksterhuis, 2004; Dijksterhuis & Nordgren 2006; Dijksterhuis & al. 2006). These authors have compared the performance of these two ways of thinking in a consumer choice context and have argued that unconscious thinkers performed better than conscious thinkers when they have to choose among complex products (Dijksterhuis & al. 2006). Three studies were designed to test these findings. The first study was run in a recruitment context. The second study was a replication of Dijksterhuis & al. 2006. The third one was also run in a consumer choice context but was designed to solve methodological problems identified in Dijksterhuis & al. 2006. In these studies, no advantage of unconscious over conscious thought was found when choosing between complex alternatives. According to Dijksterhuis and colleagues, when making a choice, more attributes can be taken into account by unconscious thought than by conscious thought because unconscious thought has larger processing capacities. The two last studies presented here showed that the number of attributes taken into account doesn’t differ between conscious and unconscious thinkers. The implications of these findings on Unconscious Thought Theory will be discussed.

A55

NO PERSON IS AN ISLAND: EXPLORING FEAR OF LONELINESS AND RELATIONSHIP CONTINGENCY *Tracy Kwang¹, Diana Sanchez²*; ¹*The University of Texas at Austin*, ²*Rutgers University*—Given the central role of romantic relationships in the lives of men and women

and the benefits of having romantic relationships (Weiss, 1974; Pinquart, 2003), many people likely derive their self-worth from having romantic relationships (i.e., relationship contingency; Sanchez & Kwang, in press). Moreover, relationship contingency leads to hazardous outcomes such as body shame and symptoms of disordered eating in women (Sanchez & Kwang, in press). The present study seeks to expand this study to both men and women as well as explore the motivations behind relationship contingency. We hypothesize that the fear of loneliness is an underlying cause for relationship contingency. Furthermore, we predict that not only is fear of loneliness related to body shame, the relationship between the two variables is mediated by relationship contingency. In Study 1, we surveyed 24 women and 28 men why people felt worse about themselves if they were not in a romantic relationship. Fear of loneliness emerged as a prominent reason for basing self-worth on relationships (29% of total reasons). In Study 2, we surveyed 319 heterosexual participants (194 female and 125 male). Using linear regressions and tests of mediation, we found that fear of loneliness predicts greater relationship contingency ($\beta = .658, p < .001$) as well as body shame ($\beta = .229, p < .05$) for both men and women. Relationship contingency mediates the relationship between fear of loneliness and body shame. These results persist beyond the effects of appearance contingency, sample type, attachment styles, relationship satisfaction and relationship status.

A56

WEARING YOUR SELF-ESTEEM LIKE A FLAG *Christine Chang-Schneider¹, William B. Swann Jr.¹; ¹University of Texas at Austin* – Self-verification theory posits that people seek feedback about the self that is consistent with their own existing self-view (Swann, 1983). One way in which people self-verify is by selectively communicating information about themselves to others. They may do this by judiciously displaying identity cues- highly visible signs and symbols of who they are. In Study 1, we tested whether people tend to reveal their self-esteem in an everyday cue that is perhaps unknowingly displayed to many: their e-mail address. $N = 1967$ e-mail addresses were blindly rated by 4 judges who were asked to guess how the target who owned that e-mail address might respond to the self-esteem item, "I feel great about who I am." These ratings were then correlated with the targets' self-reported self-esteem scores. The results provide evidence that self-esteem can be accurately judged by reading people's e-mail address alone, and that the effect is stronger among women than among men. In Study 2, we tested whether people tend to reveal their self-esteem through their appearance. Brief video clips of $N = 156$ female targets were blindly rated by 5 judges who were asked afterward to 1) guess the target's self-esteem, 2) rate how well-dressed the target was, and 3) rate how "put-together" the target was. These ratings were then each correlated with the targets' self-reported self-esteem. All three indices were significant predictors of the targets' self-esteem, indicating that people do, indeed, wear their self-esteem like flag.

A57

COMPARING TESTS OF INTERPERSONAL SENSITIVITY: TRANSCENDING THE DIFFERENT METRICS PROBLEM *Susan Andrzejewski¹, Judith Hall¹, Nora Murphy², Marianne Schmid Mast³, Brian Feinstein⁴; ¹Northeastern University, ²Brandeis University, ³University of Neuchatel, ⁴Northeastern University* – Researchers have measured interpersonal sensitivity for over 75 years and have documented many correlates of interpersonal sensitivity judgments. However, a thorough understanding of interpersonal sensitivity has been hampered by incompatibilities between the scoring methods used in different accuracy tests. For example, accuracy of judging states is almost always measured by having perceivers make categorical judgments about the specific state the stimuli is in (proportion correct accuracy), whereas accuracy of judging traits is often measured by having perceivers make scalar ratings of the stimuli and then correlating those ratings with criterion ratings (correlation accuracy). These differences in scoring methods, as well as

differences within each of the scoring methods (e.g. proportion accuracy with four response options versus eight response options), have made it impossible to directly compare accuracy levels across tests and constructs, therefore hindering researchers from pursuing many substantive and methodological questions. The present poster illustrates how the BESD (Binomial Effect Size Display; Rosenthal & Rubin, 1982) and the Proportion Index, (pi; Rosenthal & Rubin, 1989) can be used as methods to convert otherwise incomparable interpersonal sensitivity scoring methods, allowing accuracy scores to be put on a common metric that allows for comparison across different scoring methods. These conversion techniques will allow researchers to make theoretically useful comparisons between content domains, population groups, channels of communication, and other potentially interesting nonverbal decoding variables.

A58

THE MODERATING ROLE OF AUTHORITARIANISM ON THE REPENTANCE --> FORGIVENESS PROCESS *Careen Khoury¹, C. Ward Struthers¹, Alexander G. Santelli¹, Zdravko Marjanovic¹; ¹York University* – The choice to hold a grudge or forgive following a transgression is influenced in part by intrapersonal factors such as a victim's personality type (Exline & Baumeister, 2000) and interpersonal factors such as a transgressor's repentance (Eaton, Struthers, & Santelli, 2006). The primary purpose of this research was to examine the moderating role of one intrapersonal variable, authoritarianism (Altemeyer, 1996), on the repentance --> forgiveness process. In Study 1, we predicted and showed that high, compared to low, authoritarians were less forgiving and more unforgiving toward a nonrepentant, outgroup transgressor. In contrast, the opposite relationships were found for a repentant transgressor. In Study 2, we examined the same interrelationships following a transgression from an ingroup member. Based on the black sheep effect (Marques, Yzerbyt, & Leyens, 1988), in which ingroup members are more likely to reject ingroup, compared to outgroup, transgressors, we predicted and found the opposite effect. Ironically, high, compared to low, authoritarians were more unforgiving following repentance. A secondary aim of this research was to explore the mediational role of feeling right (Higgins et al. 2003) in explaining why authoritarianism moderates the repentance --> forgiveness process. Results from both studies confirm that feeling right mediates the interaction effect of authoritarianism and repentance on forgiveness. These results help to further establish the boundary conditions under which repentance influences forgiveness as well as the mechanisms that explain why.

A59

WHAT IS AN UNDERDOG AND WHERE LIES ITS APPEAL? *Nadav Goldschmied¹, Max Nankin¹, Pia Ghosh¹, Joseph Vandello¹; ¹University of South Florida* – In competitive settings (politics, sports, conflicts), one party is sometimes given little chance of success. People are quick to categorize those at a considerable competitive disadvantage as "underdogs." Furthermore, past research has shown that observers often sympathize with and support underdogs compared to their advantaged rivals. This research explores laypersons' definitions of the underdog construct and suggests sources of underdogs' appeal. While most dictionary definitions state that underdogs are "especially expected to lose," the present investigation argues that people often attribute positive qualities to underdogs and believe they will exceed their low expectations. Study 1 investigated people's spontaneous definitions of underdogs by exploring the semantic network of the word through the use of the discrete associations method. Study 2 hypothesized that underdogs would be associated with looming success. When reading scenarios about competitions (in political, sports, or business), people predicted that an entity labeled as an underdog (but not an identical entity without the underdog label) would do significantly better than predicted by experts. Study 3 studied political underdogs vs. frontrunners and found the former to be perceived as warmer, but no less

competent, than the latter. In addition, the positive effects of the underdog label were stronger for candidates who were labeled underdogs by others compared to those who claimed the label for themselves. Overall, the results of the current research suggest that people in American society believe that underdogs are positively viewed unique exemplars which are expected to do significantly better than initial expectations.

A60**SUB-GROUP CONFLICT AND COLLECTIVISM IN TEAM NEGOTIATIONS** Nir Halevy¹; ¹The Hebrew University of Jerusalem –

Organizations are seldom unitary players. Rather, they consist of different sub-groups which often have conflicting interests. Nonetheless, negotiation research consistently regards negotiating teams as monolithic parties. An experiment with eighty four-person teams examined the effects of within-team conflict on the performance of negotiating teams, as well as on team members' group identification, in-group bias and satisfaction with the negotiation process and outcomes. It found that conflict between sub-groups had a detrimental effect on the performance of negotiating teams. This performance loss, however, was moderated by the cultural values of the negotiating parties -- it was apparent in teams high on collectivism, but not in teams low on collectivism.

A61**TEMPORAL CONSTRUAL PROCESSES AND SUCCESSFUL TRANSLATION OF PLANS INTO BEHAVIOR: AN APPLICATION OF CONSTRUAL LEVEL THEORY TO EXERCISE** Bethany Kwan¹;

¹University of Colorado at Boulder – Successfully translating plans to exercise into behavior can be difficult to achieve. A better understanding of how plans fail could contribute to the development of more effective exercise interventions. Trope and Liberman's Construal Level Theory provides a mechanism for exploring temporal changes in motivation to exercise. Participants (N = 110) made a plan to exercise approximately one week in the future, and reported attitudes, intentions, costs and benefits of exercising as planned. They then returned to the lab on the day exercise was to take place, and, over the course of the two hours immediately prior to exercise, repeated these assessments. Participants later completed an online survey reporting their actual exercise behavior following the laboratory session. As exercise became more imminent, attitudes and intentions to exercise deteriorated considerably. This deterioration predicted the odds of successfully exercising. Consistent with construal level theory, thoughts about exercise that reflected higher level construals became less important while those that reflected lower level construals became more important over time. Changes in level of construal did not correspond with changes in attitudes or intentions. However, over and above the effects of attitudes and intentions, level of construal of the benefits of exercising as planned further predicted odds of exercising. Anticipating benefits of exercising that are more concrete, more immediate and more representative of subordinate goals (such as proximal hedonic goals like feeling good while exercising or feeling more energized after exercising) helps aid in the successful translation of plans into behavior.

A62**LEVELING UP AND DOWN: THE EXPERIENCES OF BENIGN AND MALICIOUS ENVY** Niels van de Ven¹, Marcel Zeelenberg¹, Rik Pieters¹; ¹Tilburg University –

The current research empirically supports the distinction between two types of envy, namely benign and malicious envy. Whereas envy in general is the pain caused by the good fortune of others (Aristotle, 350BC/1954), our research reveals that the experience of benign envy leads to a constructive motivation aimed at improving one's own position in order to bring it in line with the social comparison other. The experience of malicious envy leads to a destructive motivation aimed at damaging the position of the other to bring it in line with one's own position. Study 1 used guided recall of the two envy types in a culture

(the Netherlands) that has separate words for benign and malicious envy ("benijden" and "afgunst" respectively). Analyses of the experiential content of these emotions found the predicted differences. Study 2 used a U.S. sample, where the single word "envy" is used to indicate both types. A latent class analysis based on the self-reported experiential content of "envy" confirmed the existence of separate benign and malicious envy in this culture as well. The current distinction between the two types of envy can provide an answer to the paradox of envy, that is, why envy is considered to be both a sin and a motivational force that drives aspiration levels.

A63**EVALUATION CONTEXT MODERATES THE RELATIVE EVALUATION OF DEVIANT IN-GROUP AND OUT-GROUP TARGETS** Joy

Stratton¹, Norman Miller¹; ¹University of Southern California – Social identity theory (Tajfel, 1979; Tajfel & Turner, 1986) in conjunction with the subjective group dynamics model (Marques, Paez, & Abrams, 1998; Marques, Abrams, Paez, & Hogg, 2001) predicts that the negative and/ or deviant behavior of an in-group member may result in more negative evaluations of that person relative to a similarly-described out-group member (the black sheep effect) when certain conditions are met. These same theories also imply that people may also 'protect' deviant in-group members over out-group members in other situations. We predicted that anonymous target evaluations would produce a black sheep effect, whereas highly public target evaluations were expected to produce the opposite results (more positive target evaluations for the in-group member over the out-group member). Participants were randomly assigned to conditions in a 2 (deviant target group membership: in-group, out-group) x 2 (context of target evaluations: private, public) between-subjects design. Participants read a bogus article about an in-group (fellow college student) or out-group (non-college student) member who committed a group-specific norm violation. Half of the participants were told that their target evaluations would be completely anonymous; the other half of participants were told that their evaluations would be published in a special edition on the local newspaper. Context of target evaluations was found to moderate deviant target evaluations such that deviant in-group targets were rated more positively than deviant out-group targets when participants thought their evaluations would be public; no differential evaluations were found when participants thought their evaluations would be private.

A64**PARENTAL ATTITUDES PREDICT THE OCCURENCE OF UNINTENTIONAL CHILDHOOD INJURIES** Diane S. Berry¹, Laura L. Ten

Eyck¹; ¹Children's Medical Center Dallas – Although epidemiological studies of unintentional child injury abound, relatively few investigations examine the social psychological mechanisms that influence the occurrence of such injuries. In 2004, however, Lewis, DiLillo, and Peterson developed the Injury Attitude Questionnaire to assess whether parents believe there are beneficial consequences of minor injuries that befall their children. This measure includes a 'learning' scale, (e.g., "Getting injured can help my child learn the limits of his/her physical abilities"), as well as a 'toughening' scale (e.g., "Minor injuries can sometimes help my child build character and stamina"). Lewis et al reported that some parents indeed endorsed the idea that minor injuries can teach children to avoid taking future risks, as well as the idea that minor injuries can benefit children by helping them 'toughen up'. We extended this work, and examined whether such parental attitudes can actually predict children's injuries. Specifically, 148 parents completed a child injury history report for each of their children, as well as the IAQ. The IAQ scales were significantly and positively related to parents' reports of (a) their children's total number of previous hospitalizations for unintentional injuries (b) the number of times their children received outpatient medical attention for such injuries during the previous year; and (c) the number of times their children required minor non-

professional treatment for an accidental injury (e.g., antiseptic, bandage) during the previous six months. The data suggest that parents' attitudes predict their children's injury risk, and potential mediators of these relations are discussed.

A65

ATTACHMENT STYLES AND EMOTIONAL CONTENT OF DREAMS Dylan Selterman¹, Steve Drigotas²; ¹Stony Brook University, ²Johns Hopkins University—Recent advances in research on Attachment theory have yielded associations between self-reports of attachment style and implicit attachment knowledge structures (word associations, physiological measures, memory recall, etc). For the current study, we examined people's dreams as a dependent measure of unconscious/implicit attachment. Subjects reported to the lab for a survey of attachment style as well as measures of stress and conflict in daily life. Subjects then recorded their dreams in a written diary for a week-long period, along with daily diary measures of stress and conflict in their waking lives. Dream diaries were collected, and the manifest content of subjects' dreams was analyzed by blind coders. Dream reports were examined for the presence and intensity of attachment-related emotions (jealousy, anger, anxiety, affection, etc). Results showed that self-report attachment avoidance scores correlated with general stress, general conflict, general negative emotion, anxiety and anger in dreams which contained subjects' romantic partners or relationships. Self-reported anxious/ambivalent scores correlated with general stress, general conflict and jealousy/betrayal and also correlated negatively with positive emotion in dreams which contained subjects' partners or relationships. Secure scores did not correlate with any specific or general emotion. These results are consistent with previous findings involving attachment avoidance and emotion suppression, as well as attachment anxiety with preoccupation, and reports of secure people's interpersonal relations being mild and diverse in nature. The findings support the connection between conscious and implicit attachment styles, as well as the connection between waking and dreaming life.

A66

POWER AND DECISION IN NEGOTIATION Liqing Zhang¹; ¹Peking University—The present research explores the relationship between power and decision in a negotiation. In the ultimatum game, the proposer makes an offer on how to allocate a fixed sum of money, such as 10 yuan in the present experiments, and the responder decides whether to accept or reject the offer. If the responder accepts the offer, the money is distributed according to the offer. If the responder rejects the offer, neither party receives anything. The results of Experiment 1 showed that both proposers and responders believed that the proposers were more powerful than the responders. The proposers provided less than half money ($M = 3.5$) to the responders, and only a small portion of responders rejected the low offers (16.7%). In Experiment 2, an altered version of the ultimatum game was conducted. Upon a responder's rejection, the proposer received an outside option of 3 yuan and the responder received an outside option of 4 yuan. The proposers perceived that they and the responders were equally powerful in the altered game. The responders rated the proposers to be less powerful than the proposers did. The proposers offered about half of the sum to the responders ($M = 4.77$), but nearly one third of responders rejected the offers (30%). The results of both studies supported the idea that perception of power influenced negotiators' decisions.

A67

DOES A VICTIM'S GENDER ROLE INFLUENCE PERCEPTIONS OF A PERPETRATOR? Nicole M. Capezza¹, Ximena B. Arriaga¹; ¹Purdue University—Previous research has shown that perpetrators are held less responsible for their abusive behaviors when the victim is seen as provoking or deserving of the abuse (Puente & Cohen, 2003). Are ratings of the perpetrator's behaviors influenced by the victim's gender role,

namely a victim's traditional versus nontraditional occupation? Stereotyping research (Fiske et al., 2002) suggests housewives (traditional) are seen as warm/likable but also fragile/weak, while career women (nontraditional) are seen as lacking warmth but competent. Given these stereotypes, we expected housewives would elicit more sympathy than career women, and thus the perpetrator's behavior would be rated as more unacceptable and abusive when the victim was a housewife. 120 participants were randomly assigned to read one version of a married couple's conflict. The versions varied in two between-subjects variables: the perpetrator's psychological abuse (absent, low, high), and the victim's gender role (housewife, lawyer). Participants then rated (1) each couple member's behavior in terms of acceptability and abusiveness, and (2) the victim's self-esteem and worthlessness following the abusive incident. As hypothesized, the perpetrator's behavior was perceived to be more unacceptable and abusive when the victim was a housewife than when she was a lawyer. The housewife victim was also perceived to have lower self-esteem and feel more worthless following the abuse than the lawyer victim. This study shows that perceptions of the perpetrator can shift based solely on variations in the victim's gender role. Stereotypes associated with career women led to the perpetrator being held less responsible for his abusive behavior.

A68

ATTITUDE CERTAINTY MODERATES THE RELATIONSHIP BETWEEN PREJUDICE AND PERCEIVED ENTITATIVITY Anna-Kaisa Newheiser¹, Nicole Tausch², John Dovidio¹, Miles Hewstone²; ¹Yale University, ²University of Oxford—High entitativity, or the perceived "groupness" of a group, has been conceptualized as a predictor of prejudice and stereotyping (e.g., Spencer-Rodgers, Hamilton, & Sherman, 2007). However, we have previously shown that the opposite direction of causality is also possible: The effects of intergroup contact and social dominance orientation (SDO) on the perceived entitativity of Muslims were mediated by Islamophobia (Newheiser, Tausch, & Hewstone, 2007). In the present research, we sought to replicate this finding and to extend it by testing the additional hypothesis that entitativity will emerge as a consequence of prejudice only when attitudes toward the target group are certain. We first employed structural equation modeling to examine two models: (a) a model in which contact with people from South Asia and SDO predicted entitativity, which then predicted attitudes toward South Asians; and (b) an alternative model in which contact and SDO predicted attitudes, which then predicted entitativity. Replicating our prior research, the alternative model was supported and attitudes were shown to mediate the effects of contact and SDO on the perceived entitativity of South Asians. We then estimated the alternative model separately for participants high vs. low in attitude certainty. The model was supported only for participants high in attitude certainty, thus providing evidence for the predicted moderation. In sum, the present research indicates that when people are certain of their (negative) attitudes toward a group, they may subsequently come to perceive that group as highly entitative.

A69

THE EFFECT OF PREVIOUS TRAUMA HISTORY AND COPING STRATEGIES ON SUBSEQUENT STRESSOR-RELATED APPRAISAL Kathy Michaud¹, Kimberly Matheson², Hymie Anisman²; ¹Carleton University, ²Carleton University/Institute of Mental Health Research Royal Hospital, Ottawa—In addition to their immediate effects, traumatic experiences may proactively influence behavioral and neuroendocrine responses to subsequent stressors by affecting appraisal and coping processes. The present study suggests that previous trauma, and current coping strategies and their interaction may also influence individual appraisals of trauma-related images. Participants ($n=200$) were presented with five images, each portraying a potentially traumatic event (shocking experiences, death of a loved one, assault, and witnessing trauma to others), to determine the individual's appraisal of these

images. Participants who had encountered assault and witnessed trauma to others appraised pictures related to such events as being sadder relative to trauma unrelated pictures and in comparison to individuals that had reported that they had not experienced trauma. In addition, among individuals who had witnessed trauma, the appraisal of the traumatic images was predicted by the use of emotion-focused coping strategies. Further, appraisals of assault images were influenced by the viewer's previous assault history, and this outcome was moderated by the degree to which they received support from their social network and the use of emotion focused coping. These findings indicate that of previously encountered stressors influence later appraisal processes, but this outcome may be dependent on the specific trauma experienced. Furthermore, it appears that the effects of previous trauma may be influenced by the current coping strategies that individuals endorse.

A70

ATTITUDES AND PERCEIVED BEHAVIORAL CONTROL AS MEDIATORS OF BEHAVIOR CHANGE ASSOCIATED WITH A BRIEF ALCOHOL INTERVENTION Denise Servo¹, Joe Tomaka¹, Stormy Morales¹, Sharon Thompson¹; ¹University of Texas at El Paso – This study examined Attitudes and Perceived Behavioral Control as mediators of change in alcohol consumption and alcohol-related problems in a longitudinal sample of 132 college students. Students completed a baseline assessment battery at baseline and again 6 months after participating in a brief alcohol intervention program. The AUDIT (Alcohol Use Disorders Identification Test) assessed alcohol consumption and the RAPI (Rutgers Alcohol Problem Inventory) assessed alcohol-related problems. A semantic differential scale assessed Attitudes towards binge drinking (ATT), and a 4-item measure designed for the study assessed Perceived Behavioral Control (PBC). Results showed that AUDIT and RAPI scores declined significantly from baseline to follow-up (F_s 150.72 and 5.32, respectively, both $\eta^2_p < .05$). Changes from assessment to 6 month follow-up showed that AUDIT scores (pre-post) (AUDIT Δ) were significantly correlated with ATTA ($r = .24$) and PBC Δ ($r = -.31$). Similarly RAPI Δ scores were significantly correlated with ATTA ($r = .18$) and PBC Δ ($r = -.29$). All correlations between change scores were higher than the pretest correlations (all NS) and posttest correlations (ranging from $r = .07$ (NS) to $-.23$). Regression analyses showed that ATTA ($b = .17$) and PBC Δ ($b = -.27$) were significant multivariate predictors of AUDIT Δ , $F(2,130) = 9.42$, $p < .001$, but that only PBC Δ ($b = -.26$) uniquely predicted RAPI Δ , $F(2,129) = 6.97$, $p < .01$. Overall, these data indicate that attitudes and perceived behavioral control are important mediators of alcohol-related behavior changes. They also underscore the importance of social psychological constructs for mediating changes in health promotion programs.

A71

RELATIONSHIPS BETWEEN RELIGIOUSNESS, SOCIAL DOMINANCE, RIGHT-WING AUTHORITARIANISM, AND PARTY AFFILIATION AMONG COLLEGE STUDENTS Robert Newby¹, David Weissenburger¹; ¹Talreton State University – The present study was initiated to investigate possible relationships between religiousness and right-wing conservatism. Based on the environment of the surrounding community it was proposed that right-wing conservatism would correlate highly with individuals' perceptions of their religiousness. Several scales were selected to measure the variables included such as the Right Wing Authoritarianism Scale, the Social Dominance Orientation Scale, and the Intrinsic/Extrinsic Religiousness Scale. Survey packets were constructed containing each of these scales and additionally scales measuring political affiliation, nationalism, and patriotism. Two hundred fifty-eight volunteer subjects (76 males and 182 females) were recruited from undergraduate general and educational psychology courses. Those from the latter course were included to increase the average of the subjects. Right wing authoritarianism was found to be correlated with nationalism, party affiliation, both intrinsic and extrinsic religiousness, and with social dominance. Party affiliation was found to

correlate with nationalism, patriotism, both types of religiousness, and social dominance. Social dominance was found to be correlated with patriotism and party affiliation but was not found to be related to intrinsic or extrinsic religiousness. The results of the study to support the experimental assumption that right wing conservatism is related to perceived religiousness as measured by the instruments used in the study. Several gender differences were found on individual items contained in the Right Wing Authoritarianism Scale, the Nationalism/Patriotism Scales, the Intrinsic/Extrinsic Religiousness Scale, and the Social Dominance Orientation Scale. These gender differences reveal interesting and predictable differences between male and female college students.

A72

MODERATION OF RELATIONS BETWEEN IMPLICIT AND EXPLICIT MEASURES OF ATTITUDES AND BEHAVIOR Mark

Conner¹, Marco Perugini², Rick O'Gorman³, Karen Ayres¹, Andrew Prestwich¹; ¹University of Leeds, UK, ²University of Milan, Bicocca, Italy, ³University of Kent, UK – There has been considerable interest in recent years in the relationship between implicit and explicit measures of attitudes. The present research focused on the ability of such measures to predict behavior (predictive validity) and individual difference variables that might moderate this impact. The moderating role of two individual difference variables (Self-Reported Habit Index, SRHI; Need For Cognition, NFC) on relationships between implicit (Implicit Association Test, IAT; Extrinsic Affective Simon Test, EAST) or explicit measures of attitudes and measures of behavior was assessed in two studies. A clear dissociation pattern was found on self-report diary measures of behavior: study 1, the EAST-behavior relationship was moderated by SRHI, while the explicit measures of attitude-behavior relationship was moderated by NFC; study 2, the IAT-behavior relationship was moderated by SRHI, while the explicit measures of attitude-behavior relationship was moderated by NFC. Higher levels of SRHI and NFC were associated respectively, with stronger relationships between the implicit or explicit measures of attitude and the measure of behavior. In Study 2, the SRHI by IAT interaction was replicated for an objective behavior measure. Implications for understanding the relationship between implicit and explicit measures of attitudes and measures of behavior are discussed.

A73

THE JUSTIFICATION OF LEADERS Jillian C Banfield¹, Aaron Kay¹;

¹University of Waterloo – In two studies, we examined when people will justify the power held by leaders. Following from system justification theory (Jost & Banaji, 1994), we predicted that people would be especially likely to justify the power of leaders under two different conditions: when that leader had control over them and following a system threat. In Study 1, we varied the amount of control a leader had over participants by placing the leader either within the participants' system or outside their system. Participants evaluated the leader's competence and rated how much they liked her. Our manipulation interacted with participants' chronic justification of the system. The leader who had control over the participants' system was rated as more competent by participants who scored highly on the system justification scale than by low scorers. Participants' degree of chronic system justification did not affect their competence ratings of the leader irrelevant to their system. In Study 2, we exposed participants to either a system threat or system affirmation while holding constant the leader's degree of control. Threat interacted with participants' chronic level of system justification on ratings of competence and liking. Threat did not affect the ratings of high system justifiers. However, low system justifiers rated the leader as more competent and liked her more in the threat condition than in the affirmation condition. In sum, we demonstrated two situations in which participants high and low in chronic levels of system justification will justify their leaders.

A74

AFFECTIVE AND BEHAVIORAL FORECASTING IN AN INTER-

GROUP CONTEXT Francine Karmali¹, Kerry Kawakami¹, Elizabeth Dunn²; ¹York University, ²University of British Columbia – Two studies examined the accuracy of affective and behavioral forecasting within an intergroup context. Specifically, in Study 1 half of the participants were asked to predict their emotional reactions to hearing a racist comment (Forecasters). With the use of a Black and White confederate, the other half of participants actually experienced hearing a racist comment and were then asked to rate their affect immediately after (Experiencers). Results revealed that Forecasters expected to experience more negative affective in reaction to hearing a racist comment than Experiencers reported feeling. Additionally, this study examined the accuracy of Forecaster's ability to predict whether they would select a Black or White confederate for a subsequent anagram task. Results revealed that whereas Forecasters predicted that they would prefer the Black confederate as a partner, in actuality, Experiencers showed no preference in choosing the Black over White confederate as their partner. Study 2 replicated the same design as Study 1, and added 2 additional conditions: an extremely racist comment condition, and a no comment control condition. The results from this study provided further evidence that Forecasters overestimate their negative emotional reactions to hearing a racist comment (regardless of its intensity, whether extremely racist or moderately racist). Moreover, Study 2 again demonstrated that Forecasters erroneously predict a preference for a Black over a White partner upon hearing a racist comment on a subsequent anagram task. The importance of these findings for race relations and theory related to affective forecasting are discussed.

A75

THE EFFECTS OF SOCIAL CATEGORY PRIMING ON IMPLICIT SELF-ESTEEM

So-Jin Kang¹, Kerry Kawakami¹, Eve Sehatzadeh¹, Kathleen MacKenzie¹, Judi Siklos¹, Curtis Phills¹; ¹York University – Research indicates that we change our incidental body postures, attitudes, traits, and identifications to fit with salient social categories. The goal of the present research was to examine whether our implicit self-evaluations (i.e., implicit self-esteem) similarly change in accordance with primed social categories. In Study 1, participants were primed via a categorization task with either human rights lawyers, drunk drivers, or they were assigned to a no-prime control group and then completed the Self-Esteem IAT. Results revealed that participants primed with human rights lawyers had higher implicit self-esteem than participants primed with drunk drivers and control participants. Study 2 replicated Study 1's findings using the Eye Spy Task, in which participants were required to find a frowning face in a matrix of smiling faces; faster latencies to find the frowning face represented higher implicit self-esteem. Results revealed that compared to participants primed with drunk drivers, participants primed with human rights lawyers were both quicker to find the frowning faces on the Eye Spy Task and had higher implicit self-esteem on the Self-Esteem IAT. Finally, in Study 3, non-Black participants wrote about either a Black target, a White target, or were assigned to a no-prime control group and then completed the Self-Esteem IAT. Results indicated that Black prime participants had lower implicit self-esteem than both participants in the White prime and no-prime control conditions. These findings are considered with regards to the general malleability of the self in response to the social environment.

A76

THE EFFECTS OF COMPLIMENTS ON COMPLIANCE: LIKING,

RECIPROCITY, OR MOOD? Naomi K. Grant¹, Leandre R. Fabrigar², Heidi C. Lim²; ¹Mount Royal College, ²Queen's University – Compliments have long been assumed to be an effective compliance strategy, but surprisingly, no direct empirical evidence supports such a claim. Two studies investigated the effects of compliments on compliance and possible mechanisms (i.e., liking, reciprocity, and mood) underlying this

relationship. Both studies employed a computer-mediated communication paradigm. In Study 1, reciprocity was experimentally manipulated using a priming procedure. Following the prime, participants received a compliment, neutral comment, or insult, ostensibly from another participant who later requested a favor. Liking of the flatterer was measured. Although the priming procedure did not affect liking or compliance relative to the control condition, compliments produced greater liking and greater compliance. Surprisingly, liking did not mediate the relationship between compliments and compliance. Study 2 employed a similar paradigm. Rather than experimentally manipulating reciprocity, individual differences in adherence to the reciprocity norm were measured. Participants received a compliment, neutral comment, or insult. Mood and liking were measured following the compliment manipulation. The effects of compliments on liking and compliance were replicated. Adherence to the reciprocity norm did not moderate the effect of compliments on compliance or liking. Compliments also influenced mood such that mood was more positive in the compliment condition than in the insult condition. Mood was also significantly associated with compliance. In sum, little evidence was obtained supporting liking or reciprocity as mechanisms underlying the impact of compliments on compliance. However, mood remains a plausible underlying mechanism.

A77

THE PSYCHOLOGICAL IMPACT OF TRANSITION: SHIFTS TOWARD INDEPENDENT THEORY OF AGENCY IN POST-COMMUNIST CENTRAL EUROPE

Michael Varnum¹, Nicholas Bowman¹; ¹University of Michigan – While the economic and political impact of the collapse of Communism and the transition in Central Europe have been well documented, little attention has been paid to these events' psychological impact. In three studies we found support for the hypothesis that the transition from Communism to more open, market-based societies has led to a shift toward a more independent theory of agency in Central Europe. Theory of agency is the tendency to explain the behaviors of others in dispositional or situational terms and internal/external sense of control. In study 1 we compared older and younger Slovak adults and found that younger Slovaks gave less weight to situational factors in explaining the behavior of others on a vignette-based instrument than did older Slovaks, $F(5, 903) = 3.56, p < .004$. In study 2 we completed a secondary analysis of the Pew Research Center's Global Attitudes Project and found that while in North America and Western Europe older adults attribute failure more to individual (as opposed to societal) failures than do younger adults, this pattern was reversed in Central Europe, $F(12, 6320) = 2.41, p < .005$. In study 3 we completed a secondary analysis of the World Values Survey, finding an increase in "freedom of choice and control" in most Central European societies (Slovakia, Czech Republic, Croatia, Slovenia, & Ukraine) as time increased since the collapse of Communism, $p's < .00001$ (Ukraine, $p < .01$). Thus transition has led to a more independent theory of agency in Central Europe.

A78

THE IMPACT OF ESTABLISHING MORAL CREDENTIALS ON IMPLICIT PREJUDICE

Zarshesh Divecha¹, Kerry Kawakami¹; ¹York University – Research by Monin and Miller (2001) demonstrated that individuals who behave in an egalitarian manner towards a social group subsequently display higher explicit prejudice. We further examined the establishment of moral credentials related to nonbiased responding. This study investigated the impact of nonprejudicial responses on an implicit measure of prejudice, the IAT. Participants were asked to choose the best candidate out of five applicants to be interviewed, or else to select the worst candidate out of five applicants to not be interviewed. In both conditions, one candidate was the obvious choice. This target candidate's race was varied as either Black or White across participants. Participants' implicit prejudice was subsequently measured via a Race IAT. The first

dependent variable of interest was the number of participants in each condition who either did or did not pick the obvious candidate when the candidate was Black versus White. Results indicate that when choosing the best applicant to interview, all participants selected the obvious candidate, regardless of his race. However, when choosing an applicant to not be interviewed, the majority of participants did not choose to reject the Black candidate. The participants who earlier did not choose to reject this Black candidate (thereby establishing strong moral credentials) also displayed higher levels of implicit prejudice on the IAT than those who did choose the obvious candidate, when he was Black. The results suggest that prior nonprejudicial responses can impact the subsequent expression of implicit attitudes.

A79

JUDGING THE UNEXPECTED: DISCONFIRMATION OF SITUATION-SPECIFIC EXPECTANCIES *Marret K. Noordewier¹, Diederik A. Stapel¹; ¹Tilburg University*—People's interactions with others typically take place in specific situations. Therefore, it is likely that expectancies of others are often situation-specific. In two studies we examined whether situation-specific expectancies affect judgment differently than general expectancies. By definition, general expectancies (e.g., "Michael is kind") could apply to all situations, whereas situation-specific expectancies (e.g., "Michael is kind at work") only apply to specific situations (work). Because of this, unexpected behavior is most likely to be surprising and influence judgment when there is a situational match between expectancy and reality. That is, when expectancies refer to a certain situation ("Michael is kind at work") and behavior is incongruent to this expectancy (Michael acts unkindly), this behavior is more likely to stand out in a situation that is similar (work) than in a situation that is dissimilar (home). In Experiment 1, we showed that situation-specific expectancies ("Michael is kind at work") lead to surprise and contrast effects when incongruent behavior refers to the same specific situation (work), but not in other situations (general or home), whereas general expectancies ("Michael is kind") lead to such surprise and contrast effects, regardless of the target situation. In Experiment 2, we showed that surprise was high and contrast occurred when incongruent target behavior referred to the same dimension as the induced expectancy (i.e., kindness), whereas surprise was low and assimilation occurred when the incongruent target behavior referred to a different dimension (i.e., intelligence).

A80

STILL NOT OVER IT: CORRELATES AND CONSEQUENCES OF LINGERING RELATIONSHIP IDENTIFICATION *Lisa Linardatos¹, John E. Lydon¹; ¹McGill University*—Relationship identification, the process of incorporating a relationship into one's sense of self, is associated with commitment and pro-relationship cognitions and behaviors. Presumably, if one's identity is strongly tied to his or her relationship, there will be negative psychological consequences should the relationship end. In the present study, we sought to explore the correlates of relationship identification after relationship dissolution. Specifically, what are the symptoms and behavioral manifestations of lingering identification and how does it affect well-being? Participants (N = 133) who had ended a dating relationship within the past year completed a relationship dissolution questionnaire assessing, among other constructs, the degree to which they still identified with their former partner, as measured by a modified version of Cross et al.'s (2000) RISC scale. Lingering identification was found to be positively correlated with how often participants still thought about their former partner, how often they still talked to their former partner, as well as the seriousness of the former relationship. With regards to well-being, post break-up identification was found to be positively associated with how much of a negative effect the break-up had on participants and how difficult it was for them to emotionally adjust after the break-up. Furthermore, the more participants still identified with their ex-partner, the more they reported the break-up interfering with personal pursuits, such as studying for

exams, meeting new people, and interest in school. Future research examining the persistence of relationship identification will employ a longitudinal design, thereby addressing issues of predictability and retrospective bias.

A81

TERROR MANAGEMENT AND SEXUAL PREJUDICE: THE EFFECTS OF MORTALITY SALIENCE ON HETEROSEXUALS' ATTITUDES TOWARD GAY MEN AND LESBIANS *Russell*

Webster¹, Donald Saucier¹; ¹Kansas State University—Terror management theory (TMT) states that human beings continuously mitigate the fear of death using cultural worldviews. Following reminders of death (i.e., mortality salience), people are more likely to castigate those who threaten their worldviews (i.e., exhibit worldview defense). Until now, researchers have not investigated whether terror management processes exacerbate heterosexuals' prejudice toward gay men and lesbians (i.e., sexual prejudice)—groups seen as threatening or violating many heterosexual cultural standards. In addition, extant research has shown that heterosexual males exhibit higher levels of sexual prejudice than heterosexual females, especially when the targets are gay men. Accordingly, in the current study, 196 (132 women, 64 men) heterosexual introductory psychology students were randomly assigned to mortality salience (writing about their own death) or control conditions (writing about dental pain). Participants then completed three attitudinal measures assessing support for various same-sex policy initiatives (e.g., support for same-sex marriage, employment opportunities, and visibility in mainstream culture), as well as two sets of items assessing heterosexuals' feelings toward gay men and lesbians, respectively. Results indicated that mortality salience was especially likely to increase sexual prejudice in heterosexual men. Mortality salience increased the differences in sexual prejudice between heterosexual men and women on the attitudinal measures, and exaggerated these differences for prejudice toward gay men, specifically, on the affective prejudice measure. Given that death has been highly salient since 9/11, the current study justifies application of TMT to help in understanding the underlying motivations for, and to help reduce, prejudice toward marginalized groups in contemporary society.

A82

SOCIAL FACILITATION OF VIDEO GAME PLAYING *Amanda*

Bolton¹, Gregory Fouts¹; ¹University of Calgary—The major purposes of this study were to (a) examine the effect of an audience while playing a violent video game and (b) determine whether players' competitiveness and evaluation apprehension contribute to the effect of an audience. University students (44 males, 40 females) played a violent video game ("State of Emergency," Playstation 2, rated "Mature") that allowed players to kill as many game characters (enemies and innocent bystanders) as they wished with a variety of weapons or hand combat. Each player initially played alone (baseline); they returned a few days later and played the same game either in the presence or absence of a same-sex, peer audience (confederate) who watched them play. Their competitiveness and evaluation apprehension were assessed after play in the second session. Results: As predicted by social facilitation theory, players increased their killing of enemies from playing alone (baseline) to playing in the presence of an audience; those playing alone in both sessions did not change in their killing of enemies. The number of innocent people killed in the game was facilitated for men only. Competitiveness significantly interacted with the audience effect for innocents killed; evaluation apprehension did not interact with either effect. Conclusion: The audience effect was influenced by gender and feelings of competitiveness while playing. Thus, according to the General Aggression Model (Bushman & Anderson, 2002), playing while someone watches may result in players being at greater risk of being negatively influenced by violent media. The limitations and implications of this study will be discussed.

A83**WITH A LITTLE HELP FROM MY FRIENDS: THE ROLE OF PORTRAYED VICTIM EMOTIONS ON INGROUP MEMBER HELPING RESPONSES**

Kate Raspopov¹, Kimberly Matheson¹, Hymie Anisman¹; ¹Carleton University – Feelings of anger experienced by ingroup members in response to discrimination may elicit support for specific action tendencies for a victim. However, the emotions displayed by the victims may influence ingroup members' emotional reactions and willingness to provide support. The present investigation determined whether the emotions portrayed by a victim while recounting a conflict would affect the emotions and support propensities of an ingroup witness. Female undergraduate students (N=98) listened to an audio clip of an emotional (angry vs. ashamed vs. neutral affect) female student conveying a negative interpersonal experience that did or did not comprise sex discrimination, after which the participants rated perceived victim emotion, their own emotional reactions, and the social support they would be willing to offer (emotion- vs. problem-focused). Analyses of variance revealed that when the victim encountered discrimination, the female participants hearing of the experience expressed greater anger (than when the situation was not discriminatory), and a greater willingness to offer emotion- and problem-focused support. Interestingly, the greater the degree of shame that was perceived in the victim herself, the greater the feelings of anger and shame expressed by the female participants, and willingness to offer problem-focused support. It may be that the inherent nature of shame following a discrimination event (i.e., negative self-evaluation, lack of control) may be particularly aversive to women, and elicits support aimed at helping a victim regain a sense of control, and alleviating the source of their distress.

A84**THE IMPACT OF SEXIST HUMOR ON WOMEN'S SELF-STEREOTYPING**

Diana Betz¹, Jessica Lakin², Jill Cermel²; ¹University of Michigan-Ann Arbor, ²Drew University – Humor targeting stigmatized social groups has many harmful consequences, including activating negative stereotypes (Morris, 2000) and increasing tolerance for discriminatory events (Ford, 2000). The current study explores the link between sexist jokes and self-stereotyping among women. Because jokes present negative material in a light-hearted manner, stereotypical humor, rather than stereotypical statements, could have unique negative effects on people's views of themselves. Under the guise of evaluating either a comedian or a public speaker, 57 female college students read a series of sexist jokes, nonsexist jokes, or sexist statements. Participants then completed measures of feminine self-stereotyping, gender identity, and ambivalent sexism. A hierarchical multiple regression analysis revealed that female participants low in gender identity rated themselves higher on a feminine self-stereotyping composite after reading sexist jokes compared with nonsexist jokes, whereas women who read sexist statements were not significantly affected. The opposite effect arose for women with stronger gender identities, as sexist jokes decreased their self-stereotyping relative to nonsexist jokes; again, the effect of sexist statements was not significant. A marginally significant interaction between sexist reading materials and benevolent sexism scores was also uncovered. Drawing on past research, it is suggested that sexist jokes exert their unique influence by implying a norm of tolerance for prejudice (Ford & Ferguson, 2004). It is also posited that gender identity moderated participants' responses to the jokes by altering their perceptions of threat. These results suggest that despite its perceived goal of simply drawing a laugh, sexist humor is far from harmless fun.

A85**DEALING WITH THE MISDEEDS OF THE INGROUP: ANCEDENTS AND CONSEQUENCES OF MORAL DISENGAGEMENT STRATEGIES**

Emanuele Castano¹, Patrycja Slawuta¹, Bernhard Leidner¹; ¹New School for Social Research – Research has shown that individuals engage in moral disengagement strategies, particularly inhumanization of the victims, most likely to minimize the psychological cost that may follow from the appraisal of ingroup misdeeds. The studies presented here expand these findings by looking at the antecedents and consequences of the use of moral disengagement strategies. Results of two studies are reported in which participants are presented with misdeeds (torture and killing of prisoners / bombing of civilian population) perpetrated by the ingroup vs. an outgroup. These reveal that when the ingroup is responsible for the misdeeds, individuals do indeed make more use of moral disengagement strategies, particularly if they are high on ingroup glorification. Furthermore, the use of these moral disengagement strategies (such as minimization of the pain of the victims and their dehumanization) predict willingness to provide reparation as well as to punish the perpetrators.

A86**ARE ATTACHMENT ANXIETY AND AVOIDANCE RELATED TO DIFFERENT ASPECTS OF MATERNAL CAREGIVING? EVIDENCE FROM A MULTI-METHOD STUDY**

Emre Selcuk¹, Gul Gunaydin¹, Nebi Sumer¹, Mehmet Harna¹, Selin Salman¹; ¹Middle East Technical University, Turkey – Social psychologists studied the relationship between adult attachment and caregiving mostly in the context of romantic relationships. Few studies that focused on the role of adult attachment on parental caregiving relied only on self-reports or brief observations. This study aimed to fill this gap by using extensive home observations and mothers' self-reports to identify how attachment anxiety and avoidance are related to different caregiving dimensions. Participants were 53 mothers and their children (mean age = 31 months). In independent three-hour observations, two observers assessed maternal caregiving via the Maternal Behavior Q-Set (MBQS) and two different observers assessed children's secure base behaviors via the Attachment Q-Set. In addition, mothers provided self-reports of adult attachment and maternal caregiving. Regression analyses showed that attachment anxiety was negatively related to sensitive caregiving as assessed by the MBQS and positively related to mothers' self-reported restrictive caregiving. We also conducted separate factor analyses for sets of MBQS items that were significantly correlated with anxiety and avoidance. The themes that emerged from the correlates of attachment anxiety were responsiveness and support of child's exploration. The themes that emerged from the correlates of attachment avoidance were sensitivity to child's negative affectivity, sensitivity to child's signals, and support of child's exploration. Finally, maternal sensitivity was positively related to child's security only when mother's avoidance was low. Extending previous findings documenting the relationship between attachment avoidance and parental caregiving, this study showed that attachment anxiety has a role on maternal caregiving assessed by home observations and self-report measures.

A87**THE EFFECTS OF SOCIAL DOMINANCE ORIENTATION, ETHNICITY, AND GENDER ON ATTITUDES TOWARD INTERRACIAL DATING**

Pei-Shiuan L. Lin¹, Kobina Quansah¹, Richard M. Sorrentino¹, Andrew Szeto¹; ¹The University of Western Ontario – Interracial dating is one of the most intimate interracial relationships two individuals could engage in. In recent years, this type of relationship has increased exponentially in both the U.S. and in Canada. Therefore, it is important to investigate people's attitudes toward interracial dating, and individual difference variables which may influence these attitudes. Previous study by Fang, Sidanius and Pratto (1998) conducted with individuals in the U.S. found more positive correlations between social dominance

orientation (SDO) and opposition to interracial marriage among high-status ethnic groups (e.g. white) in relation to low-status ethnic groups (e.g. black). With a Canadian sample, the current study sought to expand this line of research by investigating the effects SDO, gender, and ethnicity may have on attitudes toward interracial dating. Participants were undergraduate students from the University of Western Ontario. Participants read four hypothetical social scenarios involving interracial dating between black and white individuals. Following the scenarios, participants completed the Korolewicz Interracial Dating Preference Questionnaire (K-IDPQ), SDO scale, and a demographics questionnaire. Results were analyzed as a 2 (SDO: high vs. low) x 2 (Gender: male vs. female) x 2 (Ethnicity: black vs. white) ANOVA. Across all four scenarios, significant interactions were found for SDO x ethnicity. Additionally, significant main effects were found for gender. The study provided further evidence that race may still be viewed in society as a "cue" for status and capacity to provide resources. This viewpoint may, in turn, influence people's decisions in mate selection (Miller, Olson, & Fazio, 2004).

A88

ADULT ATTACHMENT AND APPETITIVE AND AVERSIVE GOALS Katherine Carnelley¹, Amber Story²; ¹University of Southampton, ²National Science Foundation – The goals people set in their romantic relationships are a function of their attachment styles. Individuals high in attachment anxiety are preoccupied with attachment needs and fear abandonment. As such they may have more aversive relationship goals, focusing on avoiding negative outcomes. Individuals high in attachment avoidance seek to maintain distance from others and are uncomfortable with interdependence. They may have fewer appetitive goals, as they are unconcerned with pursuing positive relationship outcomes. Aim: To examine whether people with different attachment styles frame their goals differently in terms of avoiding negative outcomes (aversive) or approaching positive outcomes (appetitive) and whether this difference is specific to relationship goals. Participants (n=105, 92 women, 97 heterosexual, 61 in a romantic relationship) from Western cultures (e.g., UK, USA), average age 23.62 (SD=7.17) completed our questionnaire on the web. We assessed romantic attachment, the Behavioral Inhibition and Activation System (BIS/BAS), romantic relationship goals, and appetitive and aversive achievement goals. Regressions with attachment anxiety and avoidance as predictors showed that attachment anxiety positively predicted aversive romantic relationship goals and BIS goals. Attachment avoidance negatively predicted appetitive romantic relationship goals and BAS Reward. In addition, attachment avoidance was marginally negatively related to appetitive achievement goals. In sum, attachment anxious people have more aversive romantic motivational systems and goals, focusing on threats and avoiding negative outcomes. In contrast, attachment avoidant people are less likely to have appetitive romantic motivational systems and goals. They do not focus on achieving positive outcomes, however, they do not necessarily have aversive goals.

A89

ASSESSING THE INTERACTIVE EFFECTS OF ALCOHOL INTOXICATION AND SEXUAL AROUSAL ON INTENTIONS TO ENGAGE IN UNPROTECTED SEXUAL INTERCOURSE Anna Ebel-Lam¹, Tara K. MacDonald¹, Mark P. Zanna², Geoffrey T. Fong²; ¹Queen's University, ²University of Waterloo – In the current investigation, we empirically assessed the influence of alcohol intoxication and sexual arousal on individuals' intentions to engage in casual sex without a condom. Using a 2 (sexual arousal: high vs. low) x 3 (alcohol condition: sober vs. intoxicated vs. placebo) between-subjects design, we randomly assigned male participants (N = 78) to consume (or not consume) alcohol. Next, participants intermittently read 3 sections of a magazine article and watched 3 segments of a video depicting a social situation in which a young couple had to decide whether to have unprotected sexual

intercourse. In the high arousal condition, the article consisted of a sexually explicit story adapted from an adult magazine, accompanied by photos of lingerie models. In the low arousal condition, the article consisted of a news story about John Glenn, accompanied by photos of the astronaut. Participants then reported the likelihood that they would engage in sexual intercourse if they were in the situation depicted in the video, and listed factors that would influence their decision. Consistent with previous non-experimental research (MacDonald et al., 2000), we obtained a sexual arousal x alcohol condition interaction. Among sober participants (i.e., those in the sober and placebo conditions), the arousal manipulation did not significantly influence intentions to engage in unprotected sex. Among intoxicated participants, those in the high arousal condition reported significantly greater intentions to engage in unprotected sex than their counterparts in the low arousal condition. Findings are discussed with reference to alcohol myopia theory (Steele & Josephs, 1990).

A90

SEEING WITH YOUR FEELINGS: META-ANALYTIC REVIEW OF THE NEURAL REFERENCE SPACE UNDERLYING THE PERCEPTION VS. EXPERIENCE OF EMOTION Kristen Lindquist¹, Tor Wager², Eliza Bliss-Moreau¹, Seth Duncan¹, Hedy Kober², Josh Joseph², Matthew Davidson², Lisa Feldman Barrett^{1,3}; ¹Boston College, ²Columbia University, ³Massachusetts General Hospital, Harvard Medical School – Seeing with Your Feelings: Meta-analytic Review of the Neural Reference Space Underlying the Perception vs. Experience of Emotion. Must you feel sad to see sadness on another person's face? An embodied account of emotion would suggest so. It is hypothesized that conceptual knowledge recruited during emotion perception is grounded by partial re-enactments of the affective and sensorimotor states that actually instantiate the online experience of emotion—seeing emotion therefore involves some degree of feeling. In the present meta-analytic review, we summarize 163 neuroimaging studies of emotion (1990 to 2005) to compare the brain regions implicated in perception and experience of emotion. Findings demonstrate partially overlapping circuitry for perception and experience, with more subcortical (e.g., hypothalamic and brainstem) activation supporting experience of emotion, and more amygdala, inferior frontal gyrus, and posterior cortical activation in perception. The observed neural reference spaces for emotion perception and experience are discussed.

A91

EUDAIMONIC VERSUS HEDONIC ORIENTATIONS TO HAPPINESS: TIME PERSPECTIVE AS AN INDIVIDUAL DIFFERENCE Sachiyo Ito¹, Christie Napa Scollon¹; ¹Texas Christian University – Well-being consists of two components: hedonia and eudaimonia. Most theoretical accounts of hedonism focus on the sensual or pleasurable aspects of the construct while theories of eudaimonism emphasize on living in accordance with one's true values or true self. We propose that another major distinction between eudaimonia and hedonia stems from differences in the way in which people perceive time. College students (N = 80) in southern U.S. were administered the Zimbardo Time Perspective Inventory (ZTPI), Mindful Attention Awareness Scale (MAAS), Orientations to Happiness measure (OTH), and several other subjective well-being scales. The ZTPI assesses five different kinds of time perspectives: past-negative, past-positive, present-hedonistic, present-fatalistic, and future. The MAAS taps into non-impulsive aspect of present time-perspective. The OTH assesses two eudaimonic orientations to happiness (meaning, engagement) as well as one hedonic orientation (pleasure). As hypothesized, eudaimonic orientations (meaning, engagement) were positively correlated with future time perspective, whereas hedonistic orientation (pleasure) correlated positively with present-hedonistic time perspective. Meaning orientation also correlated positively with mindfulness, indicating that people who are orientated to the present do not necessarily pursue hedonic

orientations, but could instead pursue eudaimonic orientations. Moreover, a hopeless view toward life and future (present-fatalistic) predicted a hedonic, pleasure orientation toward happiness and a lack of meaning in life. In addition, positive retrospective judgments of the past not only correlated with overall life satisfaction but also with eudaimonic orientations. The study showed that time perspective is one of the major distinctions between eudaimonic and hedonic happiness.

A92
NEGATIVE CORRELATES OF SUPPRESSING AND RUMINATING ABOUT A TRAUMATIC EVENT Jennifer Borton¹, Abigail Crimmins¹, Kellen Leon-Atkins¹, Jennifer Sadowsky¹; ¹Hamilton College – Through a national Internet survey, we sought to determine whether features of memory (specifically, subjective temporal distance and visual perspective) mediate the relationship between methods of coping with a traumatic event and negative psychological health outcomes.

Suppressing thoughts about and ruminating about a traumatic event may make event-related thoughts hyperaccessible, thereby increasing the immediacy of the memory and negatively affecting depressed and anxious mood and self-esteem. As predicted, the negative effects of suppression and rumination on psychological health outcomes were mediated by the presence of more intrusive thoughts about the event. Although rumination (but not suppression) was associated with the event feeling closer in time, subjective temporal distance was unrelated to psychological health. Psychological health is more likely related to successful processing of a negative event than to how close or distant that event feels in time. Additionally, first person (as opposed to third person) visual memory perspective was associated with both positive outcomes and expression of thoughts, suggesting that visualizing the event in the first person, not gaining distance from it, is related to successful processing of the event. In the future, researchers should assess the extent to which suppression and rumination heighten the negative emotions associated with individuals' intrusive thoughts about their negative events.

A93
EMOTION REGULATION AND WORKING MEMORY: AGILE MINDS BEHIND STILL SURFACES Brandon J. Schmeichel¹, Heath Demaree²; ¹Texas A&M University, ²Case Western Reserve University – This research examined the relationship between individual differences in working memory capacity and the self-regulation of emotion.

Participants completed a test of working memory capacity and then attempted to regulate their emotional responses while viewing emotionally-charged film clips. Across three studies, we found that people higher in working memory capacity suppressed expressions of disgust (Study 1) and amusement (Study 2) better than did people lower in working memory capacity. Furthermore, compared to people low in working memory capacity, people high in capacity more capably reduced the expression and the experience of emotion by reappraising funny and sad stimuli, respectively (Study 3). These findings suggest that working memory capacity—traditionally viewed as a “cold” cognitive ability—makes valuable contributions to “hot” emotional processes as well.

A94
EFFECTS OF CAUSAL UNCERTAINTY ON BEHAVIOR CONSTRUCTION Erik G. Helzer¹, John A. Edwards²; ¹Cornell University, ²Oregon State University – Causal uncertainty (CU) is a metacognitive feeling indicating a failure to comprehend causal relationships in the social world (Weary & Edwards, 1994). CU beliefs are held and felt by all individuals periodically, and individual differences exist in the accessibility of the CU construct. Past research (Helzer & Edwards, 2007) has demonstrated that CU affects people's processing of the features of a Navon-type stimulus, with higher levels of uncertainty associated with attentional bias toward the local, rather than global, features. The present study examines the effect of CU on processing of behaviors. Like

perceptual targets, behaviors may be construed according to their lower level (concrete) or higher level (abstract) features. Unlike perceptual targets, though, behaviors contain a wealth of social information and may be processed strategically in an attempt to extract this information. Participants' behavior construal was investigated using a unitization task (Newton, 1973) and the Behavior Identification Form (Vallacher & Wegner, 1989). Results indicate that chronic CU is positively correlated with more abstract construal of behaviors. When primed with uncertainty cues, individuals low and high in chronic CU show comparable processing of behaviors.

A95
COGNITIVE RETRIEVAL AND MOTIVATION IN THE CONGENIALITY BIAS: A META-ANALYSIS OF SELECTIVE William Hart¹, Dolores Albarracín¹; ¹University of Florida – A meta-analysis was conducted to assess whether people gather information to support their attitudes, beliefs and behavioral decisions. Analyses indicated that people prefer supportive to non-supportive information and that this bias is moderate in size and influenced by variables that affect the accessibility of relevant attitudes, behaviors and beliefs and social motives for defense and accuracy. Analyses showed that people prefer supportive information to a greater extent when attitudes, behaviors and beliefs are more accessible and when defense motives are heightened. Also, when accuracy motives operate, people prefer supportive information less and occasionally prefer non-supportive information.

Previous research has shown that first impressions of personality become more accurate with increased exposure (e.g., Carney, Colvin, & Hall, 2007; Blackman & Funder, 1998). The present study examines self-other agreement at different exposure lengths. Following Kenny, West, Malloy & Albright's (2006) recommendation to examine the componential underpinnings of personality judgments, the present study examines as well how increased exposure impacts two of Cronbach's (1955) components of accuracy -- stereotype accuracy and differential accuracy. Kenny's (1991, 1996) weighted average model (WAM) predicts that as length of acquaintance increases, differential accuracy slowly increases whereas stereotype accuracy starts high, initially increases and eventually declines (see Figure 2 in Biesanz, West, & Millevoi, 2007). In the present study, 242 participants observed 14 videotapes, seven 30 seconds long and seven 5-minutes long with both order of presentation and videotape length counterbalanced. Targets were evaluated using a shortened version of the Big Five Inventory (Benet-Martinez & John, 1998). Consistent with previous research, greater exposure led to both increased differential accuracy, $t(241)=6.32$, $p<.001$, and self-other agreement across the Big Five, all t 's(3384) > 2.20. More importantly, and in line with WAM, stereotype accuracy significantly increased with videotape length, mean $r = .42$ versus mean $r = .32$, $t(241) = 9.07$, $p < 0.0001$. The present study replicates findings that increased exposure leads to higher self-other agreement and differential accuracy and provides the first empirical evidence in support of the WAM's prediction that stereotype accuracy does indeed increase during initial exposures.

A96
HOW DO IMPRESSIONS CHANGE OVER TIME? LENGTH OF EXPOSURE AND CHANGES IN DIFFERENTIAL AND STEREOTYPE ACCURACY Lauren Human¹, Joshua Jackson², Jeremy Biesanz¹; ¹University of British Columbia, ²University of Illinois at Urbana Champaign –

Previous research has shown that first impressions of personality become more accurate with increased exposure (e.g., Carney, Colvin, & Hall, 2007; Blackman & Funder, 1998). The present study examines self-other agreement at different exposure lengths. Following Kenny, West, Malloy & Albright's (2006) recommendation to examine the componential underpinnings of personality judgments, the present study examines as well how increased exposure impacts two of Cronbach's (1955) components of accuracy -- stereotype accuracy and differential accuracy. Kenny's (1991, 1996) weighted average model (WAM) predicts that as length of acquaintance increases, differential accuracy slowly increases whereas stereotype accuracy starts high, initially increases and eventually declines (see Figure 2 in Biesanz, West, & Millevoi, 2007). In the present study, 242 participants observed 14 videotapes, seven 30 seconds long and seven 5-minutes long with both order of presentation and videotape length counterbalanced. Targets were evaluated using a shortened version of the Big Five Inventory (Benet-Martinez & John, 1998). Consistent with previous research, greater exposure led to both increased differential accuracy, $t(241)=6.32$, $p<.001$, and self-other agreement across the Big Five, all t 's(3384) > 2.20. More importantly, and in line with WAM, stereotype accuracy significantly increased with videotape length, mean $r = .42$ versus mean $r = .32$, $t(241) = 9.07$, $p < 0.0001$. The present study replicates findings that increased exposure leads to higher self-other agreement and differential accuracy and provides the first empirical evidence in support of the WAM's prediction that stereotype accuracy does indeed increase during initial exposures.

A97
WHEN IT'S GOOD TO FEEL BAD: HOW RESPONSES TO VIRTUAL ENVIRONMENTS PREDICT REAL-LIFE RISK-REDUCTION John Christensen¹, Lynn Carol Miller¹, Paul Robert Appleby¹, Carlos Gustavo Godoy¹, Charisse Corsbie-Massay¹, Stephen Read¹; ¹University of Southern California – We examined relationships between sexual risk-taking and self-conscious negative affect following exposure to a narrative-based HIV-prevention video. The intervention, designed for

men who have sex with men, simulates the interpersonal, emotional, and contextual cues of a sexual scenario. One group viewed an interactive version of the video in which they actively made decisions in the context of risk. A second group passively viewed a non-interactive version of the intervention. Subjects reporting higher levels of post-intervention negative affect experienced greater subsequent risk-reduction, $F(1, 96) = 13.1, p < .001$. This effect was qualified by a significant interaction with interactivity, $F(1, 96) = 9.62, p = .003$, such that the relationship between higher negative affect and risk-reduction was much stronger in the interactive condition. The findings suggest that interactivity plays a critical role in the intervention's ability to link affect with subsequent behavior. Unlike traditional approaches, our intervention may result in the automatic encoding of affective cautionary signals.

A98

IMPLICIT SELF CATEGORIZATION AMONG BLACK CANADIANS IN INTERGROUP VERSUS INTRAGROUP CONTEXTS *Harleen Mann¹, Kerry Kawakami¹, Joyce Van Andel¹; ¹York University* – Social Identity and Self-Categorization theories suggest that group-level identities (e.g., race) become salient in intergroup contexts and that personalized identities operate in intragroup (e.g., racially homogeneous) contexts. Intergroup and intragroup contexts can be manipulated in many ways. In two studies we manipulated intragroup and intergroup contexts by priming ingroups and outgroups and by using intergroup and intragroup implicit self-categorization measurement tools. We investigated the additive effects of priming ingroup and outgroups (or no primes) on subsequent implicit self-categorization on measures which were themselves instances of intergroup (Study 1) or intragroup contexts (Study 2). In Study 1 we hypothesized and found that when outgroup primes (e.g. Skinheads) were activated participants readily associated themselves with the social category of Blacks relative to when not so primed or when primed with an ingroup. Study 1 used an intergroup Implicit Association Test (IAT) in which participants associated self and other-related words with photographs of Black and White faces. In Study 2, we hypothesized that when outgroup primes were activated (e.g. Whites) and self-categorization was measured using an intragroup implicit identification measure, Black participants would readily associate themselves with Blacks relative to no prime or ingroup prime conditions. Results revealed that participants were quicker to associate themselves with Blacks following outgroup primes than in no prime or ingroup prime conditions on an intragroup measure of self-categorization which exposed participants to only Black faces (i.e., Single Category-IAT). Results are discussed in their implications for self categorization along racial lines when alternating between intragroup and intergroup contexts.

A99

PSYCHOLOGICAL DISTANCE, GROUP SIZE AND INTERGROUP RELATIONS *Jeremy Ginges¹, Shahar Eyal², Nadine Obeid¹; ¹New School for Social Research, ²Open University, Israel* – Typically psychologists treat an intergroup context as one that exists whenever at least two people with different salient group identities interact. However in three studies we demonstrate a qualitative difference between inter-group interactions of individuals versus inter-group interactions of groups. In Experiment 1, Palestinians and Israelis were equally likely to reciprocate cooperative behavior in a trust game by anonymously giving money to either ingroup or out-group members when interacting as individuals, but showed substantial in-group bias when asked to imagine that both parties "represented" five other Palestinians or Jewish Israelis respectively. In Experiment 2, right wing and left wing Israelis were equally likely to cooperate with a Palestinian in a hypothetical water sharing task, however right wing Israelis were far less likely than left wing Israelis to cooperate in the same task when both parties "represented" groups of ten Israelis and ten Palestinians respectively. In Experiment 3, Lebanese women's beliefs in justification of wife abuse

predicted punishment of a group of 10 men who had abused their wives, but was unrelated to punishment of a single man who committed the same crime. These three studies show a lawful relationship between the size of intergroup interactions and intergroup behavior. We hypothesize that the psychological distance between an intergroup interaction and intergroup attitudes decreases as the size of an intergroup interaction increases, thus increasing the relevance of these attitudes to behavioral decisions.

A100

THE DATING GAME: AN INVESTIGATION OF PARTNER PREFERENCE AND ATTACHMENT STYLE IN ROMANTIC RELATIONSHIPS. *Cailey Strauss¹, Marian M. Morry², Mie Kito²; ¹University of Saskatchewan, ²University of Manitoba* – Attachment style matching in romantic relationships and how it relates to several relationship variables were investigated in this study. Participants were Introductory Psychology students at the University of Manitoba who were in dating relationships. All data was collected by questionnaire. Attachment styles were conceptualized by both a two-dimensional model (anxiousness and avoidance) and a related four-category model (secure, preoccupied, dismissive, fearful.) The relationship variables included trust, perceived partner supportiveness, feeling understood and validated, and relationship quality. Increased similarity between self and perceptions of current partner attachment styles predicted increased scores for all relationship variables. The same was found for similarity between perceptions of current partner and ideal partner avoidance, though similarity between perceptions of current partner and ideal partner anxiousness was found to be less important. Thus, moderate support was obtained for the similarity hypothesis of attachment style-related partner preference.

A101

THE ROLE OF VICARIOUS GOAL PURSUIT IN PERSONAL ACHIEVEMENTS AND INTERPERSONAL RELATIONSHIPS *Sook Ning Chua¹, Grainne Fitzsimons¹; ¹University of Waterloo* – Recent research has highlighted the dyadic interplay of interpersonal relationships with personal goal pursuits (e.g., Fitzsimons and Bargh, 2003; Shah, 2003). The current research builds on work showing that relationship evaluations are shaped by personal goals (Fitzsimons & Shah, 2007) by examining the role of vicarious goal pursuit in both personal achievements and interpersonal relationships. We suggest that people have specific goals for their significant others that serve to promote their own personal goal attainment. We refer to these goals as "vicarious," as the self's goals are being actively pursued not by the self, but by the relationship partner. We hypothesize that vicarious goal progress will have meaningful consequences for relationship quality and personal goal progress. Preliminary data was supportive: Vicarious goal progress was positively associated with personal goal progress ($\beta = .61, p < .001$) and relationship trust ($\beta = .37, p = .05$). Vicarious goal progress affected relationship trust only when personal goal progress was low and when these goals were strongly interdependent ($\beta = -.61, p = .05$). These results provide empirical support for the construct of vicarious goal pursuit, and for its potential importance for personal goal progress and relationship quality.

A102

COMPENSATING FOR LOW OPPORTUNITIES THROUGHOUT THE ADULT LIFESPAN: THE PROTECTIVE ROLE OF DOWNWARD SOCIAL COMPARISONS FOR COPING WITH REGRETS *Isabelle Bauer¹, Carsten Wrosch¹; ¹Concordia University* – Research has shown life regrets can compromise older adults' well-being and physical health, and that self-protective processes (e.g. attributions, social comparisons or disengagement, Bauer et al., 2007; Wrosch et al., 2002, 2005) can protect against the adverse effects of regrets on older adults' quality of life. These age-differential effects are based on the theoretical

assumption that older adults possess fewer opportunities to overcome the consequences of regretted behaviors (Wrosch & Heckhausen, 2002), thereby increasing the adaptive value of self-protective processes in late adulthood. However, while research has shown older adults report fewer opportunities to overcome regretted behaviors in comparison to young adults, age-differences in opportunities to undo regrets have not been shown to consistently account for age effects of regret intensity and self-regulation processes on indicators of quality of life (Wrosch et al., 2005). This raises the possibility that perceptions of opportunities may not be highly associated with age, and suggests opportunities to overcome regrets may vary across the adult lifespan. This 4-month longitudinal study was designed to investigate the role of opportunities in the association between a self-protective mechanism related to regret-specific social comparisons with age peers and well-being among 104 young and older adults. The findings demonstrate downward social comparisons are associated with greater emotional well-being over time among young and older adults who perceive few, as opposed to many, opportunities to address the negative consequences of regretted behaviors. This suggests self-protective social comparisons are particularly adaptive when opportunities to address regrets are limited, regardless of individuals' age.

A103

THE COST OF LOWER SELF-ESTEEM: TESTING A SELF AND SOCIAL BONDS MODEL OF HEALTH Christine Logel¹, Danu Anthony², Mark Zanna¹, John Holmes¹, Jessica Cameron³, Joanne Wood¹, Steven J. Spencer¹; ¹University of Waterloo, ²University at Buffalo, SUNY, ³University of Manitoba – The authors draw upon social, personality, and health psychology to propose and test a self and social bonds model of health. The model contends that lower self-esteem predicts health problems, and that poor quality social bonds explain this association. Participants completed surveys every two weeks during their first term in University, for a total of six time points. Each survey included a self-esteem scale, a measure of health behaviors (i.e., number of visits to the doctor and classes missed due to illness) and both subjective and objective measures of the quality of social bonds (i.e., interpersonal stress and number of friends). Results showed that lower self-esteem when the term began led to more health problems in the middle of the term, and this relation was explained by poor quality social bonds. This effect snowballed throughout the term, such that poor quality social bonds predicted acute drops in self-esteem over time, which in turn predicted acute decreases in quality of social bonds and, consequently, acute increases in health problems by the end of the term.

A104

DOMINANT MINDS ARE VERTICAL MINDS: SPATIAL ATTENTION PROCESSES Sara Moeller¹, Scott Ode¹, Ben Wilkowski¹, Michael Robinson¹; ¹North Dakota State University – There is a growing appreciation for the role of physical representation processes in social cognition. Our work (e.g., Meier & Robinson, 2005) has led us to focus on common metaphors, thought to derive from deeper concept-percept mappings (e.g., Lakoff & Johnson, 1999). Because associations between dominance and verticality are extremely common in metaphor (e.g., “upper” versus “lower” class), we hypothesized that individuals chronically accessible for dominance-related thoughts might exhibit biases in spatial attention that favor the vertical dimension. To assess this idea, we conducted 3 studies with 111 undergraduate participants using two different spatial attention tasks. In both tasks, we presented very simple spatial probes (either the letter “p” or “q”) and assessed the speed with which such probes were recognized. Probes occurred predictably (one task) or randomly (another task) in left, right, up, or down locations. Personality dominance was assessed by two standard questionnaires. Dominance did not predict speed to horizontal (left or right) probes and we could therefore use horizontal speed as a control condition for vertical (up or down) speed. In all studies and tasks, individuals high in

dominance exhibited facilitated attention for probes occurring in the vertical positions, regardless of whether they were up or down. Our results are among the first to establish the benefits of the metaphor representation perspective for understanding personality processes, and specifically suggest that thinking dominantly predisposes one to see vertically.

A105

SEPARATE NEURAL MECHANISMS FOR TRAIT GENERAL AGGRESSION AND TRAIT DISPLACED AGGRESSION Thomas F. Denson¹, William C. Pedersen², Jaclyn Ronquillo³; ¹University of New South Wales, ²California State University, Long Beach, ³University of Southern California – When provoked, individuals high in trait general aggression tend to become angered and retaliate directly against the source of their anger (e.g., Buss & Perry, 1992). By contrast, those high in trait displaced aggression tend to ruminate instead and eventually take it out on innocent others (e.g., Denson, Pedersen, & Miller, 2006). In the current study, 20 undergraduates were provoked and engaged in directed rumination while functional images were acquired. As expected, following provocation, trait general aggression was correlated with activity in the dorsal anterior cingulate, which was also correlated with subjective reports of anger. Moreover, trait displaced aggression was correlated with activity in the medial prefrontal cortex. This latter region is associated with self-focused attention and the awareness of one's negative mood state. These results are the first to demonstrate theoretically expected neural dissociations for the two distinct aggressive personality dimensions.

A106

CHOICE AS A MEANS VERSUS AN END Jinhee Choi¹, Ayelet Fishbach¹; ¹University of Chicago – We propose that same choice activity is experienced differently, depending on whether the focus is on getting the chosen item (choice as a means) or not (choice as an end). When choosing is construed as a means to another end, it is subjectively unpleasant and depleting. Conversely, when choosing is construed as an end in itself, it is subjectively pleasant and replenishing. Three studies demonstrate these effects of choice across different domains. Study 1 finds that choosing a vacation package is experienced as replenishing when participants focus on the choice activity itself (choice as an end), but as depleting when they focus on the goal of vacationing (choice as a means). Study 2 finds that flower shopping is experienced as replenishing when participants construe the choice activity as a “want” (choice as an end), but as depleting when they construe it as a “need” (choice as a means). Study 3 finds that choosing a reading book is experienced as replenishing when participants consider the means of choosing (choice as an end), but as replenishing when they consider the goal of choosing (choice as a means). These studies further find greater interest in the selected items when choice is construed as an end versus a means. Taken together, this research demonstrates that the same choice activity has different psychological consequences, depending on whether it is construed as a mean or as an end.

A107

REAPPRAISING SOCIAL EXCLUSION MODERATES SUBSEQUENT SELF-REGULATION IMPAIRMENT Michael B. Kitchens¹, Carol L. Gohm²; ¹Lebanon Valley College, ²The University of Mississippi – The need to belong is a fundamental psychological motive. Fulfilling this need often requires one's willingness to self-regulate. Indeed, Baumeister and colleagues (2005) demonstrated that when socially excluded, individuals were less willing to self-regulate than comparison groups, unless provided an incentive. Previous work (Kitchens, Baly, & Gohm, 2007) showed that reappraising social exclusion events attenuates their emotional impact; therefore, the present work investigated whether this strategy also moderates self-regulation impairment caused by social exclusion. To examine this, participants were led to believe their

personality profile indicated either they will have a few poor quality future relationships or many quality future relationships. Participants reappraised the feedback by writing why they believed their personality profiles were poor predictors of their future relationships or they were assigned to a control condition. Participants were then required to cross out all instances of the letter e in a block of text for three-minutes. They engaged in self-regulation by not crossing out this letter when it appeared next to or one letter away from another vowel. In the control condition, the proportion of correctly crossed out instances of e was significantly less when participants were led to believe they will have poor quality relationships than when they were led to believe they will have quality relationships, replicating that social exclusion impairs self-regulation. However, when participants reappraised the future relationship feedback, there was no difference in excluded and accepted participants' performance. These data further indicate that reappraising social exclusion attenuates personal costs associated with these events.

A108

NEGATIVE INFORMATION IN ONLINE SOCIAL NETWORK PROFILES UNDERMINES JOB CANDIDATES Lisa Haisfield¹, Elizabeth Cralley¹; ¹American University – Archival research indicates that users of online social networks (OSNs), such as Myspace.com, frequently divulge information in their profiles that they would not reveal in job interviews (e.g. sexual orientation, smoking/drinking habits). Moreover, they may invite additional scrutiny by writing blogs. Given recent reports that employers may review job applicants' OSN profiles during personnel screening, we conducted an experiment evaluating how OSN information affects impressions of job candidates and their chances of securing an interview. Participants (N = 101) role-played hiring managers by reviewing qualified applicants' resumes. One group reviewed resumes alone; three other groups reviewed resumes paired with applicants' alleged OSN profiles, which contained positive, negative, or neutral behavioral information in the blog section. Participants rated whether the applicants a) appeared qualified for the position and b) should be interviewed on a scale of -3 (strongly disagree) to +3 (strongly agree). A one-way between groups ANOVA showed that participants rated applicants in the negative OSN profile group as significantly less qualified (M = 0.78) than applicants in all other groups (M = 1.66), F (3, 97) = 5.02, p < .01. They were also significantly less likely to recommend these applicants for an interview (M = -0.50) than all other groups (M = 1.70), F (3, 97) = 22.92, p < .01. Thus, negative information contained in OSN profiles can damage impressions of otherwise qualified applicants' credentials and undermine their chances of securing an interview, while positive information does not yield an advantage over neutral information or resumes alone.

A109

SELF-VERIFICATION AND RELATIONSHIP SATISFACTION AMONG DATING, COHABITING, AND MARRIED COUPLES Tera D. Letzring¹, Erin C. McClade¹; ¹Idaho State University – Feelings of being understood by one's spouse are related to marital satisfaction (Weger, 2005), possibly because being understood is likely to increase acceptance and understanding and is an important way to verify one's self-image. Self-verification is also related to trust (Burke & Stets, 1999), which is especially important in committed, long-term relationships. People in serious relationships are more likely to prefer self-verification, whereas people in casual relationships are more likely to prefer favorable appraisals (Swann et al., 1994). Furthermore, people are more likely to attempt to maintain relationships that provide self-verification (Burke & Stets, 1999). Therefore, it was hypothesized that the relationship between self-verification, measured in terms of self-other agreement, and relationship satisfaction would be stronger among married couples than among cohabiting and dating couples. This study adds to the literature by looking at three relationships types and by using less evaluative personality dimensions than previous studies (e.g., self-esteem in Katz &

Joiner, 2002; intellectual capacity, physical attractiveness, athletic ability, social skills, and art and music aptitude in Swann et al., 1994). 134 couples participated in the study, and partners rated both themselves and each other using the Big Five Inventory (BFI). Self-other agreement was determined by correlating one partner's self-ratings with the other partner's partner-ratings. Correlations between self-other agreement and relationship satisfaction were significant among married couples but not among dating or cohabiting couples, even when relationship length was partialled out. This pattern held for both female and male judges and for female, male, and couple relationship satisfaction.

A110

VIEWS OF FUTURE LIFE EVENTS AS A FUNCTION OF OPTIMISM, PESSIMISM, AND CLEAR VERSUS FREQUENT THOUGHTS ABOUT THE FUTURE SELF Rory O'Brien McElwee¹, Beth A. Morrow-Lucas¹, Kelly A. O'Donnell¹; ¹Rowan University – Future-orientation is a central issue in Positive Psychology, but is not typically well-defined. In the present study, the CLARITY with which one envisions one's future self and the FREQUENCY with which one does so are shown to differentially relate to people's predictions about future life events. Previous work showed that CLARITY of future self is associated with higher levels of positive psychological sequelae such as life satisfaction and lower levels of negative psychological sequelae such as anxiety, depression, and alcohol abuse. However, FREQUENCY of thought about the future self did not predict any of these variables. In the present work, we extended the previous research by examining how these individual difference variables predict people's views of their future lives. 368 college students completed measures of the clarity and frequency with which they think about their future selves, measures of dispositional optimism and pessimism, and predictions of future life events. Results indicated that although these college students envisioned their future very positively in general, there were important individual differences. Clarity of envisioning one's future self was associated with the prediction of more positive outcomes and fewer negative outcomes whereas frequency was not. Additionally, clarity of future self explains predictions of future life events even independently of optimism and pessimism. Thus, this work documents an important and unique individual difference variable and raises a call to Positive Psychology to better document "future-orientation," for not all future-oriented thoughts are associated with positive outcomes.

A111

THE AFFECTIVE CONSEQUENCES OF IDENTITY MANAGEMENT AMONG WOMEN IN MATH Meghan Bean¹, Jennifer Richeson¹; ¹Northwestern University – Research suggests that, in the face of stereotype threat, women who identify with math and related fields disavow stereotypically feminine traits that are considered detrimental to success, while maintaining their identification with less relevant female traits (Pronin, Steele, & Ross, 2003). The goal of the present work is to examine potential affective consequences of this identity management strategy. Using Higgins' self-discrepancy theory (1987), we examined whether discrepancies between identification with female stereotypes in and outside of math environments results in self-directed negative affect, such as shame. Highly math-identified female participants were asked to consider differences between their behaviors when being their authentic selves and when in a math context (Study 1) and differences between how they feel they should behave in a math environment and how they actually would (Study 2). The results of Study 1 suggest that the more women distance themselves from female stereotypes with which they normally identify (i.e., discrepancies between math identity and the authentic self), the less self-directed negative affect they experience. Study 2 found that individual differences in implicit beliefs about gender and math impact the affective consequences of identity management. Specifically, women who were faster to make stereotypical gender-math associations (i.e., pairing "male" words with "math" words) on the IAT

experienced more self-directed negative affect the larger the discrepancies between how they felt they should behave in math environments and how they actually would. Implications of this research suggest that efforts to persist in identity threatening domains may have important intra-personal consequences.

A112

REGULATORY FOCUS AND CATEGORY ACTIVATION Gale M. Lucas¹, Daniel C. Molden¹, Jennifer A. Richeson¹; ¹Northwestern University – Each individual belongs to many social categories but is perceived only in terms of a select few, which can then be influential on the perceiver's overall impression. Research finds that people's motivations can influence which categories they are likely to perceive, but has primarily considered the impact of outcome motivations (e.g., desires to discredit someone who negatively evaluated you) and given less attention to strategic motivations (e.g., desires to form impressions in a particular manner). Studies on the latter have shown that people motivated by promotion concerns typically employ the strategy of considering any possible alternatives, whereas people motivated by prevention concerns usually employ the strategy of considering only the most salient/central alternatives. Two studies therefore tested whether promotion-focused participants would attend to greater number of social categories during impression formation than would prevention-focused participants. Following experimental induction of promotion or prevention motivations, participants watched a video of an African-American pre-med student and then completed a lexical decision task measuring category activation. Hypotheses were confirmed when participants did not expect an interaction – promotion-focused participants showed increased activation of both African-American and pre-med categories, whereas prevention-focused participants showed increased activation of only the salient African-American category. However, the pattern was reversed when participants anticipated interacting with the target – promotion-focused participants showed increased activation of only the African-American category, whereas prevention-focused participants showed increased activation of both African-American and pre-med categories. The results are discussed in terms of the threat presented by interracial interactions and how this might alter impression formation strategies.

A113

SELF-MONITORING AND THE EXPRESSION OF ANTI-FAT ATTITUDES Dorothee Dietrich¹, Jackie Austin¹; ¹Hamline University – Self-monitoring theory (Snyder, 1987) predicts that high self-monitors adjust their behavior to conform to perceived situational demands. In line with these predictions, recent research (Klein, Snyder, & Livingston, 2004) on the self-regulation of the expression of prejudice has demonstrated that high self-monitors were more likely than low self-monitors to express their prejudices when they thought that the audience was prejudiced. The purpose of the current study is to determine how self-monitoring is related to a specific type of prejudice expression, namely anti-fat attitudes. In the current study, participants completed Crandall's (1994) anti-fat attitudes scale (Cronbach's alpha = .85) and Snyder's (1974) 25-item self-monitoring scale (alpha = .66) as well as Dunton and Fazio's (1997) motivation to control prejudice scale (alpha = .78). Results indicate that self-monitoring is negatively related to anti-fat attitudes with high self-monitoring related to lower anti-fat attitudes [$r(85) = -.32, p = .003$]. Further analyses of the relationship between anti-fat attitudes and the three sub-scale scores of self-monitoring (i.e., extraversion, other-directedness, acting) showed no significant relationship between anti-fat attitudes and extraversion. Interestingly, a significant negative relationship to other-directedness was found [$r(86) = -.22, p = .004$] with participants higher in other-directedness who can be described as wanting to please others and masking one's true feelings (Briggs, Cheek & Buss, 1980) expressing lower anti-fat attitudes. Not surprisingly, higher motivation to control prejudice was related to lower anti-fat attitudes

[$r(90) = -.19, p = .06$] and higher acting scores of self-monitoring [$r(89) = .23, p = .03$].

A114

MULTIRACIAL IDENTITY INTEGRATION: PERCEPTIONS OF CONFLICT AND DISTANCE AMONG MULTIRACIAL INDIVIDUALS Chi-Ying Cheng¹, Fiona Lee²; ¹Columbia University, ²University of Michigan – This study examines how multiracial individuals negotiate their different and sometimes conflicting racial identities. We develop a new construct, Multiracial Identity Integration (or MII), to measure individual differences in perceptions of compatibility between multiple racial identities. Using a sample of self-identified multiracial individuals, we found that multiracial identity integration is composed of two independent subscales: racial distance describes the extent to which different racial identities are perceived as disparate, and racial conflict describes the extent to which different racial identities are perceived as conflictual. Higher levels of racial distance and racial conflict correspond to lower levels of multiracial identity integration. We also found that individual differences in multiracial identity integration is malleable—recalling positive multiracial experiences increased participants' level of multiracial identity integration, while recalling negative multiracial experiences decreased participants' level of multiracial identity integration. These findings have theoretical and practical implications for understanding the psychological well-being of multiracial individuals.

A115

MUTUAL INFLUENCE OF IMPLICIT AND EXPLICIT ATTITUDES Meroyyn Whitfield¹, Christian Jordan¹; ¹Wilfrid Laurier University – Evidence that evaluations can occur automatically has led some theorists to propose that people can hold two distinct attitudes toward the same object—an explicit and an implicit attitude (e.g., Greenwald & Banaji, 1995; Wilson, Lindsay, & Schooler, 2000). These attitudes reflect, respectively, relatively controlled and automatic evaluations. Much research has focused on supporting this distinction by demonstrating the discriminant validity of these two constructs, showing that implicit and explicit attitudes correlate only modestly with each other, predict distinct behaviors, and are uniquely sensitive to different antecedents (e.g., Nosek, 2005; Rydell & McConnell, 2006; Rydell, McConnell, Mackie, & Strain, 2006). Although this research supports the distinction between implicit and explicit attitudes, its focus on their differences does not preclude the possibility that they mutually influence each other. Two studies tested whether implicit and explicit attitudes share common antecedents and cause changes in each other. In Study 1 behavioral information about novel target individuals (e.g., “Nathan often ignores people”) influenced both explicit and implicit attitudes toward those individuals. In addition, changes in explicit attitudes mediated changes in implicit attitudes. Study 2 replicated this finding and also demonstrated that evaluative conditioning influenced both explicit and implicit attitudes toward novel target individuals. In addition, in this case, changes in implicit attitudes mediated changes in explicit attitudes. These findings suggest that explicit attitudes may be relatively propositional in nature, whereas implicit attitudes may be relatively associative (Gawronski & Bodenhausen, 2006). In addition, they suggest that explicit and implicit attitudes may mutually influence each other.

A116

BREAK-UPS AND THE FORMATION OF NEW ROMANTIC ATTACHMENTS Claudia Brumbaugh^{1,2}, R. Chris Fraley¹; ¹University of Illinois at Urbana-Champaign, ²Queens College – This study investigated “rebound relationships”, or those that are initiated shortly after the dissolution of a prior romantic relationship, before the feelings from the previous relationship are resolved. A study was conducted in which people who recently broke up with a partner reported on their current relationship status and feelings. Of these individuals, some had formed a new romantic partnership and some remained single. Results showed

that people who characterized their new relationship as a rebound were more depressed, lonelier, and more upset over their recent breakup than people who did not describe their new relationship as a rebound. Peer reports were also obtained. Participants whose friends reported the relationship fit the description of a rebound had less contact with their new partner and described their new relationship as less important. Finally, we also found that, compared to those who formed new relationships, people who remained single had lower confidence in their desirability and dating future, and had not worked through their feelings from the breakup. Overall, it appears that when feelings over recently-ended relationships are not well-resolved, new romantic relationships suffer.

A117
INDIVIDUAL DIFFERENCES IN DECISION MAKING AND CAUSAL ATTRIBUTION Paul Zarnoth¹, Megan Rodriguez¹, Jenna Pope¹, John Freimuth¹; ¹Saint Mary's College of California – This experiment investigated whether causal attribution would differ between more intuitive and more analytic individuals. Participants completed the moon survival problem. While their solutions were scored, participants responded to questionnaire items asking how they completed the task. After receiving false feedback (success or failure), the participants were asked to report the degree to which ability, effort, task difficulty and luck determined their performance. All participants also completed the Cognitive Style Index (Allinson & Hayes, 1996) to measure decision style. Decision style predicted the methods participants used to solve the problem. For example, intuitive participants were more likely to approach the task as a measure of creativity rather than logic and were more likely to go with their initial gut reactions. Analytic participants were more likely to report using a step-by-step procedure and to actively use all of the information available. The self-serving bias effect was largely replicated. Successful participants believed that ability was important in determining their performance while unsuccessful participants reported task difficulty and luck to be more important. Regardless of success or failure, intuitive participants believed luck to be more important than analytic participants did. Most interestingly, effort was only advocated as an explanation for performance by successful, analytic participants. Since intuitive individuals prefer heuristic decision making strategies, they apparently do not attribute success to effort. This research is important to the ongoing synthesis of personality psychology and social psychology. It suggests that personality moderates basic social psychological phenomena, in this case causal attribution and the self-serving bias.

A118
THE SOUND OF MOTIVATION Ron Friedman¹, Andrew Elliot²; ¹Hobart and William Smith Colleges, ²University of Rochester – The present research tested the hypothesis that motivational states can be activated using not only visual stimuli, but auditory manipulation as well. Specifically, it was argued that pitch contains critical information regarding one's physical surroundings and nonconsciously activates cognitive constructs related to movement and motivation. Four studies revealed that descending pitch activates avoidance motivation, consequently impacting cognitive and perceptual processes. Study 1 found that participants exposed to pitch performed worse on an anagram task than those exposed to the sound of either neutral or ascending pitch. Study 2 revealed that descending pitch caused performance decrements on a task measuring cognitive flexibility. Study 3 showed that descending pitch led to improved performance on a vigilance task. Study 4 provided evidence for increased activation in the right hemisphere of the brain, an outcome consistent with the activation of an avoidance motivational state. A series of alternative hypotheses (affect, arousal, mood, task appraisals, perceived effort, perceived importance, and perceived competence) were addressed, and funnel debriefings across all four studies supported the notion that influence of pitch on avoidance

motivation occurs outside of conscious awareness. General discussion centered on the influence of sound on nonconscious processes.

A119
THE STATUS-SIGNALING FUNCTION OF SELF-ESTEEM: DOES PERCEIVED SELF-ESTEEM INFLUENCE ROMANTIC DESIRABILITY? Virgil Zeigler-Hill¹, Erin Myers¹; ¹University of Southern Mississippi – The provision of information appears to be an important function of self-esteem as evidenced by previous research supporting the status-tracking function of self-esteem (e.g., sociometer theory; Leary & Downs, 1995). The present study examines whether self-esteem also serves a status-signaling function such that an individual's apparent level of self-esteem provides information to the social environment that influences how the individual is perceived by others. To examine this possibility, the present study asked participants (N = 193) to rate the desirability of opposite-sex target photographs accompanied by randomly assigned self-esteem levels (i.e., Low, Moderate, or High Self-Esteem) ostensibly based upon the target's actual level of self-esteem. Participants were asked to evaluate the desirability of each target as a potential relationship partner using the Partner Ideal Scales (Fletcher, Simpson, Thomas, & Giles, 1999) which measure the following dimensions: Warmth-Trustworthiness, Attractiveness-Vitality, and Status-Resources. Consistent with the status-signaling function of self-esteem, targets with ostensibly higher levels of self-esteem were generally evaluated as more desirable than those with lower self-esteem. However, there were important exceptions to this pattern suggesting that individuals with higher levels of self-esteem are not always perceived more positively than those with lower self-esteem. For example, men rated female targets with high self-esteem as possessing less Warmth-Trustworthiness than female targets with either low or moderate self-esteem. The present findings are discussed in the context of an extended informational model of self-esteem consisting of both the status-tracking and status-signaling functions of self-esteem.

A120
THE ROLE OF SELF-ESTEEM IN THE PERCEPTION OF PERSONALITY CHARACTERISTICS: THE STATUS-SIGNALING FUNCTION OF SELF-ESTEEM Erin Myers¹, Virgil Zeigler-Hill¹; ¹University of Southern Mississippi – The status-signaling model of self-esteem (Zeigler-Hill, 2007) has recently been proposed as a complement to previous status-tracking models of self-esteem (e.g., sociometer model; Leary & Downs, 1995). The status-signaling function of self-esteem refers to the possibility that an individual's level of self-esteem may serve as an interpersonal signal to others concerning one's status on various dimensions. That is, an individual's self-esteem may influence how that individual is perceived by those who constitute the individual's social environment. To examine this possibility, the present study asked participants (N = 140) to rate the perceived personality characteristics of target photographs accompanied by randomly assigned self-esteem levels (i.e., Low Self-Esteem, Moderate Self-Esteem, High Self-Esteem, or No Data Available) ostensibly based upon the target's actual level of self-esteem. Participants were asked to evaluate the personality characteristics of each target using the Ten-Item Personality Inventory (TIPI; Gosling, Rentfrow, & Swann, 2003) which is a brief measure of the Big Five personality dimensions. Consistent with the status-signaling function of self-esteem, targets with ostensibly higher levels of self-esteem were perceived as more extraverted and emotionally stable than those with lower self-esteem. However, targets with higher levels of self-esteem were not always perceived more positively than those with lower self-esteem. For example, targets with moderate levels of self-esteem were viewed as more agreeable than those with either low or high levels of self-esteem. The present findings are discussed in the context of an extended informational model of self-esteem.

A121

NARCISSISM ON SOCIAL NETWORKING WEBSITES Laura E. Buffardi¹, W. Keith Campbell¹; ¹University of Georgia – The present research examined how narcissism is manifested on a popular social networking website. Previous research suggests that narcissists use relationships to regulate their inflated, positive self-views (e.g., Campbell, Brunell, & Finkel, 2006); that is, they use social interaction as a means for self-enhancement. Therefore, it was hypothesized that social networking websites are a forum for maintaining narcissistic esteem. Two questions directed the present research: (a) does narcissism predict social activity and self-presentation on a social networking website, and (b) do others form accurate perceptions of narcissists based on their social networking webpages? Specifically, it was predicted that narcissists would have more social contacts and tend to post self-promoting information. It was also predicted that strangers would form narcissistic impressions of narcissists by viewing their webpages. Narcissistic personality self-reports were collected from social networking webpage owners. Then the content of their webpages was coded for both objective and subjective markers of narcissism. Finally, strangers viewed the webpages and rated their impression of the owner on narcissistic traits. As expected, narcissism predicted (a) higher levels of social activity in the online community and (b) more self-promoting content in several aspects of the webpages. Further, based on viewing the webpages, strangers judged narcissistic webpage owners to be more narcissistic. Lastly, mediational analyses revealed several webpage content features that strangers used to form narcissistic impressions of the owners, including quantity of social interaction, main photo self-promotion, and main photo attractiveness. Implications of the expression of narcissism in social networking communities are discussed.

A122

MUST SELF-AFFIRMATION BE IMPLICIT? HOW AWARENESS OF SELF-AFFIRMATION PROCESSES CAN UNDERMINE THEIR BENEFITS FOR PEOPLE WITH LOW SELF-ESTEEM David Cwir¹, Steven Spencer¹, Joanne Wood¹; ¹University of Waterloo – We examined whether self-affirmation operates at an implicit level. Specifically, we tested whether making the benefits of self-affirmation explicit would undermine its effectiveness. We examined this hypothesis by having one third of the participants in this study complete a traditional values-affirmation task, another third of the participants complete an identical values-affirmation task with the added explanation that “Previous research has shown that this task tends to make people feel good about themselves” (i.e., they were consciously aware of the affirmation), and the remaining third of the participants complete a control affirmation task. Participants then completed a supposedly unrelated intelligence test and were subsequently asked to estimate how well they thought they performed on the test. Previous research (Spencer, Fein, & Lomore, 2001) has shown that low self-esteem participants (LSE) typically underestimate their performance and high self-esteem participants (HSE) typically overestimate their performance, but that both LSE and HSE report more accurate estimates of their performance when self-affirmed. We replicated these findings in the control group and the standard self-affirmation conditions. In the conscious self-affirmation condition, however, LSE underestimated their performance, whereas HSE reported accurate estimates of their performance suggesting that when the self-affirmation manipulation was conscious its effectiveness was undermined for LSE, but not for HSE. These findings suggest that explicit awareness of the benefits of self-affirmation eliminates its typical effects for individuals with LSE and that both implicit and explicit self-affirmation reduces the biased performance estimates for people with HSE.

A123

OLDER AND WISER? FACTORS ASSOCIATED WITH DISEASE RISK PERCEPTIONS IN YOUNGER AND OLDER WOMEN Jada G. Hamilton¹, Marci Lobel¹; ¹Stony Brook University – This study addresses women’s perceptions of risk for two major diseases: cardiovascular disease, the leading cause of death in women; and breast cancer, the most prevalent form of cancer in women (Stanton & Gallant, 1995). Perceptions of risk for these diseases may be dissimilar because of their differing characteristics including etiology, severity, and level of public awareness. Perceptions of disease risk are also likely to change as women age and to be affected by individual differences and by social psychological factors such as personally-known exemplars with the disease. We investigated associations of perceived risk with social psychological and dispositional factors among two groups of women: younger women 18 to 25 (n = 437) and those over 40 (n = 99). Presence of disease in the woman’s social network was associated with greater perceived risk for breast cancer only in younger women and for cardiovascular disease in both groups. External health locus of control predicted greater perceived risk for heart disease among younger women, and lower perceived risk for breast cancer among older women. Among younger women only, optimism was associated with lower perceived risk for both diseases. These results suggest that older and younger women are differentially affected by variables that influence their perceived vulnerability to disease, and that these influences are likely to be specific to the disease. As women age, their increased susceptibility to and knowledge about cardiovascular disease and breast cancer may reduce the extent to which other variables affect their perceptions of risk.

A124

EMOTION- AND EVENT-FOCUSED WRITING AMONG HIGH AND LOW NEGATIVE-AFFECT INDIVIDUALS Tim Hoyt¹, Elizabeth Yeater¹; ¹University of New Mexico – The goal of this study was to investigate whether individuals who differ in degree of emotional reactivity (high vs. low) respond differently to two different writing instructional sets (emotion-focused vs. event-focused) when asked to write about a traumatic life event. Specifically, this study investigated this question by using a 2 (high-negative affect vs. low-negative affect) x 2 (event-focused vs. emotional focused writing task) between-subjects design, in which the amount of cognitive content included in the trauma narratives, as well as the participants’ ratings of emotional distress and posttraumatic symptomatology were evaluated after the writing task. Results showed that repetitive writing significantly increased cognitive content in the narratives and significantly decreased emotional distress and posttraumatic symptomatology. These effects occurred primarily in the emotion-focused writing condition, with participants in the high negative affect group reporting a greater reduction in posttraumatic stress symptoms than participants in the low negative affect group. These results are in contrast to current clinical lore regarding the use of exposure-based techniques with persons who are high in trait negative affectivity.

A125

PREFERENCES IN RESPONDING TO BAD NEWS Kate Sweeny¹, James A. Shepperd¹; ¹University of Florida – The Bad News Response Model specifies characteristics of bad news that influence which response to the news (Watchful Waiting, Active Change, or Acceptance) is most likely to lead to the best quality of life for news-recipients (Sweeny & Shepperd, in press). However, initial tests of the model suggest that people are far more likely to respond with Active Change than either Watchful Waiting or Acceptance, regardless of the type of news they receive. The present two studies examined why people might show this preference. Study 1 examined the emotions and stereotypes people associate with each response option. Results suggest that on a wide variety of measures, people view Active Change to be most positive, and Acceptance to be

somewhat more positive than Watchful Waiting. Study 2 further examined the question of why people prefer Active Change by asking if people perceive certain responses to be more or less effective than other responses. Results suggest that participants perceive Active Change as having a positive effect on their outcomes and perceive Watchful Waiting and Acceptance as having a negative effect. Combined with the findings of Study 1, these findings suggest that people prefer Active Change because they perceive it to be both the most desirable and most effective response, far more so than Watchful Waiting and Acceptance. Taken together, these studies suggest that responses to bad news may be foreseeable based not only on the type of news people receive but also their perceptions of their response options.

A126

DIFFERENTIATING BETWEEN GLOBAL AND SPECIFIC EXPECTANCIES FOR A MARRIAGE James K. McNulty¹; ¹University of Tennessee – How should holding positive expectancies for a marriage affect subsequent evaluations of that marriage? According to theory and empirical research on expectancy confirmation, positive expectancies should benefit marriages by leading spouses to perceive their marital experiences more positively. According to theory and research on counterfactual thinking, however, positive expectancies could harm marriages by making outcomes feel worse by comparison. The current study examined whether positive expectancies for global versus specific relationship outcomes differentially predict marital satisfaction. Because positive expectancies for global relationship outcomes (e.g., “my partner will be warm”) can be confirmed by a variety of experiences (e.g., a smile, a compliment, a passing glance), they should undergo processes of expectancy confirmation more readily and thus lead to higher levels of marital satisfaction. But because positive expectancies for specific relationship outcomes (“my partner will compliment my appearance”) can be confirmed by a rather limited number of experiences (i.e., compliments), they may be relatively less confirmable, on average, and thus make the marriage feel worse by comparison. These predictions were confirmed through latent variable modeling of newlywed spouses’ (1) expectancies for global relationship outcomes, (2) expectancies for specific relationship outcomes, (3) and satisfaction with the marriage. Specifically, whereas holding more positive expectancies for global outcomes was associated with higher levels of marital satisfaction, holding positive expectancies for more specific outcomes was associated with lower levels of marital satisfaction. These findings inform theories of how beliefs about relationships and other important social experiences can change or remain stable over time.

A127

@ # X !: REPUTATIONAL AND BEHAVIORAL CORRELATES OF SWEAR WORD USAGE Lisa Fast¹, David Funder¹; ¹University of California, Riverside – Montagu (1942) suggests that swearing is used to express aggression. However, swearing can be perceived differently depending on the frequency of usage and context. Someone who swears only to enhance the delivery of a joke is different compared to someone who swears repeatedly when talking about his/her romantic partner. The current study examined the reputational and behavioral correlates of frequency of swear word usage within a one-hour life history interview, in which participants (n = 176) were asked about their family, romantic partner, friends, childhood, and academic experiences. During another lab visit, participants took part in a videotaped interaction with two people with whom they were previously unacquainted, and their behavior in this situation was later rated by trained observers using the Riverside Behavioral Q-set. Finally, two friends of each participant provided personality judgments of the participants using the California Adult Q-set and Big Five Inventory. In support of Montagu’s (1942) hypothesis, individuals who used more swear words in the interview were described by their friends and directly observed to be significantly more dominant, lower in agreeableness, and more negative toward

others in a variety of ways (e.g. hostile, condescending, critical, controlling, and undermining). The results are particularly compelling given that acquaintance personality ratings and behavioral observations were independent of the context from which swear word usage was determined. Perhaps frequent swearing when talking about the most important people in one’s life and important life experiences indicates an aggressive/negative orientation toward interpersonal relationships and one’s past.

A128

DO GOALS EVOKE ATTENTIONAL BIAS? THE INFLUENCE OF GOALS ON THE AUTOMATIC ALLOCATION OF SPATIAL ATTENTION Julia Vogt¹, Jan De Houwer¹, Agnes Moors¹, Geert Crombez¹, Stefaan Van Damme¹; ¹Ghent University – The automatic allocation of attention to stimuli in one’s environment is often supposed to be driven by a relevance principle. For instance, attentional bias to negative and threatening stimuli is explained by the higher relevance of these stimuli to the organism as potential dangers. The present research aimed to study whether stimuli relevant to a person’s actual and temporary goal can also influence the automatic allocation of spatial attention. Using a modified spatial cueing paradigm, we found that stimuli relevant to an actual goal evoke an attentional bias compared to other accessible stimuli. This effect held when the goal was active on an explicit as well as on an implicit level. These results support old and recent accounts in research on motivation and attention that propose a modulation of attention by the current goals of a person.

A129

DIFFERENTIAL EFFECTS OF MORTALITY SALIENCE AND DEATH REFLECTION ON MOTIVATION AND CHOICE Philip J. Cozzolino¹, Lawrence S. Meyers², Nicolas Geeraert¹, Rebecca Chatt¹; ¹University of Essex, ²California State University, Sacramento – In two studies, we test a new model of dual-existential systems that contrasts an ‘abstract system’ activated via traditional mortality salience (MS) manipulations from a ‘specific system’ activated via death reflection (DR) manipulations (Cozzolino, 2007, in press). According to the model, abstract mortality manipulations (MS) generate adherence to extrinsic demands and goals (worldview defense), whereas specific mortality manipulations (DR) activate intrinsic goal pursuits (worldview capitulation). In Study 1 (N = 80), a logistic regression revealed that DR participants were 3.2 times more likely than MS students to choose for themselves an internship requiring “self-direction and determination,” rather than an internship with “close supervision and direction.” This choice of an intrinsic rather than an extrinsic pursuit was fully mediated by the students’ self-reported motivation, which varied as a function of manipulations. In Study 2 (N=60), participants chose which of two computer games they would like to play, one that “requires you to determine the direction you take for yourself,” or one that “requires attention to cues and suggestions from a narrator.” A logistic regression revealed that DR participants were 8.64 times more likely than MS participants to select the intrinsic game. Moreover, this intrinsic choice as a function of DR significantly predicted self-reported motivation, which in turn predicted greater choice happiness, and lower levels of task anxiousness. Findings provide support for the notion of dual-existential systems (i.e., specific vs. abstract), and the differential motivational states (i.e., intrinsic vs. extrinsic) that are invoked when each system is activated.

A130

ASSESSING THE ACCURACY OF PERCEIVED SPOUSAL IDEAL DISCREPANCIES AND THE MODERATING EFFECTS OF INTERPERSONAL BEHAVIOR Harris Rubin¹, Lorne Campbell¹, Nickola C. Overall²; ¹The University of Western Ontario, ²University of Canterbury – Guided by the Ideal Standards Model (ISM; Simpson, Fletcher, & Campbell, 2001), this research set out to examine how accurately married

individuals perceive whether they are meeting their spouse's ideal standards. A second aim of this research was to investigate if interpersonal behavior plays a communicative role in this accuracy. Both members of 116 married couples completed scales measuring how closely their spouse meets their ideals and how closely they felt they met their spouse's ideals. Taking these measures from both members of each couple allowed for an assessment of how accurately participants perceive whether they are meeting their spouse's ideals. Participants also completed an 80-item scale measuring how they tended to behave toward their spouse. Exploratory and confirmatory factor analyses conducted on these 80 behaviors from pilot data collected from 907 participants identified a 4-factor model of behavior: active-positive, active-negative, passive-positive, and passive-negative. As predicted, based on analyses using the Actor-Partner Interdependence Model, spouses were accurate in their perceptions of how closely they met their partner's ideal standards across all 3 ideal dimensions. This accuracy link was moderated by each of the behavioral factors, but only on the warmth/trustworthiness ideal dimension. Results from this dyadic data analysis further extend the ISM.

A131

THE EFFECT OF FEMALE RESOURCE POTENTIAL AND TRADITIONAL GENDER ROLES ON ROMANTIC PARTNER PREFERENCES *Christine Stanik¹, Phoebe Ellsworth¹; ¹University of Michigan* – Evolutionary theories have recently begun to explore how environmental constraints predict women's mating strategies (Gangestad & Simpson, 2000.) The current study proposes that in an environment where the ability to acquire resources and status is by and large not based on size and strength women should be less concerned with qualities in a male that signal his capacity as a provider. This should be especially true of women who possess the qualities necessary to amass resources in that environment, particularly intelligence. Although American culture espouses egalitarian views, deeply ingrained social roles still dictate that men are the providers and women are the housekeepers (Eagly & Wood, 1999). We believe endorsement of this status quo should also be a predictor of women's desire for a financial provider. Finally, no mating opportunity is low cost for women relative to men, yet women who are better able to provide for themselves should be more open to casual sexual relationships. We show evidence that highly intelligent women who reject traditional gender roles in romantic relationships do not place much value on traits of a future spouse indicative of ability to provide financial resources. While the extent to which they endorsed traditional gender roles had little effect on less intelligent women's spousal preferences. Additionally we found a positive relationship between intelligence and attitudes toward short-term sexual relationships. Data from two samples one of women just entering college and one of slightly older women will be presented.

A132

PERSONALITY'S DIGITAL PERSONA? *Neil Lutsky¹, Kestrel Schwaiger¹, Shanna Waterman¹, Elizabeth Johnson¹, Hannah Oken-Berg¹, Andrew Jahn¹, Tam Do¹; ¹Carleton College* – Do self-descriptions provided on online networking pages correlate with personality? We examined how the Five Factor Model traits correlated with students' Facebook profiles. (Facebook is a popular online social networking tool.) Thirty-eight students randomly selected from a college Facebook community completed self-assessments of neuroticism, extraversion, openness, agreeableness, and conscientiousness. Each completed a Facebook Usage Survey to evaluate how restricted, censored, accurate, and important his or her profile was. We then coded attributes of participants' Facebook pages, including the number of activities and interests listed and friends accepted. For data analysis, we correlated measures of Facebook attributes and trait scores. We also split potentially mediating usage measures into high and low moieties before reexamining trait and profile correlations. Results showed overall correlations between traits and profile attributes were generally weak, although personality was

associated with profile characteristics when usage orientations were taken into account. For example, extraversion did not correlate significantly with number of local friends or number of activities listed in general. However, there was a significant difference in the correlation between extraversion and number of activities listed for individuals who restricted their profiles to others ($r = +.60$) vs. those who were less restrictive ($r = -.35$, $p_{diff} < .05$). The general pattern of results is consistent with the possibility that users mask personality in broader digital self-presentations but are more forthcoming when profiles are less widely available. This pattern may have broader applicability to understandings of how personality is shown in public behavior.

A133

EAVESDROPPING ON SOCIAL LIFE: THE ACCURACY OF PERSON PERCEPTIONS INCREASES LINEARLY FROM 30 SEC TO 5 MIN (ACOUSTIC) ACQUAINTANCE *Shannon E. Holleran¹, Matthias R. Mehl¹; ¹University of Arizona* – The quantity of information that a perceiver has about a target is a critical moderator of the accuracy of personality judgments. This study examined the influence of information on accuracy using a new person perception paradigm – predictions of act-frequencies of daily behavior based on snippets of spontaneous conversations. This paradigm uses a behavioral criterion as an indicator of accuracy and self/peer judgments as a form of benchmarking. We recorded representative samples of the daily conversations of 78 target participants over a period of 4 days using the Electronically Activated Recorder (EAR). We further collected self- and peer-reports of act-frequencies of daily behaviors (e.g., time spent socializing, listening to music, studying, laughing). 317 unacquainted raters were randomly assigned to listen to either 1, 2, 3, 4, 5, or 10 randomly selected EAR-sound clips. We then calculated accuracy by comparing the rater's estimates of act-frequency behavior to the targets actual EAR-assessed act-frequencies of daily behavior. Consistent with the prediction that accuracy will increase as the amount of information increases, across a set of 21 behaviors, accuracy increased linearly as the number of sound files raters listened to increased. Accuracy was essentially zero at the 1 sound file condition, while accuracy in the 5 sound file condition was comparable to other zero-acquaintance studies. In addition, we compared self and peer estimated act-frequencies to benchmark our findings. We found that raters (based on an aggregate judgment of four raters) in the five sound clip condition are as accurate as the target and their peers.

A134

SEX DIFFERENCES IN JEALOUSY: CHARACTERISTICS OF THE RIVAL MATTER *John Edlund¹, Brad Sagarin¹; ¹Northern Illinois University* – Evolutionary psychologists have found sex differences in response to sexual versus emotional infidelities. However, the majority of this research has focused on the infidelity itself, rather than characteristics of the rival. Evolutionary theory suggests that men should be sensitive to a rival's resource level and women should be sensitive to a rival's attractiveness level. To this end, we conducted a study where participants were asked to report how jealous they would be in response to their partner dancing with another person at a wedding. We constructed scenarios in which we varied the area of challenge (attractiveness or wealth level) and the relative standing of the potential rival (high or low level). 1052 participants completed the survey. We found a three way interaction between gender (male, female), level of challenge (high, low), and area of challenge (attractiveness, wealth), $F(1, 1048) = 4.00$, $p < .05$. Men were most sensitive to a challenge to their resource level and women were most sensitive to a challenge to their attractiveness. This research suggests that men and women are sensitive to the nature of a romantic rival. Men are most jealous when the rival presents a challenge to their level of resources that can be provided to their mate whereas women are most jealous when the rival presents a challenge to their own level of attractiveness.

A135

A MATTER OF TIME: CULTURAL DIFFERENCES IN TEMPORAL CONSTRUAL Deanna Messervey¹, Li-Jun Ji¹, Zhiyong Zhang²; ¹Queen's University, ²Beijing University – According to construal level theory (CLT), psychological distance affects the way people represent objects or events. Since most CLT studies have been conducted using relatively homogenous samples (e.g., Americans, Israelis), it is unclear whether the theory is universal. The purpose of the present program of research is to examine whether culture affects the way people mentally construe future events. We hypothesized that Canadians would make more abstract identifications for events in the distant future than for those in the near future, and that this difference would be less for Chinese participants. We asked 80 Canadians at Queen's University in Ontario, Canada and 75 Chinese participants at Beijing University in China to indicate whether they identify various actions at a high-level construal or a low-level construal. Half the participants were told that the action would take place tomorrow and the other half were told that the action would take place sometime next year. We found a significant culture by condition interaction, $F(1, 150) = 4.42, p < .04$. The results obtained from Canadian participants replicated past research by Liberman and Trope (1998), in which Canadians tended to make more abstract identifications in the distant future than in the near future. As expected, Chinese participants did not show this pattern to the same extent as Canadians. Surprisingly, Chinese participants tended to make less abstract identifications in the distant future than in the near future. These findings suggest that Chinese construe the future differently than Canadians.

A136

WHITES' PERCEPTIONS OF 160 YEARS OF RACIAL DISPARITIES Philip Mazzocco¹; ¹Ohio State University at Mansfield – Eighty-seven white college participants were asked to estimate black-white disparities every ten years from 1870 until 2000, as well as present-day (2006) disparities. They were also asked to project black-white disparities for the years 2010, 2020, and 2030. Analyses of these estimates indicated a perception of a steady decline in disparities between the years 1870 and 1950 followed by a sharp decline that continued until 2006. Analyses then indicated a prediction of steady decline in disparities from 2006 until 2030. Consistent with these patterns, regression analyses confirmed a significant cubic trend. These results indicate an awareness of racial progress between roughly 1950 and 2006, presumably due to an awareness of the civil rights and political-correctness movements. Interestingly, the pattern of the disparity-curve did not significantly differ based on explicit prejudice, modern racism, symbolic racism, political party ID. These null effects are consistent with emerging perspectives that suggest that racial ideologies are more and more based on a set of widely accepted "basic truths" regarding racial disparities. Despite the similarity in disparity curves across the sample, there were differences in the extent to which individual disparity curves could be used to predict individual racial policy attitudes, such as affirmative action attitudes. For example, the perceptions of recent patterns of disparity reduction predicted racial policy attitudes for those high in symbolic racism, but not for those low in symbolic racism. The implications of these findings for racial policy attitude change are discussed.

A137

LETTING GO: THE LONG-TERM BENEFICIAL EFFECTS OF GOAL ADJUSTMENT CAPACITIES ON OLDER ADULTS' DEPRESSIVE SYMPTOMS Erin Dunne¹, Carsten Wrosch¹; ¹Concordia University – Goals constitute personally-relevant expectations for the future that provide a sense of purpose, motivation, and control. Furthermore, making progress towards personal goals has been shown to contribute to subjective well-being (Carver & Scheier, 1990), life satisfaction (Emmons, 1986), and happiness (Michalos, 1985). Previous research has focused primarily on the active engagement and persistence of goal pursuit.

However, in the face of developmental constraints, feelings of depression may arise when individuals believe that they have insufficient control over attaining personally-relevant goals, or that their aspirations are beyond the scope of their resources. Thus, when encountering goals that have become unattainable, individuals' ability to adjust their goals may be an important mechanism for the maintenance of their well-being. In particular, individuals' capacities to disengage from a goal that is unattainable and to reengage in alternative life pursuits may prevent feelings of depression that arise from repeated failure experiences (Wrosch et al., 2003). This study (N=183) examined the impact of individuals' goal adjustment capacities on the development of depressive symptoms in a sample of older adults. It was hypothesized that poor goal adjustment capacities would determine changes in depressive symptomatology over a two-year time-span. Results demonstrated that a poor capacity to disengage from unattainable goals predicted an increase in depressive symptomatology over two years. Thus, when faced with goal constraints, adaptive coping may require older adults to disengage from goal pursuit. Implications of the findings for successful aging are discussed.

A138

GENDER ROLE ADHERENCE IN ONLINE VIDEO GAMES Skye Wingate¹, Bradley M. Okdie¹, Cassie A. Hull¹, Tonio A. Loewald, Rosanna E. Guadagno¹; ¹The University of Alabama – Although research indicates that men and women typically act in accordance with expectations based on gender role stereotypes (Eagly, 1987), there have been exceptions to this social psychological phenomenon. Men are likely to gender bend (i.e., pose as women) when interacting with others online while chatting or playing video games (Yee, 2007). This study examined gender roles in an online context by observing the behavior of players of the massively multi-player online video game World of Warcraft in terms of consistency with heterosexual gender role expectations. More specifically, players' characters (called avatars) were observed engaging in a quest (task that earned a reward) which required them to blow a kiss to either a male or female non-player character (called an agent) to receive a reward. The sex of the avatar and the agent were recorded. Results indicated that male avatars were significantly more likely to follow heterosexual gender role scripts, while female avatars were equally likely to follow or violate gender scripts. Specifically, 88% of male avatars chose to blow a kiss to female agents while only 49% of female avatars chose to blow a kiss to male agents, $\chi^2(1, N=218) = 35.72, p < .001$. These results suggest a difference in the way men and women act out gender roles in online environments. Most individuals engaging in video game play are men (Turkle, 1997; Stith & Kevin, 2006), thus these results suggest that men may be more likely to gender bend than women when the interaction is relatively anonymous.

A139

SELF-AFFIRMATION AND THE PROCESSING OF THREATENING INFORMATION: THE MODERATING ROLE OF SELF-THREAT LEVEL Guido van Koningsbruggen¹, Enny Das¹; ¹VU University Amsterdam, the Netherlands – This research examined whether self-threat level moderates the impact of self-affirmation on the processing of threatening information. We hypothesized that self-affirmation would decrease defensive processing under moderate self-threat conditions, but would increase defensive processing under high self-threat conditions. We tested this hypothesis within the domain of health messages, and conceptualized self-threat level as participants' vulnerability to a health risk. In Study 1, vulnerability was based on measurements of actual behavior or manipulated using a false feedback procedure. These conditions were crossed with self-affirmation. We measured perceptions of vulnerability (to assess self-threat levels) and cognitive processing (using a thought-listing task). Three self-threat levels (low, moderate, high) were established, and self-affirmation increased message scrutiny under moderate self-threat conditions, but decreased message scrutiny

under high self-threat conditions. We employed a similar multi-method approach in Study 2, manipulated argument quality, and measured cognitive processing and attitudes. Self-affirmation increased sensitivity to argument quality under moderate self-threat conditions, but decreased sensitivity to argument quality under high self-threat conditions. Study 3 replicated these findings by manipulating self-threat level across conditions. Study 4 demonstrated the moderating role of self-threat level on an implicit level by measuring the accessibility of threat-related cognitions using a lexical decision task. Self-affirmation increased accessibility under moderate self-threat conditions, and decreased accessibility of threat-related cognitions under high self-threat conditions. These findings support the notion that self-threat level moderates the effect of self-affirmation on the processing of threatening information. In this perspective, we argue that self-affirmation may backfire on information processing for high self-threat levels.

A140

LIFE REGRETS AND ACTIVITY ENGAGEMENT IN THE EARLY STAGES OF RETIREMENT

Jamie Farquhar¹, Carsten Wrosch¹, Dolores Pushkar¹; ¹Concordia University/Centre for Research in Human Development – Retirement is a transition in older adulthood in which the opportunity to invest time and effort in a variety of life domains is particularly high. Therefore, it is important to examine the factors that may motivate individuals to engage in goals related to different life domains as they adapt to retirement. One such factor may be the experience of life regrets. While regrets have often been associated with negative outcomes, they may also motivate individuals to pursue new goals to overcome previous regrets if opportunities are favorable. The purpose of the current study was to examine if retirees' life regrets influence their pursuit of activities following retirement. Participants included 368 retirees who had left the workforce approximately one year prior to their participation. We hypothesized that the retirees' variety and frequency of activities would depend on their motivation and opportunity to undo their regret. In addition, we hypothesized that these factors would predict optional activities (e.g., volunteering), but not obligatory maintenance activities (e.g., housework). The findings demonstrated that being highly motivated to undo the negative consequences of one's regret was associated with higher variety and frequency of activities among retirees, but only for those who perceived favorable opportunities to undo the regret. Additionally, as expected, this effect was found only when examining optional activities. These findings suggest that regrets play an important role in determining retirees' participation in activities in the early stages of retirement. Implications of these findings for pathways to successful aging are discussed.

A141

THE ROLE OF FINANCIAL COST IN DISCRIMINATION

Jessica McManus¹, Donald Saucier¹; ¹Kansas State University – Social norms condemning racism have not eliminated discrimination; rather, it has become more subtle. The justification-suppression model of prejudice posits that individuals will discriminate more when situational factors can justify their behavior. In helping situations, discrimination increases when justification factors (e.g., risk, distance, ambiguity) are present because individuals can justify not helping outgroup members with nonprejudiced rationales. This study investigated financial cost as a justification factor. We predicted that higher levels of financial cost would be associated with more discrimination because increasing cost would be justification for not helping. White undergraduates (N = 365) completed racism measures, read proposals to raise scholarship funds, and reported their support for the proposals. The scholarship recipients' race (Black or non-specified) and the cost to the participants (\$2 to \$240/semester) were varied in a between-groups factorial design. Results revealed that when the scholarship recipients were Black and the cost was low, racism was negatively associated with support. When the recipients' race was not specified, racism was positively associated with

support at low levels of cost, while racism was negatively associated with support at high levels of cost. These results suggest that those lower in racism may "bend over backwards" to help Black students when there is little justification to discriminate. That racism was negatively associated with support at higher levels of cost when the recipients' race was not indicated suggests that financial cost justified not helping. These findings support the justification-suppression model in that financial cost influences decisions to help minority groups.

A142

ATTRIBUTIONAL RETRAINING AND MOTIVATION: ASSISTING FRESHMAN COLLEGE STUDENTS

Tara Haynes¹, Lia Daniels¹, Robert Stupnisky¹, Raymond Perry¹, Steve Hladkyj¹; ¹University of Manitoba – Motivation can be undermined among freshman students as they face a multitude of unanticipated challenges during the transition from high school to college (Compas et al., 1986). Consequently, approximately 27% of first-year students do not return for the second year (Feldman, 2005). A potential solution may be Attributional Retraining (AR), a treatment-intervention designed to enhance students' perceived control and motivation. We used a pre-post longitudinal design to examine the impact of AR on student motivation, operationalized in terms of mastery and performance goals. 506 first-year college students (60% female, ages 17-26) were assigned to either an AR or no-AR condition. Baseline comparisons revealed no initial differences between the groups. An AR manipulation-check confirmed an increase in perceived control among participants in the AR group ($t_{369}=3.14, p<.001$). An AR x Time interaction emerged for mastery motivation ($F_{1,338}=6.96, p<.05$), follow-up t-tests indicated that mastery increased among participants who received AR ($t_{160}=2.46, p<.05$), and decreased slightly among no-AR participants ($t_{178}=1.22, ns$). In contrast to the findings for mastery, no AR x Time interaction emerged for performance motivation. Thus findings suggest that AR differentially effects motivation: bolstering mastery while having little effect on performance. Next, we assessed the impact of AR-induced motivational change (mastery) on students' first year GPA. A two-step regression (controlling for past achievement and AR) suggested that as students' mastery motivation increased, so did their GPA ($\beta=.13, p<.05$). Further, mastery mediated the direct effect of AR on GPA, and produced a significant increase in the explained variance of GPA ($\Delta R^2=.03, p<.05$).

A143

EMOTIONAL DIALECTICISM: SITUATIONAL AND CULTURAL VARIATION IN AFFECT REPRESENTATION

Jennifer Wang¹, Janxin Leu¹; ¹University of Washington – Research suggests that Westerners experience pleasant and unpleasant feelings as opposites (e.g., happy but not sad), but that East Asians experience pleasant and unpleasant feelings simultaneously or dialectically (e.g., both happy and sad) (Bagozzi, Wong, & Yi, 1999; Schimmack, Oishi, & Diener, 2002). Past studies have not tested dialecticism across domains or used standardized stimuli. This study used vignettes to sample emotion reports among European Americans, Hokkaido and Tokyo Japanese, and Chinese in social and work domains. We examined whether cultural differences between Westerners and East Asians would be greatest in social versus work domains. European American (N = 202), Beijing Chinese (N = 100), Hokkaido Japanese (N = 134), and Tokyo Japanese (N = 119) college participants read two fictional vignettes translated in English, Chinese, and Japanese. The first vignette reported rewarding social (i.e., kissing a romantic interest) and unrewarding work (i.e., a job rejection) events. The second vignette reported unrewarding social (i.e., seeing a romantic interest with another woman) and rewarding work (i.e., getting a job) events. Cultural differences were greater in social than work events: only Chinese participants reported rewarding events as unpleasant. Differences between Japanese and Chinese samples were also observed, suggesting that emotional dialecticism may not be a general East Asian phenomenon.

A144

WHEN FORGIVING HURTS: THE EFFECT OF OFFENSE SEVERITY, PARTNER AMENDS, AND FORGIVENESS ON SELF-RESPECT Laura B. Luchies¹, Eli J. Finkel¹, Madoka Kumashiro²; ¹Northwestern University, ²Goldsmiths University of London – Forgiveness scholars frequently present forgiveness as a panacea for both oneself and one's relationships. The present research explores the "dark side" of forgiveness, focusing on the circumstances under which forgiving predicts decreased self-respect. In study 1, participants from three samples, including one marital sample, completed a self-respect measure and reported their tendencies to forgive both when they "should" and when they "should not." Forgiving when one should not forgive was consistently related to low self-respect while forgiving when one should forgive was related to high self-respect. These results suggest that forgiveness is good for oneself under some interpersonal circumstances but not under others. In study 2, romantically-involved undergraduates reported incidents when their partners upset them during a six-month longitudinal study. For each partner transgression, participants reported its severity, the extent to which their partner made amends, and the extent to which they had forgiven their partner. Participants' self-respect when reporting upsetting incidents was predicted by a 3-way interaction among incident severity, partner amends, and forgiveness. For especially severe transgressions, the simple 2-way interaction between amends and forgiveness (and the subsequent simple slopes tests within each level of amends) revealed that increasing levels of forgiveness predicted (a) bolstered self-respect when the partner made strong amends, but (b) diminished self-respect when the partner made weak amends. (For mild partner transgressions, the simple 2-way interaction between amends and forgiveness was not significant.) Together, this research demonstrates that one's self-respect suffers when one forgives transgressions that perhaps should not be forgiven.

A145

REDUCING ALCOHOL RISKS: WHICH ATTITUDES ARE MOST IMPORTANT? Benjamin Fresquez¹, Joe Tomaka¹, Stormy Morales¹, Rebekah Salaiz¹, Sharon Thompson¹; ¹University of Texas, El Paso – This longitudinal study examined several related attitudes as predictors of changes in alcohol consumption, drinking and driving, and alcohol-related problems in a sample of college students participating in a brief intervention to reduce alcohol risks. Attitudes included attitudes towards responsible drinking, monitoring drinking, and binge drinking. The two-hour intervention emphasized positive attitudes toward responsible drinking and monitoring alcohol consumption, and negative attitudes toward binge drinking, among other strategies. Students completed measures of attitudes, alcohol risk (Alcohol Use Disorders Identification Test), past 30 day drinking patterns (Daily Drinking Questionnaire), drinking and driving, and alcohol-related problems (Rutgers Alcohol Problem Index) twice—once before the intervention (pretest) and again six months later (posttest). Partial correlation analyses examined relationships between posttest attitudes and drinking outcomes after controlling for pretest values. Results indicated that attitudes toward responsible drinking did not correlate with any drinking-related outcomes. Attitudes toward monitoring alcohol consumption were associated with declines in days consuming any alcohol (partial $r = -.23^*$) and frequency of binge drinking (partial $r = -.28^*$). Finally, attitudes toward binge drinking were associated with all outcomes except driving after any drinking, including AUDIT scores (partial $r = .42^*$), days with any alcohol consumption (partial $r = .39^*$), binge drinking frequency (partial $r = .43^*$), peak number of drinks on one occasion (partial $r = .20^*$), driving after five or more drinks (partial $r = .20^*$), and RAPI problems (partial $r = .17^*$). The results suggest that specific attitudes towards binge drinking are the best predictors of reduced alcohol risks.

A146

WHY WOMEN DON'T ASK: FEAR OF BACKLASH AND GENDER DIFFERENCES IN SELF-ADVOCACY Corinne Moss-Racusin¹, Laurie Rudman¹; ¹Rutgers University – Considerable evidence has shown that, relative to men, women are less effective at self-advocacy, despite its importance for closing the gender gap in professional success (Wade, 2001; Amanatullah, 2007). Past research has shown that women experience backlash (i.e., social and economic sanctions for behaving counterstereotypically) when they self-promote, and thus, behave in a manner that violates prescriptions for female communality (e.g., Rudman, 1998). In addition, women who feared backlash for counterstereotypical success engaged in defense strategies designed to avoid it (Rudman & Fairchild, 2004). However, no research has tested the effects of fear of backlash on performance (e.g., self-advocacy). This experiment evaluated the hypothesis that self-advocacy demands lead to fear of backlash that subsequently interferes with women's self-advocacy ability. In contrast, since self-advocacy behavior does not violate masculine prescriptive stereotypes, men did not experience fear of backlash; as a result, they demonstrated greater self-advocacy ability. The current experiment compared male and female participants on a self or other-advocacy task. For women only, fear of backlash inhibited the ability to successfully self-advocate, relative to peer-advocating counterparts and self-advocating men. However, both genders performed similarly when asked to advocate for a peer.

A147

UNCERTAINTY AVOIDANCE INCREASES PREFERENCE FOR SURE THING CHOICES IN GAINS BUT NOT LOSSES Jared Ladbury¹, Verlin Hinsz¹; ¹North Dakota State University – When a question is framed as a gain people tend to show a preference for sure things and when framed as a loss people tend to be risk seeking. The robustness of these gain/loss effects have been shown in judgment and decision making research, however cultural variables may moderate these effects. Cultural psychology research has demonstrated that cultural dimensions moderate many cognitive and judgmental processes. Uncertainty avoidance – the extent to which ambiguity and uncertainty are accepted in every day life – is one dimension that may impact whether someone prefers a sure thing or wishes to take a risk. We hypothesize that individuals high in uncertainty avoidance will prefer sure things to risks regardless of frame. We asked 733 participants to complete the Cognitive Uncertainty subscale of the Uncertainty Response Scale ($\alpha = .77$) and to complete a problem framed as a gain and another problem framed as a loss. Logistical regressions indicate uncertainty avoidance predicted whether individuals would choose the sure thing for the gain framed problem ($B = .74, p = .001$) but not for the loss problem ($B = .22, p = .55$). These results show that uncertainty avoidance has a strong impact on preferences for risk, but also demonstrate boundary conditions of the effect. Gains and losses are different concepts in people's minds. Gain framed gambles may be viewed as ventures where risk can be avoided, whereas loss framed gambles may be viewed as inherently exposing the person to uncertain but unavoidable danger.

A148

ATTITUDES TOWARDS GAY MEN & LESBIANS Jennifer Tuttle¹, Taya Cohen¹, Deborah Hall²; ¹University of North Carolina, Chapel Hill, ²Duke University – The goal of this research was to investigate how masculinity and femininity affect heterosexuals' attitudes toward homosexual men and women. Fifty-three heterosexual college students were randomly assigned to read what they believed were descriptions of either two gay male students or two lesbian students at their school. One student in each pair was described as more stereotypically masculine, whereas the other was described as more stereotypically feminine. Thus, the study included two between-subjects factors (participant gender; target gender) and one within-subject factor (target masculinity versus femininity). Participants rated both targets on the extent to which the person represented a

stereotype, the extent to which they felt similar to the person, and the extent to which they liked the person. Results were such that the heterosexual men and women in our sample perceived the feminine gay man and the masculine lesbian as more stereotypical than the masculine gay man and the feminine lesbian, respectively. Regardless of the targets' gender, women felt more similar to the feminine target, and men felt more similar to the masculine target. Finally, men liked the masculine gay man more than the feminine gay man, whereas women liked the masculine and feminine gay man approximately the same. These findings suggest that for heterosexual men, liking is driven by how well an individual conforms to traditional gender roles; for heterosexual women, liking is driven relatively more by perceived similarity.

A149

CONTINUED VIOLENT AND NON-VIOLENT VIDEO GAME PLAY ON AGGRESSION Christopher Barlett¹, Christopher Rodeheffer¹; ¹Kansas State University—Little research has examined the effect that realism in video games has on aggression. Research has also paid little attention to the effects that continued video game play has on aggression and arousal in accordance to the General Aggression Model. Participants were assigned to either the violent realistic (n = 26; Conflict Desert Storm), violent unrealistic (n = 25; Star Wars Battlefront 2), or non-violent (n = 23; Hard Hitter Tennis) video game conditions. Participants completed measures of aggression and played the video game for 15 minutes. This procedure was repeated four times, measuring aggression four times and playing the video game for 45 minutes. Multiple 4 (time) X 3 (condition) mixed ANOVAs were conducted. The results showed a significant main effect for time on aggressive feelings [F(3, 195) = 35.97, p < .001], aggressive thoughts [F(3, 204) = 49.84, p < .001], and arousal [F(12, 852) = 2.18, p < .01]. The means showed an initial increase in aggression from baseline, but then the aggression stabilizes. Results also showed significant time X condition interactions [all Fs > 2.56, all ps < .02]. Those who played the violent realistic video game had the highest aggression and arousal. These results showed an initial increase in aggression and then that aggression stabilized, suggesting that once the aggression-related priming occurs, one does not get more primed. Also, the violent realistic video game was related to the highest aggression levels, which suggests that when the violence is more “real-life” higher aggression is observed.

A150

EXTENDING THE HOT SAUCE PARADIGM: THE CASE OF VIOLENT VIDEO GAME PLAY Omar Branch¹, Christopher Barlett¹, Christopher Rodeheffer¹, Richard Harris¹; ¹Kansas State University—The Hot Sauce Paradigm (HSP) assesses aggressive behavior by measuring how much weight of hot sauce is given to another “participant”. Other research paradigms (e.g., CRT) use multiple indices of aggressive behavior (e.g., number and duration of shocks). Also, the HSP traditionally used provocation to induce aggression, while research using mass media has been ineffective. The current study sought to extend the HSP by a) adding another variable, and b) using violent video game content to induce aggression. Participants were randomly assigned to a violent (n = 35; Moral Combat: Deadly Alliance) or non-violent video game (n = 34; Hard Hitter Tennis) condition. Participants played the video game for 15 minutes and engaged in the HSP, where they believed another person did not like hot sauce, and they were to mix a cup of hot sauce for this participant to consume. A MANOVA showed a significant main effect for condition [Wilks Λ = .79, F(1,85) = 7.75, p < .001]. Univariate ANOVAs showed that those who played the violent video game gave significantly more hot sauce [F(1,87) = 17.97, p < .001], picked a hotter sauce [F(1,87) = 5.30, p < .03], and game more of the hotter sauce [F(1,87) = 14.62, p < .001] than those in the non-violent video game condition. These results suggest that the HSP can include more than one dependent variable to assess aggressive behavior. Also, the HSP is sensitive enough to assess induced aggressive behavior when violent video game content is used.

A151

POSITIVE AFFECT AND VIDEO GAME PLAY: THE CASE OF REINFORCEMENT, DIFFICULTY AND PERFORMANCE Richard Harris¹, Christopher Barlett¹; ¹Kansas State University—Past research found no difference between video game play on positive affect. However, this study did not assess baseline measures, nor did they investigate the moderating role of the reinforcement in the video game (how often the players are told they are succeeding) or the mediating role of performance in the video game. Study 1 had participants (N = 58) complete baseline positive affect, play a less reinforcing video game (Mortal Kombat: Deadly Alliance) for 15 minutes and complete Time 2 positive affect. The video game was played either on the expert or novice difficulty level. Results showed a significant increase [F(1, 54) = 8.45, p < .01] in positive affect over time, especially for those in the easy condition [F(1, 54) = 23.79, p < .001]. Performance mediated the relationship between difficulty and positive affect. Study 2 (N = 46) used an identical procedure to the previous study except the highly reinforcing video game (Time Crisis 3) was played. Results showed that there was a significant increase in positive affect for both conditions [F(1,42) = 28.94, p < .001], for those in both the easy [F(1,42) = 6.01, p < .05] and difficult [F(1,42) = 25.26, p < .01] conditions. Performance mediated the relationship between difficulty and positive affect. These results showed that performance significantly mediated the relationship between game play and positive affect, the easier the video game the higher positive affect, and the more reinforcing the video game (Study 2), the more positive affect increased.

A152

VIOLENT VIDEO GAMES AND AGGRESSIVE BEHAVIOR: A META-ANALYSIS AND REPLY TO FERGUSON (2007) Christopher Rodeheffer¹, Christopher Barlett¹; ¹Kansas State University—Multiple meta-analytic reviews found that violent video game play is related to aggressive behavior. Recently, Ferguson (2007) conducted a meta-analysis which found that this finding is not robust to the file drawer problem. However, Ferguson (2007) only sampled studies from 1995-2005 and did not include any unpublished work. The current meta-analysis sought to determine the effects that violent video game play has on aggressive behavior while correcting for these two potential flaws and differentiating between overt (actions) and passive aggressive behavior (intentions). Forty studies contributing 87 effects sizes were sampled. Results showed that the overall effect was positive, suggesting that violent video game play is related to aggressive behavior [d = 0.31, p < .00001; CI: 0.28 to 0.35, r = .15]. This was found for both overt [d = 0.31, p < .00001; CI: 0.27 to 0.35, r = .15] and passive aggressive [d = 0.32, p < .00001; CI: 0.27 to 0.36, r = 0.16] behavior. Analyses showed that publication status did not significantly moderate the overall relationship [QB (1) = 2.54, p > .05]. Further the effect was robust to the file drawer problem [fail-safe N = 2,610] as well as other measure of publication bias. These results refute those by Ferguson (2007) by suggesting that violent video game play is related to aggressive behavior. Also, these findings are robust to the publication bias. The discrepancy between these two meta-analyses lies in the number of studies included in the meta-analyses and the coding schemes for the moderators.

A153

HOW ACTORS' REACTIONS TO DEVIANCE MAINTAIN RACIAL STEREOTYPES: THE ROLE OF BACKLASH AND RACIAL IDENTITY Julie Phelan¹, Laurie Rudman¹; ¹Rutgers University—Previous research has demonstrated that negative sanctions for counterstereotypical behavior (i.e., backlash effects, Rudman, 1998) maintain cultural stereotypes by increasing the likelihood that deviant actors will hide their atypical behavior and by decreasing their desire to identify with counterstereotypical domains (Rudman & Fairchild, 2004). However, past research has largely focused on backlash for gender deviance. This research expands beyond gender to examine the role of

backlash in ethnic stereotype maintenance. Specifically, we investigated how backlash impacts non-White male deviants led to believe they succeeded in a stereotypically White domain (country-western singing). In addition, we tested social support for the counterstereotypical behavior as an intervention strategy and examined the moderating role of racial identification. Results revealed that high racial identification acted as a buffer against the negative effects of backlash. In contrast, participants with low racial identification behaved defensively after backlash from a White confederate (i.e., were less willing to publicize and pursue their counterstereotypical success), but not a Black confederate. Identification with the atypical domain was decreased after backlash, regardless of racial identification. Implications of these findings for the role of backlash in cultural stereotype maintenance are discussed.

A154

INTERPERSONAL FLEXIBILITY AND INTERPERSONAL ADJUSTMENT: A PERSON-SITUATION INTERACTIONIST APPROACH

Cecilia Cheng¹; ¹*The University of Hong Kong* – The present research adopted a theory-driven approach to address conceptual and measurement issues in the study of interpersonal flexibility. A program of five studies was conducted to examine three unexplored but important issues: (a) Is interpersonal flexibility a conceptually unique construct or does it overlap with other types of flexibility? (b) What is the mechanism that underlies the adaptive role of interpersonal flexibility? (c) How can the situation-appropriateness of this construct be assessed? A situation-based measure was designed to assess interpersonal flexibility. Results revealed that interpersonal flexibility was conceptually similar to coping flexibility, but was conceptually distinct from cognitive flexibility. Interpersonal flexibility was also found to account for interpersonal adjustment over and above some adjustment-related personality traits (e.g., extraversion, social competence) and global coping styles. Adopting a multi-method approach, results showed that interpersonal flexibility mediated the relationship between social competence and interpersonal adjustment using self- and confidant-report measures. Self-report interpersonal flexibility was found to predict flexibility in leadership behaviors in a laboratory setting, and interpersonal adjustment to their first full-time job for recent university graduates. Consistent with theories of social and emotional intelligence, these findings provided some evidence for the convergent and discriminant validities of the new measure of interpersonal flexibility.

A155

THE MOTHER-IN-LAW EFFECT: THIRD-PARTY FORGIVENESS, ATTRIBUTIONS, AND COMMITMENT

Jody L. Davis¹, Jeni L. Burnette², Jeffrey D. Green¹; ¹*Virginia Commonwealth University*, ²*University of Richmond* – We begin with a simple premise: forgiveness frequently involves more than perpetrator and victim. Even mild offenses that seem limited in scope can have ripple effects in a larger social context. Close friends or family members of the victim may feel deeply hurt themselves. They may believe they are entitled to forgive or not forgive the perpetrator, and can influence the victim's process of forgiveness. In short, forgiveness can take place in a broader social milieu that involves third parties. However, in contrast to the explosion of research over the past decade on victim and self-forgiveness, forgiveness of perpetrators by close friends of a victim, or third-party forgiveness, has largely been neglected. Thus, drawing from attribution and interdependence theories, we conducted two experiments to test if close friends of victims (third parties) are less forgiving than the victims themselves (first parties). In Experiment 1, individuals imagined a scenario in which either their romantic partner or the romantic partner of a close friend committed the identical relationship offense. Third parties reported less forgiveness than first parties, even though first parties reported more hurt feelings. We termed this phenomenon the mother-in-law effect or the third-party forgiveness effect. This effect was mediated by attributions about the perpetrator's intentions and responsibility for the offense. Experiment 2

investigated unforgiving motivations following an actual offense and examined the mediating role of commitment. The effect was replicated and results revealed relationship commitment to the perpetrator as a mediator.

A156

WHEN IMITATION BACKFIRES: EFFECTS OF SIMILARITY ON JUDGMENT AND CHOICE OF COPYCATS

Femke van Horen¹, Rik Pieters¹, Diederik A. Stapel¹; ¹*Tilburg Institute for Behavioral Economics Research (TIBER), Tilburg University, The Netherlands* – Similarity

judgments are context-dependent. What looks similar in one situation might look dissimilar in another situation. Knowledge accessibility studies have shown that people look more similar (assimilation) when primed information is used as an interpretation frame and more dissimilar (contrast) when such information is used as an extreme comparison standard. In the current research, these ideas are tested in a consumer context, where the market share of leader brands may dwindle because of the success of private labels that copy specific features of the leader brand. The question then is how copycat-leader similarity affects judgment and choice of copycats. The general belief (see Stapel & Suls, 2007) suggests that the higher the copycat-leader similarity, the higher the loss of market share of the leader brand. Contrary to this common belief, we demonstrate in STUDY 1 that there is a curvilinear, instead of a linear relation, between similarity and judgment of the copycat. Specifically, compared to a small similarity copy, a moderate copy assimilated towards the leader, whereas an extreme copy contrasted away from the leader, for both judgment and choice. In STUDY 2, we show that it is indeed the context that matters how similarity is perceived. When the distance between the leader brand and the copycat is increased, the copycat is interpreted towards the leader, resulting in an assimilation effect, whereas when the same copycat and leader are situated next to each other, the leader brand is used as a comparison standard, resulting in a contrast effect.

A157

THE "ABOUT-AVERAGE" EFFECT: WHEN PUBLIC IDENTIFIABILITY REDUCES BIAS IN SOCIAL COMPARISONS

Zlatan Krizan¹; ¹*Iowa State University* – People commonly report being "above-average" on desirable personality characteristics (e.g., Alicke, 1985).

Whereas cognitive factors are commonly considered as moderators of this bias, the role of inter-personal factors has been neglected. Three studies tested the hypothesis that, in order to secure positive social evaluation, people would report themselves to be closer to the average on desirable traits when expecting their ratings to be made public. Study 1 established that claiming to be "above-average" can have inter-personal costs – protagonists from hypothetical scenarios were rated as less likable when they claimed to be above-average on desirable traits, rather than merely average. Study 2 showed that participants were more likely to rate themselves as average on desirable traits when expecting their ratings to be made public, rather than remain private. Study 3 further tested whether (a) public identifiability was necessary for this reduction in bias and (b) whether the reduction in bias would extend to traits that were negative or less ambiguous. The results indicated that participants rated themselves as average in public only on positive traits that were ambiguous – negative trait comparisons were not affected. Moreover, public identifiability was directly implicated. In a condition where participants expected their ratings to be made public but expected themselves to remain anonymous, no reduction in bias was present. Overall, the findings suggest that the above-average effect has important social boundaries, and they stress the importance of inter-personal factors in shaping social comparisons.

A158

SELF-COMPASSION AND FORGIVING THE SELF: ATTITUDES TOWARD THE SELF VERSUS BEHAVIORS TOWARD OTHERS.

Briana Root¹, Julie Exline¹; ¹Case Western Reserve University – The present study aimed to determine the correlates of self-compassion within the self-forgiveness process. Because of the emphasis on treating oneself in a kind and accepting manner, feeling connected with humankind's shared experience, and maintaining balanced reception of one's thoughts and feelings, it was hypothesized that self-compassion would create an emotional "safety net" for examining one's failings and seeking amends after interpersonal transgressions. Upon completing a set of individual-difference questionnaires including personality and adjustment measures, 173 undergraduates (56% female, 44% male) were asked to recall an autobiographical incident in which (a) they had seriously hurt or offended another person, and (b) they still had some negative feelings about the event and their relationship with the other person had yet to be fully repaired. Participants were then asked about their attitudes, emotions and behaviors following their transgression. Using a correlational design, the study found that self-compassion had a significant positive relationship with measures of self-esteem, ego resiliency, and self-forgiveness. It also had a significant negative association with measures of depression, shame and entitlement. Contrary to hypotheses, self-compassion was not significantly correlated with any of the transgression-specific measures. There was no association between self-compassion and the expression of remorse, the acceptance of responsibility for the transgression, the performance of repentant behaviors toward the offended party, or the report of humbling changes resulting from the experience. Although associated with positive attitudes toward the self, self-compassion was not linked with prosocial behavior following an interpersonal transgression.

A159

IS IT ALL IN YOUR HEAD? DEPRESSION AS A COGNITIVE, NOT A BEHAVIORAL DISORDER

Alexandra Hidalgo-Sotelo¹, Rebecca Bridges¹, Amma Baker¹, Jenna Baddeley¹; ¹University of Texas, Austin – It is a common assumption that depressed people lead far less active lives than their psychologically healthy counterparts. The current observational research finds that despite reporting significant impairment in their social functioning, depressed people are just as socially active as non-depressed people. Findings suggest that effects of depression are more cognitive than behavioral in nature. In the present study, community-dwelling adults diagnosed with a current major depressive episode (N = 9) and psychiatrically healthy controls (N = 11) filled out the social adjustment self-report questionnaire (Weissman & Bothwell, 1976). For four days participants wore a naturalistic recording device known as the EAR (the electronically activated recorder; Mehl, 2006) while continuing with their everyday activities. The EAR recorded for 90 seconds every 12 minutes, capturing an average of 157 sound files per person. Depressed people reported significantly lower social functioning in six of nine domains: home, work, relationships with spouse/children, spare time, family of origin, and financial satisfaction. No differences emerged in schoolwork, dating, and relationship functioning. Comparisons of depressed and non-depressed people's behaviors (captured by the EAR) revealed no significant differences in time at home, in public, working, or outdoors nor in time spent socializing, in entertainment or interacting with others. However, it was found that depressed people slept more and watched more T.V.

A160

REVENGE: HOW MUCH IS ENOUGH?

Karina Schumann¹, Michael Ross¹; ¹University of Waterloo – The theme of revenge is prevalent in politics, retributive justice systems, religion, and pop culture. Revenge is often viewed as an acceptable means of righting an injustice, deterring future harm doing, and restoring equity and self-worth (Cota-McKinley, Woody, & Bell, 2001). Despite substantial theoretical discussion on

revenge, few empirical studies have investigated the phenomenon. In this study, we sought answers to several unexamined questions. First, is taking revenge viewed as more fair and appropriate than taking no revenge? Second, is proportionate revenge viewed as more fair and appropriate than other degrees (disproportionately high and low) of revenge? Third, do individual differences influence reactions to revenge? Participants read a vignette in which a wronged individual either did not retaliate or retaliated to one of three degrees against his offender. Participants then evaluated the individual's response and indicated their beliefs towards revenge. Results showed that participants viewed taking no revenge as less fair and appropriate than taking proportionate revenge. Participants also believed that the non-retaliating character would experience more negative affect than any of the retaliating characters. Proportionate revenge was perceived by participants as the most fair and appropriate response. Men rated proportionate revenge as a more appropriate response than women did. Compared to women, men were also more likely to agree that it is natural to retaliate after being harmed, that by retaliating you show you are a person worthy of respect, and that revenge is important to achieve goals such as preserving one's honor, preventing future harm, and upholding justice.

A161

COMPARING CORRELATIONS OF AFFECT INTENSITY IN A MATCHED SAMPLE OF HISPANIC AND WHITE COLLEGE STUDENTS

Raymond Prior¹, Tim Hoyt¹, Elizabeth Yeater¹; ¹University of New Mexico – The present study examined the relationship between affect intensity, negative emotionality and depression in an ethnically diverse college student population. In exploring the differences between ethnic groups, it is important to consider not only whether group means differ on various measures of emotionality, but also whether the intercorrelations of these measures differ when comparing ethnic groups. Participants were 228 undergraduate students selected from an established database who were matched on age, sex, and year in college (114 matched Hispanic and White pairs). Participants filled out measures of affect intensity, negative emotionality, and depression. Hispanic and White mean scores on these measures were compared using independent samples t-tests and correlation coefficients were compared using the differences between Fisher z-transformed scores for each correlation. Results showed that mean scores did not differ between ethnic groups on any of these measures, but that the correlations between these measures differed between groups. Specifically, the correlation of affect intensity with negative emotionality and the correlation of affect intensity with depression differed significantly when comparing these groups. These results likely reflect a trend for Hispanic college students to perceive positive emotions as intense affective states. Results further support previous research showing that non-affective components of depression (e.g., somatic symptoms) may be more prevalent among Hispanic groups versus White groups. These findings suggest that differences in affect presentation should be taken into consideration when evaluating emotional constructs among Hispanic groups.

A162

THE AGONY AND THE ECSTASY OF CHOICE: REGRET-AVERSION VS. REGRET-TOLERANCE

Amy Summerville¹, Rachel Smallman¹, Neal Roesse¹; ¹University of Illinois, Urbana-Champaign – Previous research suggests that individuals are regret-averse when making decisions, avoiding the potential to learn about foregone alternatives (i.e., counterfactual information). In contrast, in a consumer-choice paradigm involving an online hotel-selection task, we found that nearly 40% of individuals explicitly sought this counterfactual information, a phenomenon we term "counterfactual-seeking." The rate of counterfactual-seeking was moderated by the number of options, consistent with research on the demotivating effects of choice. Counterfactual-seeking did not seem to be a result of mere intellectual curiosity, as individuals high in Need for Cognition did not show

increased rates of counterfactual-seeking. Additionally, we examined the affective consequences of this phenomenon. Viewing information about foregone alternatives reduced regret and uncertainty and increased satisfaction with the chosen hotel, consistent with the established benefits of counterfactual thinking. We argue that rather than regret-aversion, individuals demonstrate a pattern of regret-tolerance, balancing the potential pain of regret against the potential benefit of uncertainty reduction provided by counterfactual information.

A163

MODERATORS OF SEX DIFFERENCES IN RESPONSE TO IMAGINING A PARTNER'S HETEROSEXUAL OR HOMOSEXUAL AFFAIR *Jaime Confer^{1,2}, Mark Cloud³, Tatiana Patakyova³; ¹Bloomsburg University of Pennsylvania, ²University of Texas at Austin, ³Lock Haven University of Pennsylvania* – Based on sexual strategies theory, we predicted that male participants would be less likely to continue an imagined long-term relationship following a partner's heterosexual affair compared to homosexual affair. For female participants, we predicted both affair types would result in low willingness to continue but more so for homosexual affairs. We further predicted that the crossover interaction would remain independent of the following moderator variables: number of interlopers, number of instances of infidelity, and real experiences of sexual infidelity. The 718 participants were randomly assigned to read one of eight scenarios and estimate the likelihood they would continue the relationship. Our analyses of the data confirmed all three predictions. These moderators can be added to a list of other moderators (sexual attitudes, attributions, gender-role beliefs, and long-term vs. short-term mating context) that have failed to substantively alter the crossover interaction between participant sex and infidelity type. These results support the conclusion that these different types of infidelity are activating very robust, evolved mechanisms that can be predicted by sexual strategies theory.

A164

WHAT DOES SHORT-TERM MATING REALLY MEAN? *Judith Easton¹, Emily Stone², David Buss¹; ¹University of Texas at Austin, ²University of Utah* – Mating research has suggested that humans have multiple mating strategies, one dimension of which represents a temporal continuum ranging from short-term mating to long-term mating. There are between-sex and within-sex differences in the mating strategies used. Although both sexes equally seek long-term mating, for example, most studies find that men exceed women in seeking short-term mating. However, one problem is that previous research does not provide clear definitions of what exactly constitutes "short-term" and "long-term" mating. This creates a potential problem when eliciting information about the behaviors of participants in both types of mating contexts. It is possible that participants have preconceived notions of short-term mating and long-term mating that differ from what the researchers expect. The present set of studies attempts to address this question by asking participants to clearly define both contexts of mating. Undergraduate students (N = 200) completed an instrument in which they provided their definitions of short-term mating, short-term relationships, long-term mating, and long-term relationships. The most common definitions for each of the four categories were then presented to separate participants (N = 100) who reported how much each definition was representative of each of the categories. Results suggest that wording does matter—participants were more likely to associate short-term mating but not short-term relationships, with sexual behaviors. Further, results suggest that women have a broader definition of short-term mating than men, for example, including emotional attachment in their definitions, which may help explain why previous research demonstrates large sex differences in short-term mating behavior.

A165

SELF-FORGIVENESS FOR TASK-SPECIFIC PROCRASTINATION *Shannon Bennett¹, Michael J. A. Wohl¹, Timothy A. Pychyl¹; ¹Carleton University* – Self-forgiveness is generally seen as a positive act that is important for overcoming the negative consequences of behaviour that harms the self. In academic settings students frequently harm themselves by procrastinating, a behaviour which seems to negatively effect performance and psychological well-being. Across two studies we examined whether self-forgiveness for a given instance of procrastination may have an ameliorating effect on both performance and well-being. In both studies, undergraduate psychology students (n = 102 and n = 105, respectively) completed task-specific measures of procrastination, beliefs that procrastination had negatively impacted performance, self-forgiveness for procrastinating, and affect following each of two midterm examinations in an introductory psychology course. A measure of academic outcome (midterm grade), and satisfaction with performance were also included. In Study 1 participants were measured on all variables after finding out their grade, while in Study 2 participants completed the procrastination measures after the exam but prior to receiving their grade. Comparable results were found in both studies. Procrastination was significantly and negatively related to performance on each midterm examination. More importantly, self-forgiveness was negatively related to beliefs that procrastinating had a detrimental impact on one's performance, and this relationship was mediated by satisfaction with the academic outcome. Self-forgiveness for procrastinating on the first examination was also positively related to performance on the second examination, and this relationship was mediated by negative affect. This research broadens our understanding of self-forgiveness and indicates an important role for it in understanding and ameliorating some of the negative consequences of procrastination.

A166

PERSISTENCE OF ATTITUDE CHANGE IN THE FACE OF DECEPTION: THE EFFECT OF FACTUAL STORIES REVEALED TO BE FALSE *John Donahue¹, Melanie Green¹; ¹University of North Carolina-Chapel Hill* – Individuals are frequently persuaded by fiction (Green & Brock, 2000), but an unanswered question is whether individuals maintain attitude change when a story originally presented as factual is later shown to be inaccurate. The current experiment examined this issue with the story of an eight year-old heroin addict, which implied attitudes about topics such as the efficacy of social programs and influences on drug addiction. The alleged truth status of the narrative was manipulated. For one condition, the narrative was presented as fictional. The remaining three conditions initially presented the story as factual. Participants in two of these conditions were informed after reading the story that it was inaccurate. The "negligence" condition blamed the inaccuracies on a computer mix-up during publishing. The "intentional" condition informed participants that the author had misrepresented the truth for personal gain. A control group responded to attitude items before reading the story. The story changed attitudes from control in all conditions. Although readers derogated a deceptive author, they did not correct their attitudes even in the negligence and intentional conditions. A measure of the parts of the story that the participants rejected (false note circling; Green & Brock, 2000), suggests that participants were motivated to correct for inaccuracies, but were not able to do so effectively. The findings suggest that narrative-based attitude change can persist even if the author has negligently or intentionally misled the recipient. Journalists, politicians, and others may create enduring misinformation with inaccurate stories, even if the errors are later revealed.

A167**CONSTRUING HEALTH BEHAVIORS: MINDSET AND DISPOSITIONAL INFLUENCES ON DECISION MAKING** Jhon Wlaschin¹, Roger Bartels¹, Alex Rothman¹; ¹University of Minnesota – Both

dispositional and situational factors regulate the impact of gain- and loss-framed messages in the health domain (Rothman et al. 2006). Situational factors can be understood as the functions served by health behavior (e.g. promote health or avoid/detect illness) that activate particular regulatory mindsets. However, when the function of a behavior is not salient, dispositional factors (BIS/BAS) may moderate framing effects. Participants (n=212) rated the appeal of dental reminder cards that included either gain or loss framed messages and completed a questionnaire assessing their feelings about and experiences with visiting the dentist. The questionnaire was designed to distinguish participants who construe a dental visit as a health-promoting behavior (cleaning teeth) from those who construe it as an illness-detecting behavior (finding cavities). Half of the participants completed the questionnaire before rating the cards (mindset primed), whereas half of the participants rated the cards first (mindset not primed). When mindset was primed, people who construed a dental visit as health promoting preferred the gain-frame message, whereas those who construed a dental visit as illness detecting preferred the loss-frame message ($p < .05$). Dispositional orientation had no effect in this condition. When mindset was not primed, only dispositional orientation moderated frame. Those with a dominant approach orientation (BAS) preferred the gain frame message, whereas those with an avoidance orientation (BIS) preferred the loss frame ($p < .05$). The type and strength of mindset evoked when contemplating a health behavior has implications for the effectiveness of framed messages and other aspects of health decision-making.

A168**IAT PERFORMANCE DEPENDS ON PERSPECTIVE ACCESSIBILITY** H. Anna Han¹, Russell H. Fazio¹; ¹Ohio State University – Previous

research has shown that the ambiguous category labels on the traditional IAT (“pleasant/unpleasant”) can adversely affect the resulting attitude estimates. When these labels are replaced with more specific, personalized labels such as “I like/I don’t like,” stronger relations with reports of past behavior and preferences have been obtained (Olson & Fazio, 2004). The current experiment aims to demonstrate the inherent ambiguity of the category labels typically employed in the IAT. The study explores how mindset priming in the context of an initial unrelated task can affect participants’ performance on a traditional IAT. Participants first completed a 40-item questionnaire in which they rated either how much “people like/don’t like” or how much “I like/don’t like” various non-race related attitude objects. All participants then completed a traditional IAT assessing racial attitudes, i.e., one with the typical labels “Black/White” and “pleasant/unpleasant.” As expected, scores on the IAT varied as a function of the scale labels presented on the previous task. Compared to the “people” condition, the “I” condition showed significantly reduced racial bias. The findings suggest that the traditional IAT can be susceptible to mindset priming effects. It appears that the ambiguity of the IAT labels allows for shifting interpretation of the task perspective. An earlier experience in an unrelated task can affect how people disambiguate the labels and whether they adopt a normative or a personal focus while completing the IAT. The accessibility of these differential perspectives can influence performance, and hence, the attitude estimates that are obtained.

A169**HONOR THY MOTHER AND THY FATHER: EXAMINING THE IMPORTANCE OF COMMITMENT STATUS IN MEDIATING THE SOCIAL NETWORK INFLUENCE OF PARENTS ON ROMANTIC RELATIONSHIPS** Ashley Walker¹, H. Colleen Sinclair¹; ¹Mississippi State University – Studies examining the effects of social approval on romantic relationships have found friend opinion to be more influential than

parental opinion (e.g. Etcheverry & Agnew, 2004). In the present research we examined when parental opinion matters. We hypothesized that parental opinion would matter more as the commitment level of the romantic relationship increased. To test this hypothesis, one survey and two experiments were conducted. In Study 1, participants completed measures assessing how much their parents approved of their current romantic relationship. They also reported the commitment status of the relationship (e.g. the extent to which the partner was a ‘keeper’) and were asked to rate their relationship quality. Results indicated that parental approval and relationship quality measures were mediated by commitment status. In Study 2, participants were given scenarios in which the source of opinion (parent/friend) and type of opinion (approval/disapproval) were manipulated. It was found that parental disapproval was more influential than peer disapproval on reports of how much participants would be committed to the hypothetical relationship. These results were replicated in Study 3 where a 2x2 design was again employed but both parental opinion (approve/disapprove) and friend opinion (approve/disapprove) were included within each scenario. The most interesting results came about when parents’ and friends’ opinions differed. Participants tended to be more affected by their parents’ opinion when completing indices of commitment to the hypothetical partner. These results seem to suggest that parental approval may serve as a seal of approval for relationships in later commitment stages.

A170**TAKING THE FIRST STEP: APPROACHING BY PUSHING THE SELF TOWARD OTHERS** Curtis Phillips¹, Kerry Kawakami¹, Emmanuel Tabi¹; ¹York University – Research has documented the relationship

between pulling nonsocial objects toward the self and approach behavior such that any object pulled toward the self is evaluated more positively and any object pushed toward the self is evaluated more negatively (Cacioppo, Bernston, & Priester, 1993). Moreover, recent research has demonstrated that extensive training in approaching social categories such as Blacks by pulling them toward the self can reduce prejudice against Blacks and lead to greater immediacy with a Black confederate (Kawakami, Phillips, Steele, & Dovidio, 2007). The primary goal of the present research was to investigate the efficacy of training to approach Blacks by pushing the self toward the social category rather than pulling the social category toward the self. In two studies, nonBlack participants were randomly assigned to either approach by pushing the self toward Blacks, approach by pulling Blacks toward the self or respond neutrally to Blacks by moving the joystick sideways. In Study 1, both participants trained to approach by pushing the self toward Blacks and by pulling Blacks toward the self demonstrated less prejudice on a race IAT than participants in the control condition. Similarly, in Study 2, both participants trained to approach by pushing the self toward Blacks and by pulling Blacks toward the self showed greater implicit identification with Blacks on a Black-Identity IAT compared to participants in the control condition. Together, these studies provide initial evidence that approach motivations may be related to any behavior that brings the self closer to a social category.

A171**FACTORS ASSOCIATED WITH CHILDREN'S EMOTIONAL AND BEHAVIORAL RESPONSES TO AMBIGUOUS TEASES** Jennifer

Livengood¹, Natalie Brown¹, Mark Barnett¹, Deborah Murphy¹, Katherine Brewton¹; ¹Kansas State University – The literature on teasing among children has focused primarily on the hurtful, antisocial comments that some children direct toward others, often as an aspect of bullying. Another form of teasing that has received less attention among children is experienced as affiliative and prosocial by both the teaser and recipient of the tease. However, many teases are inherently ambiguous and the intent of the teaser is open to interpretation by the child being teased. The present study extended our previous work on children’s perceptions

of antisocial (Type 1) and prosocial (Type 2) teases by examining the factors that may influence children's emotional and behavioral responses to hypothetical, ambiguous teases. A total of 144 fifth- and sixth-grade children completed questionnaires assessing their general attitudes toward teasing, their experiences as recipients of both Type 1 and Type 2 teases from peers, and their emotional and behavioral reactions to a series of ambiguous teases. Children having relatively negative experiences with, and relatively negative attitudes toward, teasing reported that they would experience more negative emotional responses to the teases (e. g., sadness, anger) and would respond to the teaser in a more antisocial manner (e.g., hitting or kicking, saying something mean) than children having more positive teasing experiences and attitudes. In conclusion, children with relatively negative experiences with and attitudes toward teases appear to display a hostile attribution bias in which ambiguous teases are responded to as if they were intended to be mean and antisocial.

A172

TO COMMIT OR NOT TO COMMIT: THE IMPLICATIONS OF HAVING A ROMANTIC PARTNER HIGH IN RELATIONSHIP-CONTINGENT SELF-ESTEEM Amber L. Bush¹, Helen Lee Lin¹, C. Raymond Knee¹; ¹University of Houston – Relationship-contingent self-esteem (RCSE) is the extent to which one's self-worth is hooked on daily relationship events and outcomes (Knee, Canevello, Bush, & Cook, 2007). Since RCSE involves heavily investing one's self-worth in the outcomes of one's relationship, those higher (relative to lower) in RCSE are more greatly impacted by relationship events. For example, self-esteem fluctuations following relationship events were stronger for those relatively higher in RCSE (Knee et al., 2007). The current study was designed to test the possibility that both partners' levels of RCSE would uniquely predict one's relationship outcomes. Heterosexual romantic couples (N = 65) completed measures of RCSE, relationship commitment, satisfaction, and closeness. The Actor-Partner Interdependence Model (Kashy & Kenny, 2000) was employed and revealed that when one's partner was higher in RCSE one was more committed, only if one was also higher in RCSE him or herself. Those lower in RCSE were relatively less committed. Importantly, these more committed couples were not more satisfied or close, as parallel interactions between one's own and one's partner's RCSE did not emerge for these relationship outcomes. Additionally, findings remained after controlling for contingencies of self-worth, attachment anxiety, and rejection sensitivity. Results indicate that individuals in relationships characterized by two partners high in RCSE are more committed to (but not more close or satisfied with) their relationship. These findings highlight the importance of both partners' levels of RCSE, as each uniquely predicts relationship outcomes.

A173

SAME PERSON, DIFFERENT STORIES: AUTOBIOGRAPHICAL RECOLLECTIONS VARY WITH PERSONAL PRONOUN AND CULTURAL BACKGROUND Yi Shao¹, Qi Wang¹; ¹Cornell University, *Human Development* – We were interested in how the perspectives people take would influence their autobiographical memory recall and whether the effect might vary across cultures. We manipulated personal pronouns to shift the focus of the autobiographical memory subsequently retrieved. Personal pronouns are markers of the degree to which a narrator focuses on the self as a subject taking actions (first person pronoun) or the self as an object being observed (third person pronoun). Seventy-three Caucasian (46 females) and 64 Chinese college students (40 females) each wrote two important life events in detail, one in the first person pronoun (I) and the other in the third person pronoun (he or she), counterbalanced within participants. Participants also rated on the personal importance of the memories. Memory content was examined in terms of valence, uniqueness, schematic importance, contextual information, psychological state and comment on the event. Memory content varied as a function of personal pronoun and culture. Participants reported more positive

events, described more psychological states, and made more comments in the first than in the third person pronoun. Caucasians reported more positive events, described less frequently psychological states, and made more comments than Chinese. Furthermore, compared with the first person pronoun, when in the third person pronoun, Caucasians reported more common and important events and described context more often, whereas Chinese reported more unique and less important events and described context less often. Findings are discussed in light of the influence of on-line cognitive frames, mental states, and implicit self-theories on memory and cognition.

A174

SUBHUMANS CAN ALSO BE SUPERHUMAN: DEHUMANIZATION OF GROUPS DEPENDS ON HOW HUMANNESS IS CONSTRUED. Paul Bain¹, Nick Haslam², Christopher Kwok¹; ¹Murdoch University, ²University of Melbourne – Recent research has claimed that groups tend to reserve the "human essence" for the ingroup and deny it to outgroups, a subtle form of prejudice called *infracumanization*. Two studies inspired by this research paradigm provide examples of the reverse finding - that some groups attribute lesser humanness to their ingroup than to outgroups (*superhumanization* of outgroups). We also show that the attribution of humanness is more complex than previously thought, and depends on how humanness is construed. Two distinct senses of humanness were examined: human nature (associated with emotionality, warmth, and openness); and human uniqueness (associated with civility, refinement, and rationality). In Study 1, 124 Australian students and 61 ethnic Chinese students rated personality traits and human values on human nature, human uniqueness, and their typicality in Australian and Chinese groups. Both Australians and Chinese associated Australians with greater human nature and Chinese with greater human uniqueness. That is, both groups simultaneously dehumanized and superhumanized the outgroup, but on different dimensions of humanness. Study 2 (71 Australians, 80 ethnic Chinese) replicated these findings using emotions rather than traits/values. The results provide a basis for a broader examination of how humanness is attributed to groups beyond *infracumanization* effects, such as the contexts and consequences of ingroup dehumanization (e.g., to exonerate unscrupulous behavior), and outgroup *superhumanization* (e.g., for system justification).

A175

NONVERBAL MEDIATORS OF THE RELATIONSHIP BETWEEN CAUSAL UNCERTAINTY AND LIKING Kimberly C. Thomson¹, Jill A. Jacobson¹, Eliane M. Boucher¹; ¹Queen's University – Causally uncertain individuals chronically doubt their ability to understand the causes of social behaviour and events (Weary & Edwards, 1994). These individuals also are shyer and lonelier (Jacobson et al., 1997) and more likely to be rejected by their roommates (Jacobson et al., 2006). Could nonverbal skills deficits contribute to causally uncertain people's interpersonal difficulties? To test this idea, we examined both nonverbal immediacy (appropriately displaying nonverbal cues) and nonverbal sensitivity (accurately interpreting nonverbal signals) as potential mediators of the relationship between causal uncertainty and likeability. In Session 1, 128 female strangers conversed with each of three different partners. After each interaction, participants rated their partner's nonverbal immediacy and how much they liked their partner. In Session 2, participants completed the Profile of Nonverbal Sensitivity (Rosenthal et al., 1979) to measure how well they understood nonverbal cues in general. Participants' causal uncertainty was negatively related to their self-reported nonverbal immediacy as well as their ratings of their partners' immediacy and likeability. However, participants' causal uncertainty was not related to their nonverbal sensitivity scores, or to the immediacy or likeability ratings they received from their partners. Thus in contrast to acquainted individuals, strangers did not rate high causally uncertain individuals as less likeable. Instead high causally uncertain participants

reported liking their partners less than did low causally uncertain participants, and this effect was mediated by participants' ratings of their partners' immediacy. Consequently, high causally uncertain people may experience less satisfying relationships because they perceive others as less responsive towards them.

A176**THE TEMPORAL SEQUENCE OF SELF-ESTEEM AND DEPRESSION IN ADOLESCENCE AND YOUNG ADULTHOOD** Ulrich

Orth¹, Richard W. Robins¹, Brent W. Roberts²; ¹University of California, Davis, ²University of Illinois, Urbana-Champaign – Cross-sectional studies have shown that self-esteem and depression are closely related. However, conflicting models have been proposed about the temporal sequence of the two constructs. Low self-esteem might contribute to the development of depression (i.e., “vulnerability model”), but episodes of depression might also erode self-esteem (i.e., “scar model”). To test these models, we used two longitudinal data sets: the National Longitudinal Survey of Youth (NLSY; N = 2403) and the Berkeley Longitudinal Study (BLS; N = 359). Each data set comprised four repeated assessments of self-esteem and depression between the age of 15 and 21 years (NLSY) and 18 and 21 years (BLS). Cross-lagged regression analyses indicated that self-esteem predicted subsequent levels of depression, but depression did not predict subsequent levels of self-esteem. These findings held in both studies and for both men and women, and after controlling for content overlap between the measures of self-esteem and depression. Thus, the results supported the vulnerability model, but not the scar model, and suggest that low self-esteem may serve as a risk factor for the development of depression. Future research should examine the intrapersonal and interpersonal processes through which low self-esteem contributes to depression.

A177**IMPLICIT DENIALS OF HUMANNES: THE BREADTH AND ACQUISITION OF IMPLICIT DEHUMANIZATION** Stephen

Loughman¹, Nick Haslam¹, Yoshihisa Kashima¹; ¹University of Melbourne – Research indicates that dehumanization is a phenomenon that can occur in everyday contexts. Recently, it has been shown to occur automatically, in implicit associations between groups and non-humans. However, fundamental questions about the nature of implicit dehumanization remain unanswered. In two studies we investigated its breadth (Study 1) and acquisition (Study 2). Previous research has demonstrated dehumanization in diverse intergroup comparisons, but not as a generalized process. In Study 1, 54 participants completed a subliminal priming lexical decision task and Go No-go Association Task (GNAT), investigating the association between humanness and general intergroup designators (i.e., ‘us’ and ‘them’). Results indicated that people associate essential humanness with the ingroup (‘us’) more than the outgroup (‘them’). This finding suggests a general tendency to implicitly think of the ingroup as more essentially human than the outgroup. Study 2 examined how dehumanizing beliefs might be acquired. 114 participants read scenarios describing a novel group as possessing either essentially or uniquely human traits, or as animal- or robot-like. Participants then completed implicit (GNAT) and explicit dehumanization measures. Results indicated that participants readily learned to dehumanize the social groups both explicitly and implicitly. Additionally, there was some evidence that learning that a group possess certain traits generates an implicit association between that group and a non-human, and vice versa. For instance, learning that a group lacks uniquely human traits leads to relatively strong association of that group with animals. Combined, the results suggest that implicit dehumanization is both broad and rapidly learned.

A178**USING STEREOTYPE CONTENT MODEL TO EXAMINE THE EVILS OF FASCISM: AN ARCHIVAL APPROACH** Federica

Durante¹, Chiara Volpato¹, Susan Fiske²; ¹Università di Milano-Bicocca, Italy, ²Princeton University, NJ – The Stereotype Content Model (SCM; Fiske, Cuddy, Glick, & Xu, 2002) proposes potentially universal principles of societal stereotypes and their relation to social structure. Substantiated by numerous studies, SCM has never been tested on archival data. If SCM principles are universal, they should apply across history. Here, we aimed at bridging this gap by applying the SCM to the descriptions of social groups during the Fascist era in Italy. Two studies have been carried out. In Study 1, articles published in a Fascist magazine –La Difesa della Razza–have been content analyzed, and results submitted to correspondence factor analysis. Correspondence factor analysis is a technique based on the Chi2 statistic, and used for the treatment of contingency tables. The analysis individuates the dimensions underlying the data structure. We expected to find admiration prejudice toward the ingroup and patterns of envious, paternalistic, and contempt prejudices toward specific outgroups. Results are in line with our predictions. We also link our results to a recently developed model, the BIAS Map of behavioral consequences (Cuddy, Fiske, & Glick, 2007), finding some consistencies. In Study 2, ninety-six college students were asked to rate the traits emerging from the content analysis on warmth and competence, without knowing the origin of the traits. The aim was to corroborate our interpretations of the archival data in terms of SCM. Results generally support Study 1. However, some historical differences are discussed.

A179**SELF-REGULATION AND THE JUSTICE MOTIVE: MAINTAINING A BELIEF IN A JUST WORLD WHEN THE WORLD IS UNJUST**

Annemarie Loseman¹, Kees Van den Bos¹; ¹Utrecht University – People have a need to Believe in a Just World (BJW) in which individuals get what they deserve (e.g., Lerner, 1977). When this BJW is threatened by situations in which innocent people fall victim to a crime, people tend to react defensively, for example by psychologically distancing themselves from the victim. We suggest that dealing with BJW-threatening situations involves processes of self-regulation. In our first study, mental resources of participants were depleted or not before they read a newspaper article in which a girl was sexually assaulted. BJW-threat was manipulated by stating that the perpetrator had been arrested (low threat) or not (high threat). When they were depleted, participants reacted more negatively to the innocent victim when the threat was high compared to low. When not depleted, participants did not react differently in either case. Our second study showed that the typical effect of reacting more negatively to the victim after a high BJW-threat than after a low BJW-threat disappeared when participants had the opportunity of self-affirmation by writing down positive characteristics about themselves. Taken together, these results suggest that coping with a threat to the BJW involves self-regulation processes. When people's mental resources are depleted, they react more negatively to innocent victims when confronted with a strong threat to their BJW (Experiment 1). Self-affirmation replenishes their resources and helps them cope with BJW-threats (Experiment 2). Thereby, these results indicate the important role of self-regulation processes for maintaining a Belief in a Just World when the world actually is unjust.

A180**SELF-HANDICAPPING, EXCUSE-MAKING, AND COUNTERFACTUAL THINKING: CONSEQUENCES FOR SELF-ESTEEM AND FUTURE MOTIVATION** Sean M McCrea¹; ¹University of Konstanz –

According to past research, thoughts about how a better outcome could have been obtained (upward counterfactuals) increase motivation to improve in the future. This “preparative function” is said to be caused by increased negative affect. However, because upward counterfactual

thoughts indicate reasons for a poor performance, they could also serve as excuses. In this case, upward counterfactuals should protect self-esteem, and thus reduce future motivation, following failure. Four studies demonstrated these effects in the context of self-handicapping. In Study 1, psychology students reporting lower study effort prior to an exam generated more upward counterfactuals about their performance. Upward counterfactual thinking in turn predicted less negative self-esteem and, for those who reported less negative self-esteem, decreased future study intentions. In Study 2, participants were induced to practice sufficiently (control) or insufficiently (handicap) prior to an intelligence test, and received failure feedback. In the handicap condition, upward counterfactual thinking was increased, and these thoughts protected self-esteem. In Study 3, the induction of upward counterfactual thoughts concerning the handicap protected self-esteem following failure and reduced practice effort for a subsequent exam. Study 4 manipulated the content of upward counterfactuals and utilized a self-handicap of listening to distracting noises during the exam. Thoughts focusing on the noises (rather than on making mistakes) again protected self-esteem following failure, and increased the selection of distracting noise for a subsequent test. Thus, for individuals seeking to excuse a failure, upward counterfactuals may identify such excuses, protect self-esteem, and thereby undermine future preparation.

A181

A MULTICOMPONENT CONCEPTUALIZATION OF AUTHENTICITY AMONG JAPANESE Masaya Ito^{1,2}, Miho Abe², Patti J. Davis, M. S.³, Michael H. Kernis³, ¹Japan Society for the Promotion of Science, ²University of Tsukuba, ³The University of Georgia – Recently some studies have suggested that a sense of authenticity and dispositional authenticity predict diverse psychological and interpersonal functioning, such as overall well-being among North Americans (Goldman & Kernis, 2002) and Japanese (Ito & Kodama, 2005). However, it is not known whether the multiple component conceptualization and its operation of dispositional authenticity (Kernis & Goldman, 2006) can be applied to Japanese. The purpose of this study was to investigate the reliability and validity of the Japanese version of Kernis & Goldman's Authenticity Inventory (AUT3; Goldman & Kernis, 2004). Following the method of Hayashi & Suzuki (1986), AUT3 was translated into Japanese. 223 university students completed these inventories: AUT3, Sense of Authenticity (Ito & Kodama, 2007), Global Self-Esteem (Rosenberg, 1965), Contingent Self-Esteem (Paradise & Kernis, 1999) and a measure of depression (CES-D; Radloff, 1977). The confirmatory factor analyses were conducted to test three structural models regarding AUT3, -a unidimensional model, a four factor model, and a hierarchical model. The hierarchical model provided a much better fit to the data. Coefficient alphas for the AUT3 as a whole and for specific subscales were acceptable ($\alpha = .68-.85$). Total AUT3 score were positively associated with a sense of authenticity ($r = .55, p < .01$) and global self-esteem ($r = .28, p < .01$). In addition, higher authenticity were related to lower levels of contingent self-esteem ($r = -.22, p < .01$) and depression ($r = -.41, p < .01$). These results were mainly consistent with the expectations and those of Kernis and Goldman (2006), indicating the cross-cultural validity of the multiple component conceptualization of authenticity among Japanese.

A182

DRIVING AWAY FAMILY AND FRIENDS: TRAIT DISPLACED AGGRESSION AND SOCIAL SUPPORT Ian Walti¹, Claudia Zapata¹, William Pedersen¹, Thomas Denson², Norman Miller³; ¹California State University, Long Beach, ²University of New South Wales, ³University of Southern California – We recently created the first instrument to assess individual differences in the propensity to displace aggression onto others (the Displaced Aggression Questionnaire; DAQ; Denson, Pedersen, & Miller, 2006). We theorized that those high in trait displaced aggression (TDA) should experience lower levels of social support because of these individual's tendency to "take it out" on others close to them when they

are upset. Study 1 provides the first empirical evidence for this hypothesis. Furthermore, consistent with expectations, path modeling showed that the loss of social support mediated the relationship between trait displaced aggression and (1) stress and (2) negative physical health symptoms. Study 2 utilized several additional support measures in order to more thoroughly assess the relationship of TDA to various aspects of social support. Results indicated that high levels of TDA were correlated with lower levels of overall emotional and instrumental support as well as support from family members. Furthermore, consistent with our theorizing that those high in trait displaced aggression drive away potential sources of support, as TDA increased so did the number of persons lost from an individual's social support network. Implications of this work for reducing health problems and aggressive behavior are also discussed.

A183

WILL YOU SEE PAST MY SIZE IF OUR "I'S" CONNECT?: THE INFLUENCE OF I-SHARING ON JUDGMENTS OF HEAVY-WEIGHT WOMEN Leslie Crimin¹, Elizabeth Pinel¹; ¹The University of Vermont – Previous research on I-sharing (i.e., shared subjective experiences) suggests that perceived overlap of the subjective self with another individual increases liking for that person, regardless of his/her objective characteristics (Pinel et al., 2006). Here we investigated the strength of I-sharing as it pertains to liking for and general attitudes toward heavyweight women. Heavyweight women in the United States are highly stigmatized and face prejudice and discrimination from multiple sources. Given the highly negative nature of the objective characteristic of weight, we wondered whether I-sharing experiences could positively influence attitudes toward members of this group. Participants played a game of "Imaginiff" with two computer-generated confederates, a lightweight female and a heavyweight female. The game required participants to make in-the-moment judgments. Immediately upon making each judgment, participants were shown their interaction partners' responses. Making the same judgment as another person in this game amounts to I-sharing because it calls for gut-level, spontaneous reactions that tap into the subjective self. We varied whether participants I-shared with the heavyweight confederate or the lightweight confederate. Following the interaction, participants rated their liking for each partner and reported their attitudes towards heavyweight people in general. Results indicated that participants preferred I-sharing partners to non-I-sharing partners, regardless of weight-status. Liking for the heavyweight partner, in turn, predicted general attitudes toward heavyweight people. These findings suggest that shared subjective experiences may offer a useful mechanism for fostering positive interpersonal relationships with heavyweight women, who are otherwise highly stigmatized in the United States.

A184

HOW DO EXPLICIT PREJUDICE, IMPLICIT PREJUDICE, AND GENDER INTERACT TO PREDICT DISCRIMINATORY BEHAVIOR AGAINST GAY MEN? Leah K. Hamilton¹, Leanne S. Son Hing²; ¹University of Western Ontario, ²University of Guelph – How do people's self-reported (i.e., explicit) attitudes, automatically activated (i.e., implicit) attitudes, and gender interact to predict both subtle and deliberative discriminatory behavior against a gay man? In the context of a mock employment study, participants interacted with a confederate whose appearance and responses were designed to provide cues that he was gay. Results revealed that higher levels of implicit prejudice, but not explicit prejudice, predicted subtle discriminatory behavior (i.e., speech hesitations) and deliberative evaluations of the confederate. In addition, explicit prejudice, implicit prejudice, and gender interacted to predict both subtle and blatant discriminatory behavior against the confederate. Notably, among men who self-reported lower levels of prejudice against gay men, those with greater automatically activated prejudice were more likely to negatively evaluate the confederate. These intriguing results are

discussed with respect to their theoretical implications for conceptualizing explicit and implicit prejudice and in terms of their practical implications concerning discrimination against gay men.

A185**CROSS-CULTURAL DIFFERENCES IN UNREALISTIC OPTIMISM AND PESSIMISM: THE ROLES OF EGOCENTRISM AND DIRECT VS. INDIRECT MEASURES**

Jason Rose¹, Yumi Endo², Jerry Suls¹, Paul Windschitl¹; ¹University of Iowa, ²Kansai University – Unrealistic optimism has been defined as the tendency for people to believe they are less likely than others to experience negative life events (e.g., cancer). The universality of this and other self-enhancing tendencies has been heavily debated (Heine, 2005; Sedikides, Gaertner, & Toguchi, 2003). The present work provides empirical support for the idea that different ways of measuring unrealistic optimism can meaningfully influence cross-cultural data patterns. When using the direct method (i.e., a single question where respondents directly compare their standing on some dimension to a comparison referent), participants in both Eastern (i.e., Japan) and Western (i.e., United States) cultures tended to focus on their own likelihoods and insufficiently consider the likelihoods of the comparison group. This cognitive bias (i.e., egocentrism) led participants in both cultures to be unrealistically optimistic about rare/negative events, but unrealistically pessimistic about common/negative events. However, when using the indirect method (i.e., calculated differences between separate absolute self and average peer likelihood judgments), Westerners were generally more unrealistically optimistic than Easterners. We conclude that cross-cultural researchers could benefit from considering how cognitive and measurement factors (as opposed to motivational factors) influence both self-enhancing (e.g., unrealistic optimism) and self-critical data patterns (e.g., unrealistic pessimism), and how such factors may produce different (or similar) results cross-culturally.

A186**WHAT ARE YOU LOOKING AT? SPONTANEOUS EYE-MOVEMENTS AS A MEASURE OF IMPLICIT GENDER STEREOTYPES**

Mark Oakes¹, Katherine Ribble¹, Jessica Mariglio¹; ¹Hamilton College – We examined whether spontaneous eye-movements can be viewed as alternative measure of implicit stereotype by comparing performance to established measures. We investigated gender stereotypes by examining spontaneous eye-movements in a visual scene. We also examined the extent to which this attention measures is related to measures of implicit and explicit stereotypes. We tracked 26 participants' eye-movements during a 10-second examination of six pictures depicting a gendered object (e.g., tools, flowers) positioned between a male and female target. Participants completed explicit sexism measures and an Implicit Association Test (IAT) that assessed their strength of association for gender with warm/strong words. Consistent with previous work on attention and visual perception (e.g., Loftus & Mackworth, 1978), we found that individuals fixated on stereotypical inconsistent targets more often and for longer amounts of time. We also observed more fixations between the gendered object and the inconsistent target than between the gendered object and the consistent target. Fixation transitions were uniquely correlated with the IAT, such that participants who showed stronger gender stereotypes tended to transition between the inconsistent target and object more often. These results are promising in establishing eye-movements as another implicit measure of stereotypes.

A187**MATE SELECTION AND ATTITUDES TOWARD INFIDELITY: A NEW TWIST**

Sara A. Kruse¹, Bradley M. Okdie¹, Cassie A. Hull¹, Brad J. Sagarin², Rosanna E. Guadagno¹; ¹University Of Alabama, ²Northern Illinois University – The evolutionary psychology explanation for sex differences in jealousy indicates that men are more likely to be jealous of their female partner engaging in sex with another man, while women are more likely

to be jealous of their male partner forming an intimate emotional bond with another woman because of differential parental investment (Sagarin, 2005; Buss, Larsen, Westen, & Semmelroth, 1992). The present study focused on attitudes toward homosexual and heterosexual infidelity. Three hundred and four heterosexual college students (118 males, 186 females) were asked whether they would feel worse if their partner cheated on them with a man or woman and to explain their answer. There was a third option to indicate that there would be no difference based on the sex of the infidelity partner. Men were significantly more likely to report that heterosexual infidelity (67%) would be worse than homosexual infidelity (9%), while equal numbers of women reported heterosexual (41%) and homosexual (41%) infidelity as being worse $\chi^2(2, N=303) = 37.39, p < .001$. In participants' rationale for their choice, 21% of women alluded to a betrayal of sexual orientation betrayal, while only 2% of men gave this reason, $\chi^2(1, N=303) = 23.14, p < .001$. In accordance with the previous literature, significantly more women (13%) felt disgusted by their partner cheating on them than men (3%) did, $\chi^2(1, N=302) = 9.54, p < .001$. These findings support past research suggesting that homosexual infidelity may be different from heterosexual infidelity (Sagarin, Becker, Guadagno, Nicastle, & Millevoi, 2003).

A188**CULTURE AND FORGIVENESS: A PROTOTYPE PERSPECTIVE**

Kari A. Terzino¹, Susan E. Cross¹, Naomi Takada², Ken-ichi Ohbuchi²; ¹Iowa State University, ²Tohoku University – Forgiveness is a concept virtually everyone is familiar with, yet little empirical research has been conducted with regards to defining the concept across cultures. Thus, it is possible that current forgiveness theories, definitions, and models have a Western bias and may not be appropriate for members of other cultures. Given the gaps in the current literature, the goal of this research was to examine the similarities and differences in how members of Eastern and Western cultures characterize forgiveness. Following a forgiveness prototype analysis conducted by Kearns and Fincham (2004) in an American sample, we took a prototype approach across 3 studies such that participants were asked to generate and rate the importance of forgiveness features. Based on established cultural differences, we expected Japanese and American descriptions of forgiveness to vary in terms of being self- or other-oriented (Markus & Kitayama, 1991), harmony (Wierzbicka, 1997), influence and adjustment (Weisz, Rothbaum, & Blackburn, 1984), and personal choice and obligation (Iyengar & Lepper, 1999). Compared to features mentioned by American participants, Japanese participants were more likely to mention having an open heart/broad mind, being accepting, and compromising when describing forgiveness. We also found differences in the rankings of forgiveness features. Japanese participants rated being charitable, accepting, being a high caliber person, and having an open heart/broad mind as most central, whereas American participants rated understanding, doing the right thing, respect, and accepting someone's apology as most central. Results will be used extensively in future research, including theory development and scale creation.

A190**THE MDRS: RATIONALE AND INITIAL SUPPORTING DATA FOR A NEW MULTI-DIMENSIONAL MEASURE OF REACTANCE**

Carolyn Morgan¹, Barbara Beaver¹; ¹University of Wisconsin, Whitewater – Using the self-regulation of motivation model to explore psychological reactance builds upon a rich history of theory and research. However, in taking this approach, conceptual inadequacies in existing reactance scales become apparent. For example, these scales fail to distinguish "pure" reactance from other related, but distinct constructs including "oppositional" reactance characterized by resistance, rebelliousness, and conflict with authority. We hypothesized that rather than reflecting opposition, pure reactance motivates individuals to think of and act on alternative approaches to activities when their freedom is restricted,

leading to greater self-assertion and creative engagement. To examine this, we constructed a multidimensional reactance scale (MDRS), which includes measures of pure and oppositional reactance. Preliminary psychometric analyses are promising. Internal consistency is strong ($\alpha = .85, .90$, respectively). With regard to validity, we examined individual differences in pure and oppositional reactance in relation to four dimensions of assertiveness. Using median splits, individuals categorized as high in pure reactance but low in opposition scored significantly higher on self-perceived directiveness and leadership and defense of one's rights and interests than the other groups. A 2-way interaction indicated that women categorized as high in reactance and low in opposition perceived themselves to be significantly more assertive than men in this group. The groups did not differ in perceived independence. Our data support the hypothesis that pure and oppositional reactance are distinct constructs which function differently in relation to other motivational variables such as assertiveness. The MDRS has potential to enhance our understanding of the nuances of reactance motivation.

A191

STORIES OF PSYCHOTHERAPY: NARRATIVE IDENTITY AND PSYCHOLOGICAL HEALTH Jonathan M. Adler¹, Lauren M. Skalina¹, Dan P. McAdams¹; ¹Northwestern University – People construct stories about their experiences in psychotherapy, as they do about many important life experiences. A tradition of research focused on the narrative study of lives views narrative identity, the collection of self-stories, as a distinct level of personality (i.e., McAdams, 2001). Psychotherapy stories play a special role within narrative identity – beyond encapsulating an important change experience, therapy stories help maintain the progress of treatment (Frank, 1967; Spence, 1982). What thematic elements differentiate those therapy stories associated with positive post-therapy psychological health from those associated with poorer health? 104 adult former clients wrote the story of their experience in psychotherapy and completed a battery of measures assessing their psychological health. Based on the results of a previous qualitative study of the same question (Adler & McAdams, in press), the narratives were rated for a series of themes by two reliable coders blind to the psychological health of the participants. ANOVAs revealed that agentic themes uniquely saturated the stories of participants with the best psychological health (a combination of high subjective well-being and high stage of ego development); they struggled to overcome their personified problems in an ultimately victorious battle. In contrast, the stories of participants with the worst psychological health (low SWB and low stage ED) were uniquely lacking in the fundamental story criterion of narrative coherence. In offering empirical support for a set of qualitatively-derived themes, this study provides the foundation for the study of narrative identity as an index of therapeutic process and outcome.

A192

SEX AS A TOAST TO THE GOOD TIMES AND SALVE FOR THE BAD TIMES Jennifer Harman¹, Megan O'Grady¹, Marci Gleason², V. Bede Agocha³; ¹Colorado State University, ²Wayne State University, ³University of Connecticut – Attitudes about sexuality and sexual risk-taking often stem from chronic goals that individuals seek to obtain through their sexual interactions. For some individuals, seeking sexual opportunity is emphasized over avoiding risks associated with such opportunities, such as the acquisition of sexually transmitted infections. Sexual Prospector Frame (SPF) refers to the dispositional tendency to respond favorably to sexual situations and cues, willingness to engage in uncommitted sexual relations, and acceptance of the risks involved with such behaviors. To date, it has not been clear how daily events might trigger the activation or suppression of sexual interactions, and whether these processes may differ based on SPF. Daily diary data were collected over three weeks from 94 college students. Results indicated that relative to lower SPFs,

high SPFs were significantly more likely to report fantasizing about and having more sexual partners, feel negatively about abstaining from sex, have greater intentions to have sex, and have more negative attitudes towards condoms. Results also indicated that daily feedback in classes interacted with both gender and SPF to predict daily vaginal and oral sexual behaviors. Males and low SPFs were less likely to engage in vaginal and oral sex when they received negative feedback in their classes and were worried about their classroom performance. The reverse relationship was true for females and high sexual prospectors. Discussion centers on how daily stressors interact with gender and SPF to predict activation of sexual interaction and related sexual goals, and how these behaviors and goals may reflect coping mechanisms.

A193

CULTURE ALTERS WHICH FACTORS IMPACT THE PHYSIOLOGICAL CORRELATES OF EMOTIONAL RESPONDING Emily Butler¹, Iris Mauss²; ¹University of Arizona, ²University of Denver – Emotional social interactions can elicit strong sympathetic physiological responses. Existing evidence suggests that average levels of this activation do not differ across cultural groups. It is possible, however, that the factors thatacerbate or ameliorate these responses may be different. Specifically, anthropological accounts suggest that Western European cultures value and are practiced at open emotion expression, while in contrast, Asian cultures value and are practiced at emotion inhibition. If this were true it would follow that open emotion expression may elicit stronger sympathetic responses for Asian Americans (AA), while attempts to inhibit emotion may do so for European Americans (EA). To test these hypotheses we conducted 2 experimental studies of women's emotional responding in social situations. Study 1 used an emotion-sharing paradigm in which participants discussed an upsetting film. Study 2 used a laboratory anger-provocation paradigm. Across both studies we found no overall group differences between AA and EA women in physiological responding. In Study 1, however, expressing emotions was associated with higher blood pressure for AA participants but with lower blood pressure for EA participants. Similarly, in Study 2 we found that valuing emotion inhibition was associated with a challenge pattern of response (higher cardiac output and reduced peripheral resistance) for AA participants, but with a threat pattern of response (lower cardiac output and increased peripheral resistance) for EA ones. These results suggest that culture can alter the relationships amongst the various components of emotion even in the absence of overall group differences.

A194

DIRECT VERSUS INDIRECT ROUTES TO BELONGING: SELF-ESTEEM DIFFERENCES IN RESPONSE TO APPEARANCE-BASED THREATS Lora Park¹, Jon Maner²; ¹University at Buffalo, SUNY, ²Florida State University – Although humans have a fundamental need to belong, the specific ways people pursue belongingness needs following self-threat may differ as a function of personality traits, such as self-esteem and the degree to which people base self-worth in a domain. Integrating the contingencies of self-worth model (Crocker & Wolfe, 2001) with sociometer theory (Leary et al., 1995), we suggest that people who base their self-worth on physical attractiveness may also base their sense of belonging on appearance. Consequently, when people who base self-worth on attractiveness experience a threat to their appearance, they may seek to restore belongingness needs. The specific manner in which people pursue belongingness, however, may vary as a function of their trait self-esteem. Across 4 studies, we found evidence for self-esteem differences in the use of direct versus indirect routes to seeking others' acceptance. People with high self-esteem who based self-worth on appearance responded to an appearance threat by pursuing relatively direct strategies for restoring feelings of belonging (e.g., by wanting to affiliate with close others). In contrast, people with low self-esteem who based self-worth on appearance responded to threat by pursuing indirect

strategies for gaining acceptance (e.g., by avoiding social contact and seeking instead to boost their attractiveness to others). Implications for theories of self-esteem, motivation, and interpersonal processes will be discussed.

A195**SOCIAL EXCLUSION AND EARLY-STAGE SOCIAL PERCEPTION: SELECTIVE ATTENTION TO SIGNS OF ACCEPTANCE** Jon

Maner¹, C. Nathan DeWall², D. Aaron Rouby¹; ¹Florida State University, ²University of Kentucky – The desire for positive social relationships reflects one of the most pervasive and fundamental human needs. Social exclusion threatens this powerful need for belonging and, in turn, can promote a strong desire for renewed social connection. Our research examines basic, early-stage cognitive mechanisms involved in satisfying belongingness needs following exclusion. We provide support for the hypothesis that social exclusion promotes early-stage perceptual attunement to signs of social reconnection. Findings from two studies suggest that, following a social exclusion manipulation, participants selectively attended to signs of impending social acceptance. In Experiment 1, participants completed a visual search task in which they searched for a smiling, angry, or sad face within a "crowd" of discrepant faces. In Experiment 2, participants viewed arrays of faces displaying smiling, angry, sad, or neutral expressions while participants' eye movements were recorded with an eyetracker. In both experiments, exclusion selectively increased attention to smiling faces – cues that typically signal a high likelihood of social acceptance. These findings extend recent evidence suggesting a compensatory desire for renewed social affiliation among excluded individuals (e.g., Maner, DeWall, Baumeister, & Schaller, 2007). Exclusion motivates a desire to connect with sources of acceptance, and this desire is manifested not only in "downstream" social choices and behaviors, but also at the level of basic perceptual processing.

A196**ASSESSMENT OF SOCIAL SUPPORT AND RELATIONSHIP QUALITY IN INTRA-ETHNIC AND INTER-ETHNIC COUPLES DEALING WITH PROSTATE CANCER** Yen-Chi Le¹, Carolyn Gotay²;

¹University of Hawaii, ²Cancer Research Center of Hawaii, University of Hawaii – Previous research has examined inter-ethnic relationships in dating couples and healthy populations, but not in couples facing a severe health threat like cancer. This study investigated dyadic adjustment, sexual adjustment and social support in inter-ethnic and intra-ethnic couples post completion of prostate cancer treatment. Participants were 191 couples: 125 where both partners were Asian Pacific Islanders (APIs), 44 where both were Caucasians (CAUs), and 22 API-Caucasian (API-CAU) couples. Self-report measures included the Dyadic Adjustment Scale, Medical Outcome Study – Social Support Survey and the Sexual Adjustment Questionnaire. Analyses using separate analyses of variance (ANOVA) for husbands and wives showed no differences in sexual adjustment according to intra- vs. inter-ethnicity. Significant differences were found for both husbands' and wives' ratings of dyadic satisfaction [F (2, 187) = 5.13, p < .01], [F (2, 186) = 5.97, p < .01], such that husbands and wives in intra-ethnic relationships reported higher dyadic satisfaction than API-CAUs. Husbands' social support ratings significantly differed for intra-ethnic and inter-ethnic couples [F (2, 185) = 5.15, p < .01], with the highest levels in CAUs husbands, followed by API-CAU husbands, who in turn reported higher levels than APIs. No significant group differences were found in wives' social support ratings. These findings imply that being intra-ethnic does not necessarily confer greater benefits for couples than being inter-ethnic; the specific ethnic group (such as APIs compared to CAUs) should also be considered, particularly for husbands. Continued validation of assessment tools in different ethnic groups is also needed.

A197**WHAT DOES "MAKE UP SEX" MAKE UP FOR? ATTACHMENT ORIENTATIONS AND THE EFFECTS OF RELATIONSHIP CONFLICT ON SEXUAL MOTIVATION** Gurit Birnbaum¹, Mario

Mikulincer¹, Michal Austerlitz¹; ¹Bar-Ilan University – Relationship conflict has long been considered in the clinical literature to contribute to sexual impairment in couple relationships (e.g., decreased sexual desire; Kaplan, 1974). Nevertheless, research has yielded conflicting results about how and when conflict interferes with sexual functioning (Metz & Epstein, 2002). These inconsistencies are difficult to interpret because of methodological problems (e.g., failure to take resolution styles into account), the possibility that sex might compensate for relational difficulties, and the lack of a coherent theoretical framework capable of explaining the meaning of sex in close relationships. In this talk we will adopt an attachment-theoretical perspective to clarify these inconsistencies. We will present an experimental investigation of the effects of relationship conflict on the desire to have sex and the specific motives behind it, and will consider the possible role of attachment in moderating these effects. In two studies, participants completed measures of sexual motives following imagined or actual relationship conflict. In Study 1, participants imagined a major conflict, a minor conflict, or a non-conflictual scene. In Study 2, couples tried to resolve either a major or a minor problem in their relationship. Results showed that conflict decreased the desire to have sex with one's partner, primarily among more anxiously attached men, but increased the desire for sex as a means of pleasing one's partner and alleviating distress among more anxiously attached women. Conflict also promoted self-enhancement motives among more avoidant men. Implications for understanding the functional significance of sex within the context of conflict resolution will be discussed.

A198**POWER AND INTERPERSONAL SENSITIVITY** Marianne Schmid

Mast¹; ¹University of Neuchatel – The goal of the present research was to investigate whether high or low power leads to more interpersonal sensitivity. In Study 1, 76 participants were randomly assigned to be either the high or the low power person in an interaction. Following the interaction, interpersonal sensitivity was assessed with a standardized test in which participants inferred the thoughts and feelings of target people. Results showed that high power people were more interpersonally sensitive than low power people. In Study 2, 134 participants were either primed with high or low power or neutral words and then completed an interpersonal sensitivity task similar to Study 1. Individuals primed with high power did a better job at correctly inferring others' thoughts and feelings than individuals primed with low power. Results from both studies corroborate that high power results in more interpersonal sensitivity than low power.

A199**PREDICTING SATISFACTION FROM RELATIONSHIP ENGAGEMENT OVER 9 YEARS IN AFRICAN AMERICAN AND WHITE COUPLES.** Irene Tsapelas¹, Arthur Aron¹, Terri Orbuch²; ¹State University

of New York at Stony Brook, ²Oakland University – Cross-sectional surveys and lab and field experiments have consistently found that couple's engagement (versus boredom) in their marriage predicts enhanced marital quality (e.g., Aron et al., 2000). The present research tested this model using data from a large long-term longitudinal study (the Early Years of Marriage Project; e.g., Orbuch et al., 2002). Specifically, wives and husbands from 37 African-American married couples and 80 White married couples, surveyed during the 7th and 16th year of their marriage, individually responded to a large survey which included at each of these two years a measure of marital satisfaction and a key item that reflects relationship engagement – whether they felt their relationship was "in a rut". For African-American couples, as predicted, not being in a rut at year 7 significantly and substantially predicted greater year 16 marital

satisfaction, even after controlling for year 7 satisfaction (partial $r = -.38$, $p < .05$). However, this effect was not significant for White couples; further, the racial difference was independent of differences in key demographic variables such as household income and the wife's working status. The results for African-Americans lend support to the self-expansion model of close relationships and suggest that couples who prevent their marriage from falling into a rut are more likely to experience higher levels of marital satisfaction over time. The implications of these findings for the self-expansion model will be discussed, including speculations regarding the unexpected failure to find effects for Whites.

Poster Session B

B1 **IMPLICIT THEORIES OF RELATIONSHIPS AND FORGIVENESS FOR TRANSGRESSIONS IN NEW AND LONG-TERM RELATIONSHIPS**

Renae Franiuk¹, Taran Shepard², Jeni Burnette³; ¹Aurora University, ²University of Wisconsin-Stevens Point, ³Virginia Commonwealth University—Past research has investigated implicit theories of relationships (ITRs; soulmate and work-it-out) and their association with relationship functioning. Franiuk and colleagues (2004) found that, for soulmate theorists (who believe relationship partners are “meant to be”), partner perception is critical in predicting relationship satisfaction, relationship length, and the strategies individuals use to maintain (or end) their relationships. In the present research, we investigated further the variables that may underlie the association between ITRs and relationship functioning. In Study 1 (N = 118), we conducted a longitudinal study to investigate the role of forgiveness and ITRs in relationship maintenance in new relationships (less than 4 months). In line with past research, for those in new relationships, results showed that partner perception was a moderator of the soulmate-satisfaction and soulmate-forgiveness associations (e.g., soulmate theorists with their ideal partner reported greater forgiveness; soulmate theorists not with their ideal partner reported lower forgiveness). In Study 2 (N = 264), we investigated these associations with participants in long-term relationships (M = 2 years). Partner perception no longer acted as a moderator but rather as a mediator (i.e., soulmate theorists reported more forgiveness, in part, because they believed their partner was close to ideal). This research suggests that early in relationships soulmate theorists constantly evaluate their partner but once committed they use relationship and partner-enhancing strategies to make the relationship sustainable following conflict. Work-it-out theorists may be less likely to use these strategies given that they find it less necessary to believe they’re with the ideal person.

B2 **VICARIOUS AGENCY AND THE EFFECT OF GESTURES ON ATTITUDES**

Cheryl Taylor¹, Shanna Mittie¹, Charles Lord²; ¹Texas Christian University, ²Texas Christian—Actions, including body movements, can affect attitudes (e.g., Wells & Petty, 1980). People who make positive movements toward an attitude object later report more positive attitudes toward that object than people who make negative movements. The present experiment tested whether attitudes might be changed by another person’s body movements, but only when people experience vicarious agency (Wegner, Sparrow, & Winerman, 2004). Using Wegner and colleagues’ (2004) procedure, female participants saw themselves in a mirror, wearing a robe. An unseen “hand helper” extended her arms through the robe from behind. Participants saw, next to the mirror, projected images of objects and people. Three images were of gay men. The experimenter told the hand helper, through headphones, to make a gesture as each image appeared. Some gestures were positive, some negative, and some neutral. Participants in the preview condition overheard these instructions; those in the no preview condition did not. Participants saw the hands make either all positive or all negative gestures when gay men images were shown. Subsequently, participants reported how responsible they felt for the gestures, and their attitudes toward gay men. Replicating Wegner et al. (2004), participants felt more responsible for the gestures in the preview than in the no preview condition. Extending those findings, participants who saw positive gestures reported more positive attitudes toward gay men than did

participants who saw negative gestures, but only in the preview condition. Gestures, a specific type of attitude-relevant action, affect attitudes only when people feel personally responsible for performing the gestures.

B3 **A FIVE-YEAR STUDY OF HEALTH OPTIMISM AND PESSIMISM IN LATER LIFE: CONSISTENCY, FUNCTIONAL AND PSYCHOLOGICAL CHANGES, AND SURVIVAL**

Joelle Ruthig¹, Judith Chipperfield², Barbara Payne²; ¹University of North Dakota, ²University of Manitoba—Some researchers (Maddox & Douglass, 1973) contend that personal beliefs about health (subjective health: SH) are more meaningful than objective health (OH) measures (e.g., medical status). We explored this issue by applying the health congruence framework (Chipperfield, 1993), which acknowledges that individuals’ SH and OH can be congruent (SH = OH) or incongruent in the form of health optimism (SH > OH) or pessimism (SH < OH). To extend limited research linking health incongruence to social engagement and survival we assessed consistency in health incongruence and its correlates. We measured 757 older adults’ health incongruence, functional ability, and psychological well-being via two face-to-face interviews conducted five years apart. Descriptive results indicated Time 1 health realists (congruence) were likely to remain realists at Time 2. Conversely, Time 1 health optimists and pessimists (incongruence) tended to become realists. We then identified 5-year changes in functional ability (physical activity, pain, IADLs) and psychological well-being (life satisfaction, stress, perceived control) that corresponded with health congruence shifts. Regression results showed remaining/becoming a health optimist corresponded with better functioning and psychological well-being; remaining/becoming a health pessimist corresponded with poorer functioning and well-being - even when accounting for persistently good or poor OH, age, and gender. Mortality was tracked for 18 months after Time 2 to determine whether health congruence shifts predicted survival. Regression results showed a survival benefit for realists with persistently poor OH if they shifted toward health optimism. Findings have implications for quality and length of life among older adults with chronic health conditions.

B4 **SOCIAL INFLUENCES ON RAPID MIMICRY OF EMOTIONAL FACIAL EXPRESSIONS**

Eric Moody^{1,2}, Daniel McIntosh¹, Laura Mann¹; ¹University of Denver, ²National Jewish Medical and Research Center—Humans rapidly match observed facial expressions. These rapid facial reactions (RFRs) to faces, often termed mimicry, are implicated in important social-emotional processes and clinical syndromes (emotional contagion, empathy, embodiment theory, autism). Despite the importance of RFRs, their mechanisms are not well understood. Some assume that RFRs are motor-based, non-emotional facial matching. Others suggest that these rapid reactions are the result of emotional processes. Still others suggest that they may be part of a social-communicative process. Isolating influences on RFRs is important for determining the mechanisms involved in RFRs and understanding their function. This study examined whether the presence of another person influences RFRs, as predicted by social-communications frameworks, including Fridlund’s Behavioral Ecology theory of emotions. Brow (corrugator, related to anger), forehead (frontalis, fear) and cheek (zygomaticus, happiness) activity were recorded using electromyography (EMG) in social vs. non-social conditions. In the social

condition, 19 undergraduates watched pictures of angry, fearful, and happy facial expressions with another individual. In the non-social condition, 19 participants watched them alone. Muscle activity during the 1000 ms after stimulus onset was analyzed. As predicted, participants who were with another individual demonstrated enhanced RFRs compared to those watching alone, $F(1,31)=5.25$, $p=.03$; however, those who were alone in the non-social condition still mimicked. Several mechanisms may account for these results, including social facilitation (if automatic mimicry is a dominant response) or a rudimentary emotional communication process (communicative behaviors are enhanced in social situations). Postulated mechanisms for RFRs must account for social influences occurring very early in the process.

B5
THE APPLICABILITY OF THE EVOLUTIONARY THEORY IN MODERN INFIDELITY *Jana Hackathorn¹; ¹Saint Louis University*—Evolutionary based theories propose that reproductive restrictions are vital in understanding sex differences in perceptions of infidelity and jealousy (Milhausen, & Herold, 1999). Traditionally, infidelity has been examined in a tangible context because sexual acts were limited to geographical proximity. However, the birth of the Internet and online communication allows sexual relationships to exist between individuals who are physically separated. The goal of this study was to examine the applicability of the evolutionary theory regarding sex differences in reactions to 'cyber-infidelity'. Adult participants (N=115) completed a survey packet containing one of two scenarios depicting a person discovering that their significant other has engaged in extra-dyadic computer mediated sexual behavior. The two scenarios differed only in the sex of the 'cyber-cheater' and the sex of the 'victim'. In line with evolutionary theories, it was hypothesized that female participants would be more likely to perceive the scenario as infidelity, would rate the stimuli as more upsetting, would report higher ratings of jealousy, and rate a higher likelihood of relationship termination. Most of the findings supported the hypotheses. Compared to males, females reported they were significantly more upset ($p = .001$), were more likely to assert the stimuli as infidelity ($p = .025$), and reported the situation as more destructive to the relationship ($p = .003$). However, there were no significant differences in levels of jealousy reported by the participants ($p = .380$). The present study demonstrates that this modern form of infidelity may also adhere to many aspects of the evolutionary theory.

B6
WHITE AMERICA: IS THE IMPLICIT "AMERICAN = WHITE" STEREOTYPE MALLEABLE? *Kumar Yogeeswaran¹, Nilanjana Dasgupta¹; ¹University of Massachusetts, Amherst*—Recent research has demonstrated that Americans of all races implicitly associate American with White. The current study investigated whether this "American = White" stereotype is, in fact, malleable. One hundred and eleven participants were exposed to pictures and biographical descriptions of either famous Asian Americans or famous White Americans who have represented the U.S. in the international arena (e.g., through military or government service; won Olympic medals or scientific awards). Participants in the neutral condition were exposed to pictures and descriptions of stimuli unrelated to ethnicity (e.g. nature reserves). Participants then completed an IAT to measure the degree to which they associated Asian American vs. White American with American vs. foreign concepts followed by a questionnaire that measured the degree to which they believed each group was American. Results revealed that participants exposed to famous Asian Americans showed significantly less "American = White" stereotypes than those exposed to famous White Americans or neutral stimuli. The latter two conditions were statistically equivalent. In terms of self-reported beliefs, participants, regardless of treatment condition, reported that White Americans are more likely to be loyal to the U.S., patriotic, and born or raised in the U.S. than Asian Americans. This study demonstrates that the robust implicit stereotype that only White

Americans count as "truly" American can be attenuated under the right conditions. The lack of differences in terms of explicit stereotypes suggests that famous Asian Americans may have been subtyped as unusual and thus not changed beliefs about the category as a whole.

B7
GETTING ACQUAINTED IN INTERRACIAL INTERACTIONS: SEEKING VERSUS DISCLOSING THE PERSONAL AND CONTROVERSIAL *Camille S. Johnson¹, Michael A. Olson², Russell H. Fazio³; ¹San Jose State University, ²University of Tennessee, ³The Ohio State University*—Intergroup interactions are often fraught with tension and uncertainty. Hence, it is important to understand the factors that influence the quality of such contact. Self-disclosure is a particularly important factor to consider because it can lead to a decrease in stereotyping (e.g., Miller & Ensari, 2003), and may influence other critical variables in interaction settings (e.g., trust, liking, out-group knowledge). Interactions involve both responding to requests for disclosure (answering) as well as initiating requests for disclosure (asking). We led White participants to believe that a video interaction with either a Black or a White partner was pending, and investigated their willingness to either answer or ask questions of their interaction partners from various content domains. Results indicated that White partners avoid topics involving intimate self-disclosure with a Black interaction partner whether they were in an asking or answering role, suggesting that there exists barriers to self-disclosure regarding more intimate, personal topics in interracial contexts among Whites students. Similarly, White participants avoided controversial and race-related topics when interacting with a Black relative to a White partner while in an asking role. However, when in an answering role, White participants were more willing to discuss controversial issues such as race with a Black relative to a White partner. This suggests that while Whites Americans are unwilling to broach the topic of race with Black partners, they have some enthusiasm to discuss those and related topics as long as their Black interaction partner is the one who raises them.

B8
IMPRESSION MANAGEMENT AND HEALTH RISK: A DAILY DIARY STUDY *Megan A. O'Grady¹, Jennifer J. Harman¹, Marci E.J. Gleason^{2,3}, Kristina Wilson¹; ¹Colorado State University, ²Wayne State University, ³Karmanos Cancer Institute*—Impression management is "the process of controlling how one is perceived by other people" (Leary & Kowalski, 1990, p. 34) and can serve important functions such as influencing how one is treated by others, helping to construct and maintain one's self concept, fulfilling one's need to belong, and maximizing reward-cost ratios in social relations (Leary, 1995; Schlenker, 1980). Health risk behaviors such as substance abuse have been linked to impression management through the use of self-presentational goals that convey certain desired images to others (Leary, Tchividjian, & Kraxberger, 1994). Limited research has been conducted to determine the effects of people's actual social interactions on impression management, and it is unclear how health risk behavior and impression management are related in everyday interactions. Daily diary data on desired impressions, alcohol use and risk behavior (e.g., unprotected sex) were collected over three weeks from 96 college students. Additional weekly survey data was collected that included fear of negative evaluation (FNE) and the need to belong (NTB) which are dispositional factors related to impression management. Results indicated that a model including FNE and NTB predicted weekly alcohol use. In addition, participants used a variety of impressions over the three week period; however, wanting to be seen as attractive (both physically and sexually) appears to be an important predictor of daily risk behaviors. In conclusion, wanting to convey certain impressions may be important in predicting health risk behaviors and prevention programs should address impression management concerns accordingly.

B9**FEAR, ANGER AND SEEKING INFORMATION ABOUT TERRORISM: THE MODERATING ROLE OF ISSUE KNOWLEDGE**

Yoka Wesseling¹, Wilco van Dijk¹, Peter Kerkhof¹; ¹VU University Amsterdam – This research examined the impact of fear versus anger on individuals' preference of terrorism-information. We predicted that individuals would prefer information that satisfies their emotion-specific goals. We hypothesized that fearful individuals would prefer information related to safety or reassurance while angry individuals would prefer information related to justice or rehabilitation. Moreover, we predicted that issue-relevant knowledge would moderate this effect since low (vs. high)-knowledgeable individuals are more likely to use their emotional state as a cue when making decisions. In Study 1, we manipulated fear (vs. anger) by asking participants to elaborate on aspects making them most scared (vs. angry) when thinking about terrorism. Hereafter, they were presented with a list of folders/titles allegedly containing information about terrorism: related to safety, justice, or unrelated (escape possibility). Participants then chose the information they desired to read. Knowledge was assessed with questions about terrorism-related topics. Results confirmed that fearful (vs. angry) participants preferred safety (vs. rehabilitation)-related information, but only under low-knowledge conditions. Study 2 replicated this effect and additionally suggests that fearful (vs. angry) participants vary in their information preference because they differently appraise the threat of terrorism: fearful (vs. angry) participants more strongly associated this threat with uncertainty. Together, these studies support the notion that discrete emotions are associated with discrete behaviors. The emotion guided selective attention to information that was goal relevant, i.e., resulted in an emotion-specific information preference. However, as predicted it only occurred when individuals do not have other resources relevant to the decision, such as issue-relevant knowledge.

B10**GROUP BOUNDARY PERMEABILITY AFFECTS ATTITUDES AND ANTICIPATED POWER TOWARD OUTGROUP MEMBERS**

Ryan Gonzalez¹, Mark Snyder¹, Olivier Klein²; ¹University of Minnesota, Twin Cities, ²Université Libre de Bruxelles – At times, attitudes toward outgroups can be influenced by the threats they pose to the self. For example, attitudes toward specific outgroups may serve the functional purpose of protecting the self-concept. Research in this area, however, has focused mainly on attitudes toward impermeable outgroup categories, such as race and gender (i.e., membership in each category is non-interchangeable). In contrast to such outgroup categories are those that represent possible selves (e.g., obese and elderly people; thin people can become obese, and young people will become old), and thus may elicit particular threats to self-concept. Such threats may be reduced by reinforcing group boundaries (i.e., via prejudice and stereotyping). Participants (N=38) completed measures of their expectations for an upcoming interaction with an obese female college student who had profile information that made group boundaries either permeable or impermeable. As predicted, manipulating boundary permeability of a stigmatized target person produced significant differences in perceivers' stereotypes and prejudice, such that information suggesting impermeable group boundaries elicited more stereotyping [$F(1,36)=4.324, p<.05$] and more prejudice [$F(1,36)=3.927, p=.055$]. In contrast, permeable group boundaries elicited greater anticipations of power in the upcoming interaction [$F(1,36)=4.05, p=.052$]. Thus, although the permeability manipulation made it easier for participants to justify their negative evaluations in the impermeable condition, it also evoked a more dominant orientation for those in the permeable condition. Moderators of these effects are explored, and an interpretation in terms of a cognitive function (i.e., for the impermeable condition) and an ego-defensive function (i.e., for the permeable condition) is explored.

B11**CULTURAL DIFFERENCES IN INTERPRETATIONS OF IMPRESSION MANAGEMENT STRATEGIES**

Richard E. Bennett¹, Cassie A. Hull¹, Bradley M. Okdie¹, Rosanna E. Guadagno¹; ¹The University of Alabama – Research indicates social roles influence normative expectations for behavior that differ for men and women in that men are expected to be more agentic and women are expected to be more communal (Eagly, 1987). Boastfulness or self-promotion is more normative for men and modesty for women (Guadagno & Cialdini, 2007). The current study examined the effects of perceiver ethnicity and impression management strategy on personality judgments in a 2 (Perceiver Ethnicity: Black v. White) x 4 (Strategy of Target: Boastful v. Modest v. Hybrid 1 v. Hybrid 2) between subjects design. Two hundred seventy-five participants (130 male, 145 female) read a vignette about a target person who responded to an achievement with an impression management strategy that was either boastful, modest, or a combination of boastful then modest (hybrid 1) or modest then boastful (hybrid 2). Participants rated the target person on a variety of dimensions. Black participants rated the target of the vignettes significantly higher on ratings of warmth, trustworthiness, modesty, likeability, work retention, and work assignments than did white participants. Black participants also rated vignette targets who used boastful strategies and a hybrid strategy led by a boastful statement as significantly more trustworthy, $F(3, 267) = 3.32, p = .02$. These results suggest that blacks and whites may interpret impression management strategies differently. Consistent with prior research blacks may be more accepting of boastful behavior than white (Holtgraves & Dulin, 1994). These findings may prove beneficial in interpreting future research of normative behavior expectations involving participants of varying ethnicities.

B12**THE MEDIATING ROLE OF AFFECT IN GAIN FRAMED AND LOSS FRAMED HEALTH PROMOTING INFORMATION**

Jonathan Van 't Riet¹, Robert A.C. Ruiter¹, Hein De Vries¹; ¹Maastricht University – Health promoting messages can be framed in terms of the gains that are associated with healthy behavior, or the losses that are associated with unhealthy behavior. Studies show inconsistent results with regard to the question which type of framing is more effective. Also, the underlying mechanisms are unclear. The present research investigated whether affect mediates the persuasive power of gain framed and loss framed information. In study 1, participants (N = 99) rated their agreement with six statements about the consequences of physical activity which were either gain framed or loss framed. Also, they indicated the extent to which the statements evoked positive and negative affect. The results showed that information acceptance was higher for gain framed statements than for loss framed statements and that this effect was mediated by positive affect. In study 2, participants (N = 100) completed a measure of approach/avoidance orientation. Next, the same procedure and health topic was used as in Study 1. The results showed that information acceptance was higher for gain framed statements than for loss framed statements and that positive affect was a mediator of this effect. In addition, participants with a greater approach orientation had higher information acceptance ratings, regardless of frame. This effect was also mediated by positive affect. Together, these two studies suggest that positive affect, a somewhat under-studied subject in health promotion and health education research, can play an important role in increasing information acceptance.

B13**CHOOSING TO RE-ENGAGE AN ACTIVITY: WHEN MATCHING REWARD AND TASK FRAMING ENHANCES INTRINSIC MOTIVATION**

Nao Hagiwara¹, Joseph Cesario¹, Thane S. Pittman², E. Tory Higgins³; ¹Michigan State University, ²Colby College, ³Columbia University – The present study begins to provide a new perspective on people's choosing to re-engage an activity following reward. Drawing on Regulatory Fit

Theory (Higgins, 2000), we propose that whether there is a match or a mismatch between how individuals think about a task and how the reward is described is an important determinant of the effect of rewards on desire to re-engage in the task. More specifically, we hypothesized that when there is a match between the framing of the task and of the reward, rewards would enhance subsequent motivation to perform the task. In contrast, when there is a mismatch between the framing of the task and of the reward, rewards would undermine this motivation. We manipulated how individuals perceive a given task, such that everyone thought the task they performed was a fun task. We also manipulated how the reward was introduced to the individuals, such that the reward was delivered in either a fun (i.e., a match) or a serious manner (i.e., a mismatch). Consistent with our predictions, when there was a match between individuals' orientation toward the task and the framing of the reward, participants performed the task more frequently when given an opportunity to perform the same task again. In contrast, when there was a mismatch between the two, participants performed the task less frequently. Our findings are consistent with the argument that cognitive framing of tasks plays a critical role in maintaining intrinsic motivation.

B14
AN INVESTIGATION OF MECHANISMS UNDERLYING THE CHOICE OVERLOAD PHENOMENON Graeme Haynes¹, James Olson¹; ¹University of Western Ontario – The results of several recent experiments suggest that having a large number of alternatives from which to choose can lead to negative consequences such as making a decision frustrating, reducing the satisfaction that people derive from their chosen alternative, and decreasing people's motivation to make any decision at all (see Iyengar & Lepper, 2000, and Schwartz et al., 2002). The purpose of the present study was to provide a preliminary investigation of mediating mechanisms that underlie the choice overload phenomenon: option attachment (dissonance), negative affect, failure to meet expectations, and unknown possibilities (concern over the possibility of other options being even better) explanations were considered. Participants were given the opportunity to choose from among either 5 (moderate choice) or 20 (large choice) prizes and their decisions were either final or changeable. Individual differences in decisiveness were measured and found to moderate several of the findings. Although it is apparent that the decision-making process aroused more negative emotions amongst indecisive individuals as the number of alternatives increased, the results of this experiment do not make it possible to tease apart the dissonance and general negative affect explanations. In the present study, the adjectives presumed by Elliot and Devine (1994) to be unique to the experience of dissonance did not emerge as distinct from other negative emotion adjectives. The "concern about other options being even better" explanation received support when individual differences in decisiveness were considered.

B15
TEMPORARILY ACCESSIBLE CAUSAL UNCERTAINTY AND PERSUASION BY CAUSAL ARGUMENTS: THE MODERATING ROLE OF CAUSAL IMPORTANCE Kristen Capuozzo¹, Stephanie Tobin¹, Melissa Raymundo¹; ¹University of Houston – Causal Uncertainty (CU), doubts about why events happen, and Causal Importance (CI), the value placed upon causal understanding, both affect how extensively individuals think about causal explanations in persuasive messages. Tobin and Weary (in press) found that individuals high in both chronic CU and CI scrutinized causal arguments, showing more persuasion by strong compared to weak causal arguments. However, Tobin and Raymundo (2007) found that individuals primed with high CU were equally persuaded by strong and weak causal arguments. This study sought to reconcile these findings. Participants were primed with high CU/high CI, high CU alone, or high CU/low CI, then read strong or weak, causal or non-causal arguments. Motivation to understand why events occur should be highest among high CU/high CI participants, resulting in scrutiny of causal arguments. High CU only should show less

motivation, resulting in cue-based acceptance of causal arguments. High CU/low CI, those with least motivation to understand, should show no effect of argument type. Analyses revealed a significant Prime by Argument Type by Argument Quality interaction on attitudes. As predicted, we obtained an Argument Type by Argument Quality interaction among high CU/high CI participants; they were more persuaded by strong compared to weak causal arguments. We obtained only a significant main effect of argument type among high CU only participants; they were more persuaded by causal compared to non-causal arguments. Lastly, neither argument type nor quality affected high CU/low CI participants' attitudes. These findings demonstrate the critical role of CI in uncertainty reduction.

B16
THE GUILTY BY ASSOCIATION EFFECT AND PHYSICAL PROXIMITY Jennifer L. Fortune¹, Ian R. Newby-Clark²; ¹University of Toronto, ²University of Guelph – People manifest the guilty by association (GBA) effect when they erroneously assume that they will be judged negatively when a friend commits a social faux pas. In all previous investigations of the effect, the two friends had an existing close relationship and appeared in front of observers in close physical proximity to one another. As a result, we do not know whether feeling close to the offender is necessary for the effect, or if close physical proximity during the offense will suffice. We tested these two possibilities by way of a 2 (feeling close to the offender vs. not feeling close) X 2 (proximal vs. distal) design. Participants were assigned either to undergo a manipulation to induce feelings of closeness to a confederate offender or to complete a non-closeness-generating conversation task. They were then presented in front of a video camera at which time the confederate made an embarrassing admission: that she had cheated on exams. When participants were presented in close physical proximity with the embarrassing person they anticipated lower ratings from the video's audience than in the distal condition. Thus people will experience the GBA effect as a result of being near someone who makes an embarrassing admission; a feeling of intimacy between the two people is not necessary.

B17
"AS LUCK WOULD HAVE IT:" INVESTIGATING THE RELATIONSHIP BETWEEN HEALTH LOCUS OF CONTROL AND DEPRESSION IN MIDDLE-AGED AND OLDER WOMEN Marilyn D. Ishler¹, Amber L. Bush², Mary J. Naus¹; ¹University of Houston, ²University of Houston – Derived from Social Learning Theory (Rotter, 1966), health locus of control (HLOC) is an indicator of generalized perceptions of how personal behavior controls health (Wallston, Wallston, & DeVellis, 1978). Through observing one's own and others' past experiences, one develops expectancies that health outcomes are caused by either internal or external factors. Chance HLOC involves the belief that health is controlled by chance or luck and has been related to high levels of anxiety and distress (Marks et al., 1996). Hope, a construct predicated on individuals' perceived ability to attain desired goals, and resilience, a construct found to provide personal strength and stimulate goal directed behavior, are both typically related to lower levels of distress (Affleck & Tennen, 1996; Strumpher, 1995). It was hypothesized that there would be a positive association between chance HLOC and depression symptomology and that this relationship would be partially mediated by both hope and resilience. A sample of middle-aged and older women between the ages of 30 and 80 (N = 307) completed measures of HLOC, depression, hope, and resilience. As hypothesized, greater belief in chance HLOC was associated with greater depression symptomology. Importantly, significant partial mediation revealed that both hope and resilience were mechanisms contributing to this relationship. In particular, chance HLOC predicted less hope and less resilience, which in turn predicted more depression symptomology. These findings suggest that clinical interventions should address means to either attenuate belief in chance HLOC or its association with negative outcomes.

B18**THE SITUATION IS INDEED POWERFUL: EVIDENCE OF A STRONG PEER INFLUENCE ON DISCRIMINATION TOWARD GAY MEN AND LESBIANS IN HIRING, ROOMMATE, AND VOTING DECISIONS**

Amanda Mahaffey¹, Angela Bryan²; ¹University of Colorado, ²University of New Mexico – In order to assess the influence of peer feedback on behavior toward gay men and lesbians in the contexts of choosing a roommate, hiring a job candidate, and voting for a congressman, a series of three studies was conducted. In these studies (n= 600, 50% female), participants first evaluated each target (Time A) based on limited information (i.e., housing application/resume/candidate platform). Next, participants received detailed descriptions of each target (i.e., interview questions and answers) and were asked to evaluate them again (Time B). It was here that one target was identified as a gay man or a lesbian. Upon learning the sexual orientation of the target, men and those with high antigay bias were moved in a negative direction in their evaluations of the gay/lesbian target. We then asked participants to consider the opinion of their peers in making one final evaluation of all three candidates. We ostensibly handed out the Time B feedback sheets, which were actually filled out previously by the researchers and included a derogatory message or a relatively favorable message (Time C). All participants were robustly moved by this feedback. In these studies, whether the participant received the positive comment or the negative comment was the most significant factor in the final roommate/hiring/voting evaluations over and above preexisting attitudes and gender. In other words, for our samples, discrimination against gay men and lesbians is not a fixed behavior determined by preexisting attitudes toward homosexuals; anyone can be persuaded to discriminate (or not) by mere peer suggestion.

B19**USING FACEBOOK AS A RESEARCH TOOL: PERCEIVED RESPONSIVENESS TO AN ONLINE IDENTITY**

Peter Caprariello¹, Harry Reis¹; ¹University of Rochester – Facebook, instant messenger (IM), and other social networking tools provide novel opportunities for documenting and manipulating social interaction. Using IM and an online networking site (bebo.com), components of the intimacy process were examined using a newly developed paradigm and manipulation. Forty-six students created an online profile and were “interviewed” over IM by a confederate who was instructed to behave either responsively (e.g., encouraged and promoted the participant and his/her interests) or non-responsively (e.g., made obvious mistakes about or brushed off the participant’s personal interests). Results indicate that, among other things, participants who interacted with a non-responsive confederate felt less close to and less liking for the confederate, less positive and more negative affect, less satisfied with themselves, less enjoyment while interacting online, and behaved less responsively in return. These data suggest that a) dynamic intra- and interpersonal processes function during online interaction, and vary in systematic ways depending on the behavior of the interaction partner, b) inappropriate responding to an online identity has consequences that carry over into “real-world” perceptions and relationship formation, and c) online social networking provides a novel and interesting way to study the basic processes of social interaction while eliminating some of the confounds associated with face-to-face interaction.

B20**ARE FAMILY-RESPONSIVE WORKPLACE POLICIES RELATED TO WORKPLACE REWARDS? AN EXPERIMENTAL STUDY OF POLICY USE, GENDER, AND WORKPLACE INEQUALITY**

Sarah Beth Estes¹, Tracie L. Stewart², Dana Donohue², Ioana M. Latu², Ashley C. Myers²; ¹University of Arkansas-Little Rock, ²Georgia State University – This study evaluated three theoretical perspectives regarding how using family-responsive workplace policies affects the allocation of workplace rewards. Participants read an employee portfolio for a man or a woman

who did or did not take a parental leave. They then completed performance evaluations for this employee and made recommendations regarding raises, promotions, and job security. In contrast to the perspective that gender roles are prescriptive-- that they outline the “dos” and “don’ts” of being a man or a woman--men described as having taken a parental leave were recommended for raises and promotion more often than were men who did not take a leave and women regardless of leave condition. This finding also contradicts the gender-neutral “ideal-worker” perspective, which posits that organizational rewards flow to employees whose workplace commitment is not diluted by outside factors. Importantly, performance evaluations did not significantly differ for men and women regardless of leave condition, suggesting that the gender differences in allocation of workplace rewards did not stem from differential evaluations of employee performance based on gender or leave-taking behavior (or interactions of the two). These findings, coupled with the finding that women who took parental leave were the group most likely to be recommended for firing, fit best with the general theory of gender bias that suggests women will be penalized more than men even when both use family-responsive workplace policies. In fact, men were rewarded for utilizing these policies, whereas women were punished. Implicit measures further suggested a greater valuing of male workers.

B21**MORAL DISENGAGEMENT IN THE SUPPORT OF WAR: CORRESPONDING POLITICAL ATTITUDES AND INFORMATION-SEEKING PATTERNS**

Lydia Eckstein Jackson¹, Jennifer Sparr²; ¹University of Tennessee, ²Universität Konstanz, Germany – Moral disengagement (Bandura, 1986) involves a consecutive process through which behavior disengages from moral self-control, thereby enabling inhumane conduct without negative consequences for the person’s self. We developed a scale to assess moral disengagement in support of war and, subsequently, investigated how inter-individual differences in such disengagement relate to differences in political attitudes and media consumption. In terms of political attitudes, persons with higher moral disengagement scores reported being more militaristic and politically conservative. Information on individuals’ media preferences revealed interesting differences in the case of newspapers. Higher levels of moral disengagement were associated with preferences for “Business” related content, whereas lower levels of moral disengagement were associated with preferences for the “Culture and Arts” and “International” sections. Acknowledging that direction of causation is muddled by the cross-sectional method, we suggest that information-seeking is driven such that persons lower in moral disengagement seek diverse perspectives, especially those aspects of media that highlight the material and personal consequences of war. Yet, those further disengaged from moral standards appear to seek more detached reports in which events are discussed in terms of their effect on the economy rather than on humanity. However, it is also plausible that moral disengagement is facilitated by exposure to information that deemphasizes the effect of war on humanity in favor of its economic consequences. Overall, the presentation of war and its consequences in abstract terms seems to be associated with higher moral disengagement and, ultimately, support of war.

B22**STRESS, COPING, AND WILLINGNESS VS. INTENTION TO DRINK ALCOHOL**

Amy Houlihan¹, Frederick Gibbons¹, Meg Gerrard¹; ¹Iowa State University – The goal of this study, which was based on the prototype / willingness model of adolescent health risk behavior (Gibbons et al., 2006), was to expand upon the extant correlational literature regarding stress and alcohol use by experimentally linking perceived stress and willingness to drink. 149 undergraduates completed pre-test measures of their drinking behavior, their willingness and intention to drink, and their tendency to use alcohol as a coping mechanism. One to 2 months later, they were randomly assigned in the

lab to undergo a stress induction or to complete a control task. They then either wrote about their current thoughts and feelings or proceeded directly to the dependent measures, which included behavioral intention and willingness to drink alcohol when experiencing stress. A Stress x Focus interaction ($p = .03$) indicated that participants who reported higher levels of stress reported greater willingness to drink alcohol, but only if they first focused on and wrote about their current thoughts or feelings. The interaction was only present among participants who endorsed coping motives for drinking ($p < .04$); no evidence of an interaction was found for those who did not endorse these motives. As expected, the Stress x Focus interaction was not significant for behavioral intention. Thus, consistent with the prototype/willingness model, temporarily focusing on one's reaction to a stressful situation increases willingness but not intention to drink alcohol.

B23

THE PRESSURE TO BE BETTER & WORK HARDER: CONTENTING WITH PERCEIVED INFERIORITY IN THREATENING DOMAINS Valerie Jones¹, Claude Steele¹; ¹Stanford University – In a series of studies, we investigated whether members of stereotyped groups, specifically women in math and science, felt pressure to prove themselves as competent and qualified individuals within domains where their groups are negatively stereotyped. The first study demonstrated that women are perceived, by both sexes, as facing a pressure to prove their ability in math and science classes to a greater degree than men. In fact, women more strongly endorsed this perception. Study 2 manipulated the presence of threat in a math context (threat: present, absent, ambiguous). It was found that women completing a challenging math task, not only perceived a pressure to prove their abilities, but also responded by putting forth more effort (i.e., time) to complete the task than did men. Study 3 varied the task domain (math vs. verbal), and found that women (vs. men) perceived more pressure to prove their ability and spent more time preparing for the challenging math (vs. verbal) task. This research provides initial evidence that women feel that they must “work harder” and provide more tangible evidence of their abilities in order to be perceived as competent members of math-related domains. These findings have implications for the efficacy, expectations, and performance of women within stereotyped domains.

B24

SEIZING, FREEZING, AND SUFFERING: A LOOK AT NEED FOR CLOSURE IN RELATIONSHIPS Daniel Rempel¹; ¹University of Hawaii at Manoa – This study examined the impact of components of the Need for Closure (NFC) construct on our likelihood to stay in bad relationships. NFC has been characterized as our tendency to “seize” upon immediate answers when faced with ambiguous situations, and to “freeze” by failing to update when alternative solutions present themselves (Kruglanski, 1989). For this reason, the two major components examined for this study were Intolerance of Ambiguity and Decisiveness. It was predicted that high levels of both would be associated with relationship dissatisfaction because once in a relationship, these individuals would tend to stay in it, even if they were unhappy, because of a preference for the familiar versus the unknown. Median splits were performed on Intolerance of Ambiguity and Decisiveness, creating four groups (2 x 2) that varied on these dimensions. A Multivariate Analysis of Variance using two measures of relationship satisfaction revealed an interaction effect, such that individuals high in both Intolerance of Ambiguity and Decisiveness and individuals low in both dimensions showed significantly lower levels of relationship satisfaction. However, additional analyses revealed that Decisiveness and Intolerance of Ambiguity both showed a significant, positive relationship with relationship length, such that individuals high in these personality dimensions were more likely to stay in relationships. These results support the initial hypothesis, such that cognitive

tendencies of “seizing” and “freezing” are associated with staying in established relationships, even if one finds the relationship unsatisfying. This study represents the first examination of the link between NFC components and relationship characteristics.

B25

EXPLORING HOW JUSTICE AFFECTS WILLINGNESS TO FORGIVE Anomi Bearden¹, John Ellard¹; ¹University of Calgary, AB, Canada – A 2 (just world threat: low threat, high threat) X 3 (ultimate justice salience: none, victim compensation, perpetrator punishment) design investigated the effects of just world threat and ultimate justice salience on perceptions of forgiveness. Participants were 95 undergraduate students who read a news story of a robbery/shooting and an interview with a professor and reported the extent to which they thought the perpetrator deserved forgiveness and the extent to which they would insist on various contingencies (apology/explanation, status restoring, responsibility/punishment, and revenge) in order to forgive. Findings revealed that within the high threat condition, perpetrator punishment salience led to less insistence on apology/explanation than did no ultimate justice salience. Within the low threat condition, victim compensation salience led to greater insistence on status restoring conditions than did no salience. Within the victim compensation condition, a high threat led to less insistence on status restoring conditions than did a low threat. Those who had perpetrator punishment salient insisted on less revenge than did those who had victim compensation brought to mind. Findings suggest that the salience of ultimate justice may facilitate forgiveness under just world threatening conditions.

B26

A MANY-SPLENORED MOTIVE: THE DISTINCT EMOTIONAL EXPERIENCES OF DIFFERENT LOVE TYPES John Rempel¹, Joel Young², Christopher Burris¹; ¹St. Jerome's University, ²University of Toronto – Our theory of love (Rempel & Burris, 2005) proposes that love is a motive associated with the proximal goal of preserving or promoting the other's wellbeing. Further, we suggest that there are distinct forms of the love motive, each with a different ultimate goal, and each triggered by distinct emotional experiences. For example, erotic love is elicited by anticipatory excitement, such that promoting the other's wellbeing is a means to the ultimate goal of uniting with a desired mate. Alternatively, altruistic love – in which promoting the wellbeing of the other is both the proximal and ultimate goal – is elicited by empathy and caring. Similarly, the other love types – dependence, companionate love, enrichment, and regard – are each theorized to be associated with distinct emotional experiences. To test this idea, 153 participants read one of six prototypic descriptions of a love type constructed by compiling items from our love scale. After writing about a personal incident that fit the template for a specific love type, participants rated how much they had experienced each of 36 love-related emotions. With the exception of enrichment (which was highly correlated with companionate love), those who wrote about a specific type of love rated the emotions corresponding to that love type significantly higher than those who wrote about other love types, even when controlling for other emotions. Overall, the results support the hypothesis that different types of love are associated with distinct emotional experiences.

B27

NOT ALL SELVES FEEL THE SAME UNCERTAINTY: MOTIVATED ASSIMILATION TO PRIMES AMONG HIGH AND LOW COLLECTIVISTS Kimberly Rios Morrison¹, Camille S. Johnson¹, S. Christian Wheeler¹; ¹Stanford University – Three experiments demonstrated that self-uncertainty (a psychological state that involves feeling unsure of oneself, one's life, and one's future) can have different affective and behavioral consequences, depending on both the nature of the uncertainty and individual differences in how the self is defined. In

Experiment 1, high (but not low) collectivists experienced discomfort when made to feel uncertain about themselves as group members, whereas low (but not high) collectivists experienced discomfort when made to feel uncertain about themselves as individuals. Experiments 2 and 3 suggested that assimilation to primes can sometimes be a motivated response to self-uncertainty. In Experiment 2, high (but not low) collectivists assimilated to a social construct prime following a group-level uncertainty manipulation. In Experiment 3, low (but not high) collectivists assimilated to the same prime following an individual-level uncertainty manipulation. These results have implications for the strategies that people may employ to restore their sense of self-certainty when it is threatened, as well as the mechanisms and moderators of priming effects.

B28**THE EFFECTS OF FACIAL ATTRACTIVENESS, WEIGHT, AND IMMEDIACY ON SOCIAL INFLUENCE: A TEST OF DYNAMIC SOCIAL IMPACT**

Melinda Bullock¹, Helen Harton²; ¹Saint Louis University, ²University of Northern Iowa – Dynamic social impact theory (DSIT; Latané, 1996) predicts that reciprocal influence leads to clustering (regional differences in attitudes), correlation (once unrelated issues becoming associated), and consolidation (a reduction in attitude variance). According to social impact theory, (SIT; Latané, 1981), this influence occurs as a multiplicative function of strength (e.g., expertise, personality, or status), immediacy (closeness in social space), and number (how many people are influencing or being influenced). DSIT and SIT have received substantial empirical support (see Harton & Bourgeois, 2004); however, no published studies have successfully examined the multiplicative effects of strength and immediacy, an integral part of SIT, nor have any previous DSIT studies examined the effects of personal strength characteristics on group-level outcomes. In this study, female participants gave their attitudes and importance ratings on several issues. Participants then discussed these issues in dyads over the computer and gave their attitudes and importance ratings again. Some participants were led to believe that they were chatting with someone who was low or high in facial attractiveness, average or overweight, and from their or another school. After discussion, dyads' attitudes consolidated, became more intercorrelated, and tended to cluster to a greater extent than before discussion, especially when strength and immediacy were high. These results provide further support for DSIT and SIT and is one of the first to find evidence for the multiplicative effects of strength and immediacy. People who are physically closer to us and physically attractive may be particularly influential, even when the communication occurs online.

B29**ALWAYS LOOKING ON THE BRIGHT SIDE OF LIFE: TRAIT HOPEFULNESS, COGNITIVE APPRAISALS, AND COPING STRATEGIES AMONG PARENTS OF CHILDREN WITH DISABILITIES**

A. Taylor Newton¹, Daniel N. McIntosh¹; ¹University of Denver – The transactional model of coping postulates that individual differences influence coping by affecting cognitive appraisals, yet this path is understudied. Trait hopefulness is likely to affect coping through this path, as it is linked to cognitive processes such as attribution, self-efficacy, and appraisals. However, its role has not been investigated in the full context of a cognitive approach to coping. We examined trait hopefulness to determine 1) if it is related to cognitive appraisals, 2) if it is related to coping strategies, and 3) if, consistent with the transactional model, primary and secondary appraisals mediate relations between hopefulness and coping. We tested these hypotheses in a national sample of 100 parents of children with physical, mental, and/or developmental disabilities. Controlling for severity of disability, we found that 1) hopefulness was negatively associated with threat and loss primary appraisals although unrelated to challenge appraisal, and interestingly, negatively related to benefit appraisal. Hopefulness was also positively associated with secondary appraisals of self- and others-control, but not with God-control and no-control. Likewise, 2) hopefulness was strongly

negatively associated with disengagement coping strategies, although unrelated to engagement strategies. Finally, multiple mediation analysis revealed that 3) primary appraisals mediated the relation between hopefulness and use of disengagement coping. Results indicate that hopefulness is a useful trait in specifying coping processes in parents of children with disabilities, and its effects are mediated through appraisals. Future research should include individual difference variables such as hopefulness to understand how and why individuals differ in their responses to stress.

B30**CULTURAL ORIENTATION, WORLDVIEW, AND AUTHORITARIANISM: POST-CONFLICT IN ACEH, INDONESIA**

Fajran Zain¹, Rolf Holtz¹; ¹Ball State University – Discrimination and brutality have been attributed to people with authoritarian personalities (Altemeyer, 1988). Although a disposition to conform is one predictor of authoritarianism (Duckitt, 2001), the relational self-representation and strong group allegiance of collectivist persons can also predict authoritarian action tendencies, especially during intergroup threat. In the context of civil war, bombings, assaults, rapes, and interrogations provide evidence that the world is a dangerous place, which should mediate the relationship between collectivism and authoritarianism. 215 participants from Aceh, Indonesia completed measures of bad events experienced during the 1976-2005 military operations. Four cultural orientations [horizontal and vertical collectivism; horizontal and vertical individualism; Triandis, 1996], conformity, in-group identification, belief in a dangerous world (BDW), and right-wing authoritarianism (RWA) were also assessed. Participants were clearly more collectivist ($M = 5.67$) than individualist ($M = 4.40$), $F(1,214) = 216.55$, $p < .001$. AMOS modeling software showed a direct path from wartime experiences to an Achenese in-group identity [$\beta = .03$, $t(213) = 3.21$, $p < .002$]; and from Achenese identity to BDW [$\beta = .26$, $t(213) = 4.53$, $p < .001$]. Covariation between predictors was removed; and the expected mediation of BDW in the relationship between vertical collectivism and RWA was found. BDW also completely mediated the relationship between conformity and RWA. BDW partially mediated the relationship between horizontal collectivism and RWA. The model fit the data well with a root-mean-squared error of approximation (RMSEA) of .039, a Goodness of Fit Index of .97, and the Adjusted Goodness of Fit Index at .94.

B31**ENHANCING CREATIVE INSIGHTS AFTER UNCONSCIOUS THOUGHT**

Karin Bongers¹, Ap Dijksterhuis¹; ¹Radboud University – Creativity has long been associated with incubation, the idea that a period of distraction leads to a change in mental 'set'. After distraction, thoughts in the wrong direction extinguish and people approach problems with a 'fresh look'. However, little is known about this process. It has recently been proposed that, besides engaging in conscious thought, people can approach psychological phenomena by engaging in unconscious thought: A process whereby relevant information processing continues while conscious attention is directed elsewhere. We propose that creative insights are not only the result of continuous set-shifting; it really requires unconscious thought. In one of our experiments participants were given a Dutch version of the accumulated cues task in which they were asked to guess one clue word. After a few cues participants engaged in a period of unconscious thought, they were merely distracted for the same period of time, or they continued immediately. After the manipulation they continued with the accumulated cues task. The findings demonstrate that participants needed less cues to solve the problem after a period of unconscious thought compared to participants who were merely distracted and who continued immediately. Moreover, the percentage of participants who actually solved the problem was much higher after a period of unconscious thought than in both other conditions. These findings support our idea that it is not merely distraction that leads to creative insights, it requires some unconscious thought.

B32**MARKERS OF RELATIONSHIP SUCCESS AND FAILURE: AN EXAMINATION OF PEOPLE'S BELIEFS ABOUT QUALITIES THAT "MAKE OR BREAK" ROMANTIC RELATIONSHIPS** Alishia

Alibhai¹, Susan Boon¹; ¹University of Calgary – The purpose of the present study was to examine people's beliefs concerning the characteristics and qualities that "make or break" romantic relationships. Participants (97 males and 102 females) were asked to rate lists of relationship qualities (obtained from participants in an earlier study via a free recall exercise) on how important and typical they believe the qualities are as well as the extent to which they believe the qualities cause relationships to be happy/successful and unhappy/unsuccessful. In terms of qualities that characterize happy/successful relationships, the results revealed that participants gave the highest ratings to "trust", "open and honest communication", "mutual respect", "equal commitment to the relationship", and "enjoy being around one another and spending time together." With regards to qualities that contribute to unhappy and unsuccessful relationships, participants gave the highest ratings to "distrust", "dishonesty", "do not respect each other", "unable to forgive and forget", and "do not listen to each other." Sex differences were found for ratings on a number of the qualities including "share the same life goals", "unsupportive of each other's goals", "have financial difficulties", and "do not share the same values and beliefs." Implications for understanding people's beliefs about the kinds of qualities that are predictive of relationship success and failure will be discussed. The ratings obtained in the present study will be used to select the best markers of success and failure for use in a series of studies designed to examine perceived relationship superiority.

B33**EFFECTS OF POWER PRIMING ON PERSPECTIVE TAKING IN TWO CHINESE SAMPLES** Christie Cathey¹, Qiong Wang²; ¹Missouri

Southern State University, ²University of Connecticut – Recent research using American participants suggests that people high in power are less likely to take others' perspectives than are people low in power (Galinsky, Magee, Inesi, and Gruenfeld, 2006). One explanation for this finding is that power increases goal-directed behavior, leading Americans to focus on enhancing the self and thus to ignore others' perspectives. The present study examined the hypothesis that power would have the opposite effect on perspective taking among people from a collectivist culture. Seventy-eight Chinese participants (22 university students and 58 high school students) first completed a writing exercise designed to prime either high- or low-power. Participants then viewed photos of 24 adult faces and indicated which emotion each face showed. Finally, participants completed questionnaires that assessed their personal sense of power and tendency to take others' perspectives. Results from the university sample replicated findings by Galinsky et al. University participants in the high-power condition were less accurate at recognizing emotional expressions than were those in the low-power condition. However, results from the high school sample showed the opposite effect. High school participants in the high-power condition were more accurate at recognizing emotional expressions than were those in the low-power condition. Moreover, high school participants in the high-power condition scored higher on the perspective taking questionnaire than did participants in the low-power condition, suggesting that the power prime influenced participants' thinking about their general perspective taking practices. Results are discussed in terms of possible within-culture differences in self-construals between the two samples of participants.

B34**MORAL DISENGAGEMENT IN BIASED LANGUAGE** Bernhard

Leidner¹, Patricia Slawuta¹, Emanuele Castano¹; ¹New School for Social Research – Building on research on moral disengagement in post-violent situations and language use in intergroup contexts, it is investigated

whether communication can serve the purpose of moral disengagement. An experiment was conducted, confronting American participants with a newspaper article on fictitious incidents of torture and killing of imprisoned Iraqis. Experimental and control condition only differed in the operator of the prison in which the misdeeds happened (U.S. Army vs. Iraqi Army) and thus in the responsibility of the wrongdoings. Free recalls of the article, emotional distress, and perceived reprehensibility were measured, as well as potential moderators such as ingroup glorification. Linguistic intergroup bias was found in terms of usage of verbs and recall was shown to be less abstract in the experimental condition by both two independent raters and computer-based analyses (Coh-Metrix). Furthermore, high glorifiers gave more external explanations and, as a trend, showed less compassion for victims of the ingroup condition. Computer-based analyses found the experimental group using more negative connectives, and high glorifiers using less positive connectives, intentional particles, and causal cohesion in the ingroup than in the outgroup condition (low glorifiers showed the opposite pattern). These variables correlated with distress and reprehensibility providing support to the idea that biased language can effectively function as a moral disengagement mechanism by minimizing ingroup atrocities, justifying them, explaining them away, or lessening their severity, thereby preserving positive self and group images.

B35**INTERGROUP STEREOTYPE THREAT AND ITS IMPLICATIONS FOR CROSS-GENDER SELECTION INTERVIEWS** Nina

E. Jauernig¹, Stephen C. Wright¹; ¹Simon Fraser University – Stereotype threat, the fear of inadvertently confirming a negative group stereotype, can produce behaviour that is consistent with the stereotype (see Steele, et al., 2002). Most past research has measured the impact of stereotype threat on minority groups and has focused on academic or cognitive tasks. This study presents a novel application of stereotype threat and considers intergroup stereotypes and their influence on the behaviour of members of a high-status social group in a dynamic interaction with members of a low-status group. Specifically, concerns about confirming the stereotype of male sexism were manipulated for participants interviewing female participants in a mock selection interview. Male participants were either instructed to avoid sexist behaviour (stereotype threat condition), or no mention was made of gender or sexism (control condition). Male and female participants completed self- and partner-ratings of social and interview skills before, during, and following a mock interview. Counter to stereotype threat predictions, males under threat showed more positive self-ratings of social skills than males in the control condition (during and after the interview). This positive effect did not spread to female performance, as self- and partner-ratings of females did not differ across condition. However, male ratings of female performance were moderated by desire to respond without sexism. Based on Shelton et al.'s (2006) model of intergroup contact, the reduced task difficulty in combination with familiarity with the outgroup and pro-diversity norms may have increased males' motivation and self-efficacy, so that males under threat were able to successfully modulate their behaviour.

B36**A SENSE OF OBLIGATION: CULTURAL DIFFERENCES IN THE FEELINGS ASSOCIATED WITH SOCIAL OBLIGATIONS** Emma E.

Buchtel¹, Ara Norenzayan¹; ¹University of British Columbia – Social obligations are fundamental building blocks of society. Different societies, however, may encourage different feelings about the need to fulfill these social obligations. In particular, in an individualistic society, a sense of obligation towards others may be associated with negative feelings, as obligations undermine independence and personal choice; in a collectivistic society, being obliged to help others may be associated with more positive feelings, since the action entwines social members in a desirable web of mutual obligation. In this study, East Asian Canadian (N=41) and Euro-Canadian (N=47) participants read scenarios in which

their mother, a friend, or a stranger requested help. Overall, East Asian Canadians reported wanting to help more than Euro-Canadians did, and Euro-Canadians reported more of a conflict between "wanting to help" vs. feeling that they "should help" than did East Asian Canadians. Moreover, while feeling "obligated" was associated with only negative feelings for Euro-Canadians, obligation was associated with both positive and negative feelings for East Asian Canadians. These results suggest that while a sense of obligation may have mostly negative associations in an individualistic society, these same obligations may have positive associations in collectivistic societies, and may conflict less with personal desires.

B37

LET ME THINK ABOUT IT: AUTOMATIC VERSUS DELIBERATE PROCESSING IN JUDGING IMMORAL BEHAVIOR *Ramila Usoof¹, Ronnie Janoff-Bulman¹; ¹University of Massachusetts, Amherst* – The social intuitionist model of morality (Haidt, 2001) emphasizes the automaticity of moral judgments. Yet to date the automatic versus deliberative processing of moral judgments has received little empirical attention. This was the focus of our research, which explored the impact of processing mode on moral judgments of a "transgressing" ingroup versus outgroup member. In a 2 (ingroup, outgroup target) X 3 (automatic, deliberative, control) between-subjects experiment, 174 undergraduate participants were provided a folder of a detailed plagiarism case. Participants in the automatic condition memorized a 10-digit number while reading the material. Those in the deliberative condition were asked to write an essay explaining their reaction to the case. Target ethnicity was also manipulated (Arab-American or White American). Dependent measures included target perceptions, punishment recommendations, and perceived fairness of possible punishments. Analyses found a main effect for cognitive processing, with those in the automatic condition suggesting harsher punishments than those in the deliberative and control conditions, which did not differ. Compared with the other participants, those in the automatic condition also judged the more lenient punishments as more unfair (because they weren't harsh enough). There were no effects due to ingroup-outgroup status; perhaps all target were regarded as ingroup members, in that target's student status may have been most salient. Results demonstrated that participants readily made automatic judgments regarding immoral behavior, but in the more controlled conditions (deliberative and control) appeared to engage in some "correction," a result that echoes findings from research on implicit versus explicit stereotyping.

B38

CULTURAL DIFFERENCES IN EMOTION CORRESPOND TO DIFFERENCES IN APPRAISAL *Toshie Imada¹, Phoebe Ellsworth¹; ¹University of Michigan* – Cognitive appraisal theory in emotion proposes that the emotions people experience depend on their appraisal of their situation (e.g., Smith & Ellsworth, 1985; Lazarus, 1991). Thus, individual differences in emotional experiences can stem from the divergence of their interpretation of the situation. Recent cross-cultural research has suggested that people in different cultures, particularly Westerners and Easterners, tend to focus on different aspects of a situation, reason differently, and have different types of motivations. Thus, in this study, we hypothesized that even in similar situations, people in different cultures tend to interpret events differently and, as a consequence, experience different types of emotions that correspond to their appraisal. In order to test this hypothesis, we asked American and Japanese participants to think about situations in which they succeeded or failed and report their feelings at the time and the causality of the incidents. As we expected, the study found substantial cultural differences in causal attributions and emotions. For example, Americans tended to attribute failures to others and experienced negative emotions caused by others (e.g., resentment) whereas Japanese tended to blame themselves for

failures and experienced negative emotions caused by the self (e.g., shame). The implications of these tendencies and motivations are also discussed.

B39

EFFECTS OF ORIENTATION TOWARD DIVERSITY PLUS INNOVATION AND MORTALITY SALIENCE ON ATTITUDES TOWARD FOREIGNERS *Yuriko Mukai¹, Tomoko Ikegami¹; ¹Osaka City University* – This study focuses on the attitudes of people in host countries for an influx of foreigners. Based on the terror management theory (TMT), mortality salience leads people to validate their own cultural worldview, which as a consequence strengthens personal anti-foreign feelings. This tendency becomes more pronounced toward foreigners who spread their culture in a host country (diffuser) than those who support the host country's culture (follower), because the former is more threatening to their worldview. However, TMT also contends that mortality salience motivates people to behave in accordance with the values prescribed by their cultural worldview for self enhancement. We therefore hypothesized that if a cultural worldview values diversity and innovation, mortality salience would lead to decreased anti-foreign feelings (and increased pro-foreign feelings) because acceptance of foreigners and different cultures conforms to these values. To test this hypothesis, we conducted a vignette study with 169 Japanese students from an urban university, assuming that urban residents are more or less oriented toward diversity and innovation. The results indicated that participants expressed fewer favorable attitudes toward diffusers than followers, but mortality salience reduced the strength of unfavorable attitudes toward diffusers. A general tendency was also seen that individuals who were more oriented toward diversity and innovation were more likely to express favorable attitudes toward both types of foreigners (followers and diffusers). The implications of these results were discussed in terms of multiculturalism in urban areas.

B40

CHEATING TO WIN, OR CHEATING NOT TO LOSE? *Jessica Schwartz Cameron¹, Dale Miller¹, Benoit Monin¹; ¹Stanford University* – Examples of individuals in competitive domains who cheat in order to be successful abound in the popular media. The research question we are interested in is: which features of competitive and challenging situations lead people to take ethical shortcuts? In two studies, we tested the hypothesis that people cheat not to surpass – but rather to keep from falling below – an established standard. In Study 1, we gave participants a list of anagrams to solve, and told them that their payment for the study would depend on how many they could solve correctly. Unbeknownst to subjects, two of the anagrams were unsolvable. This fact, combined with the payment structure of the study, guaranteed that subjects would not be paid more than the paltry sum of \$2 -- unless they cheated. When subjects were given the opportunity to cheat, specifically to pay themselves as if they had solved one or both of the unsolvable anagrams, subjects who were trying not to lose money were more likely to be dishonest than were subjects who were trying to earn money. In Study 2, we replicated this finding with subjects who read about a hypothetical subject named Sam. Participants who read that Sam was trying not to lose money reported that they would be more likely to cheat than did participants who read that Sam was trying to earn money. These two studies support the hypothesis that the fear of falling behind can motivate more dishonest behavior than the desire to get ahead.

B41

MIMICKING ATTITUDES? THE ROLE OF IMITATION IN THE ASSIMILATION AND PROJECTION OF ATTITUDES. *Marina Kouzakova¹, Rick van Baaren¹, Ad van Knippenberg¹; ¹Radboud University Nijmegen, BSI* – Nonconscious behavioral mimicry can both induce and convey perceived similarity between the imitator and the imitated. Present studies set boundaries on this widely accepted finding by

showing that being imitated affects only certain kinds of attitudes and influences perceived attitudes of others mainly when we feel close to them. In Experiment 1 participants answered questions about several attitude issues and a week later interviewed an alleged other participant (who was actually a confederate) about the same issues. The confederate either mimicked or did not mimic the participant. Afterwards participants indicated their attitudes towards the same issues again. Imitated participants assimilated their own attitudes more towards those expressed by the confederate than participants who were not imitated. Interestingly, being imitated only evoked assimilation of the attitudes that were peripheral to participants (uncommon Dutch sport) and not of central ones (capital punishment). In Experiment 2 participants were ignorant about the attitudes of the person who did or did not mimic them. After interacting with this confederate participants were asked to fill in their attitudes on 8 different statements as well as fill in how they thought their interaction partner would answer the same questions. Participants who were imitated felt closer to their imitator and indicated that their attitudes were shared to a greater extent by their interviewer than did the participants who were not mimicked. Experienced interpersonal closeness partially mediated the effect. Together the studies reveal the regulating role of mimicry in assimilation or projection of attitudes.

B42

IRONIC EFFECTS AS EVIDENCE FOR NARCISSISTIC SUPPRESSION OF WORTHLESSNESS AFTER EGO THREAT

Stephan Horvath¹, Carolyn C. Morf²; ¹University of Bern – Clinical theory of narcissism postulates the paradoxical coexistence of explicit self-perception of grandiosity and covert fragility and worthlessness. The purpose of the present study was to gain a better understanding of how worthlessness may be automatically regulated in narcissism. Narcissists do not report feelings of worthlessness. We assume that narcissists spontaneously suppress the arising worthlessness after ego-threat. Following Wegner's theory of thought suppression, we expected that, because narcissists' monitoring system is chronically scanning for potential worthlessness, they would show an ironic effect, namely activation of worthlessness under time pressure. Participants performed a lexical decision task with an integrated priming manipulation. Each trial consisted of a subliminal prime (ego-threatening, or neutral) followed by a target word (worthless, negative, neutral, or non-word). Time pressure was manipulated within subjects by using two SOAs (Stimuli Onset Asynchronies). While the short SOA (150ms) should impede operating processes and enable ironic effects; the long SOA (2000ms) should allow for thought suppression. As predicted, only for high narcissists, but not lows, reaction times for worthlessness targets decreased after the ego-threatening prime (relative to neutral prime) in the short SOA condition. In contrast, they increased in the long SOA condition indicating successful inhibition. However, in a subsequent free recall only high narcissistic women remembered fewer worthlessness targets, showing continued inhibition, while narcissistic men may have switched to a more active strategy. The results confirm the importance of worthlessness in narcissism and expand our knowledge about how narcissists protect and defend their grandiose self-view.

B43

THE EFFECTS OF CONTROL MOTIVATION AND ROLE-PLAYING ON PERSPECTIVE-TAKING

Monica Munoz¹; ¹Texas Tech University – Since few studies have investigated the motivation to perspective-take, the current research examined control motivation as a possible antecedent of perspective-taking. Past research has linked control motivation to increased information-seeking behavior, and to the extent that perspective-taking is an information-seeking activity, control motivation was expected to have a similar influence. The influence of role-playing, known to increase perspective-taking, also was examined. Therefore, the combined influence of ability and motivation on

participants' behavior was assessed. Control motivation was manipulated by providing participants non-contingent feedback about their performance on a concept formation task, thereby, eliciting feelings of control deprivation. The perspective-taking task involved participants listing as many descriptions as they could of how dyslexia might affect a target individual's everyday life. Role-playing was manipulated by simulating a dyslexic individual's perception of a piece of writing (i.e., text with commonly switched letters). Results showed evidence of the combined influence of control motivation and role-playing on increased perspective-taking effort, where control deprived role-players produced more thoughts and spent more time on the perspective-taking task. Role-playing, alone, increased perspective-taking, while control motivation, alone, produced a trend toward decreased effort expenditure. Specifically, control motivation resulted in a significant decrease in the number of emotion-related thoughts on the perspective-taking task. This decrease in effort expenditure was interpreted in terms of performance decrements that follow feelings of learned helplessness. Role-playing may have produced an increased ability to perspective-take which served not only to counter the detrimental effects of control motivation, but to enhance effort expenditure.

B44

THE GENERALIZATION OF EMOTION IN CROWDS

Sara Crump¹, David L. Hamilton²; ¹Baker University, ²UC Santa Barbara – Although there is a large literature on group perception in social psychology, much less is known about how crowds are perceived. The goal of the current study was to determine the influence of perceived crowd member emotion on perceptions of and responses to the crowd. In this study, participants saw a crowd picture in which the emotional expression of 8 target faces was varied (either angry or happy), as was the number of target faces displaying that expression (0, 2, 4, or 8 target faces). The faces not displaying an angry or happy expression were neutral. Perceptions of the crowd as well as the tendency to approach and avoid the crowd were measured. It was found that the emotions seen on a subset of the crowd members' faces generalized to the crowd as a whole. This generalization was differentially impacted by the specific emotion and the number of target faces displaying the emotion. Only 2 (out of 8) angry target faces were necessary to perceive that the crowd as a whole was also angry. In contrast, the crowd as a whole was perceived to be happiest only when all 8 target faces displayed a happy expression. It appears that anger is very 'quickly' generalized to the crowd as a whole; if one observes even a few angry crowd members, anger will be perceived to be shared by the rest of the crowd. Finally, the emotions thought to be shared by the crowd influenced response tendencies accordingly.

B45

INITIAL STIMULUS VALENCE AS A MODERATOR OF THE POSITIVITY-CUES-FAMILIARITY EFFECT: EVIDENCE IN SUPPORT OF A SOURCE AWARENESS EXPLANATION OF THE PHENOMENON

Meghan K. Housley¹, Heather M. Claypool¹; ¹Miami University – Previous research has shown that associating positivity with novel, neutral stimuli increases the likelihood that the stimuli will be falsely recognized as familiar. The purpose of this research was to examine a possible mechanism for this effect. We hypothesize that because familiarity makes stimuli seem more positive, participants develop a naïve theory that familiarity and positivity are bi-directionally linked. Therefore, when participants experience a positive sensation, the source of which they cannot readily identify, they use that positive feeling as a cue to familiarity. But, when the source of positive affect is more obvious, participants may discount those feelings as a cue to familiarity, believing that they are no longer diagnostic. To test this hypothesis, neutral and positive target words were subliminally primed with either a positive or neutral stimulus, and participants' memory for the target words was assessed. We predicted that when the target word was neutral,

subliminally associating it with positive affect would result in greater perceptions of familiarity, as has been shown in previous work. But, when the target word itself was positive, subliminally associating it with positive affect would no longer increase perceptions of familiarity, as participants may attribute their positive feelings to the positive target word itself. Results supported these hypotheses. Overall, then, these findings support the notion that positive feelings cue perceptions of familiarity, but when a possible source of those feelings is salient, participants no longer use them as a signal to familiarity.

B46
USING META-ANALYSIS TO IDENTIFY SYSTEMATIC DISOBEDIENCE IN MILGRAM'S OBEDIENCE EXPERIMENTS Dominic

Packer^{1,2}; ¹University of Toronto, ²Ohio State University – A meta-analysis of data from eight of Milgram's classic obedience experiments reveals previously undocumented systematicity in the behavior of disobedient participants. In all studies, disobedience was most likely at 150 volts (v), the point at which the shocked 'learner' first requested to be released. In contrast, disobedience was not associated with the learner's escalating expressions of pain. Further illustrating the importance of the 150v point, obedience rates across studies co-varied with rates of disobedience at 150v, but not at any other point; as obedience decreased, disobedience at 150v increased. This analysis identifies a critical decision-point in the obedience paradigm: Participants tended to disobey the experimenter either at the learner's first request to be released or not at all. Disobedient participants appeared to perceive the learner's right to terminate the experiment as overriding the experimenter's orders, a finding with potential implications for the contemporary treatment of prisoners. Although the obedience experiments have long served to illuminate a dark side of human behavior, closer examination of disobedience offers the hope of identifying factors that may allow people to transcend the power of harmful authority.

B47
MEMORY PERSPECTIVE AND THE MAINTENANCE OF CHRONIC CAUSAL UNCERTAINTY BELIEFS Ryan P. Brunner¹,

Gifford Weary¹; ¹The Ohio State University – Recent research has shown that memory perspective can greatly influence assessments of personal change (Libby, Eibach, & Gilovich, 2005). Moreover, it has been shown that a reflective memory perspective can aid in the reduction of negative feelings associated with past events (Kross, Ayduk, & Mischel, 2005). The current study seeks to examine the relationship between memory perspective and the perpetuation of maladaptive chronic belief systems. Specifically, feelings of causal uncertainty (CU), or the feeling that one is unable to understand causes, are associated with negative affect and lead to the generation of action plans to reduce uncertainty. Thus, although it is a chronic goal to reduce feelings of uncertainty, research has shown that CU feelings remain chronically available for many people over time (Weary & Edwards, 1994, 1996). The present study builds upon previous work showing that individuals with chronically available CU are more likely to recall uncertain past events from the first-person perspective. Participants were asked to recall either an uncertain event or a visit to the dentist from either the first-person or third-person perspective. They then were asked to judge how well they understood the event both when it occurred and now. Results showed that recalling an uncertain event from the third-person perspective helped reduce uncertainty for individuals with chronically available CU, but only for those who believed one's ability to understand causes was fixed. The implications for the interaction of implicit theories of knowledge and memory perspective on chronic belief states will be discussed.

B48
FAT LIKE YOU: THE EFFECT OF PERCEIVER WEIGHT ON EVALUATIONS OF OVERWEIGHT OTHERS S. Brooke Vick¹, Brenda

Major²; ¹Whitman College, ²University of California, Santa Barbara – Years of research on anti-fat bias have consistently revealed that the body weight of the perceiver has little effect on the strength or nature of negative attitudes toward the overweight (Crandall, 1994, Crandall & Biernat, 1990). However, a few recent studies have demonstrated that, under certain conditions, overweight perceivers will evaluate an overweight target more positively than average weight perceivers (e.g. Teachman, Gapsinski, Brownell, Rawlins, & Jeyaram, 2003). We conducted two studies to determine if targets' attitudes about their weight would differentially influence their evaluation from average weight and overweight perceivers. Participants were presented with an overweight female target who either valued thin bodies (size-rejecting) or valued heavy bodies (size-accepting) and were asked to rate the targets on measures of liking. Study 1 showed that, among objectively average weight perceivers, the heavier participants perceived themselves, the less they liked the overweight size-accepting target. However, Study 2 revealed the opposite pattern among objectively overweight perceivers. The heavier overweight participants perceived themselves, the more they preferred the overweight size-accepting target over the overweight size-rejecting target. Taken together, these results suggest that the average weight prefer an overweight person who wants to become thin, whereas the overweight prefer an overweight person who is satisfied with her heavier physique. The implications for in-group favoritism and size-acceptance among the overweight are discussed.

B49
LOOKING ON THE BYTE SIDE OF LIFE: THE COGNITIVE AND EMOTIONAL CONSEQUENCES OF THINKING OF COMPUTERS AS ALIVE. Jesse Chandler¹, Norbert Schwarz¹; ¹University of Michigan –

As part of a metaphorical reasoning task, participants described in which ways their computer is like a friend, a family member or a tool. Those induced to think of their computer as a friend or family member subsequently reported that they are less likely to replace it in the next twelve months, although they did not describe it as objectively better. Moreover, the valence of participants' descriptions of their computers predicted the likelihood of replacement in the tools and a no-metaphor control condition, but not in the friend and family member conditions (Study 1). In addition, the metaphors influenced participants' emotional reactions to computer failure. Consistent with appraisal models of emotion, those induced to think of their computer as alive (thus endowing it with agency) reported more anger and less sadness when reminded of a time that it malfunctioned than those who thought of their computer as a tool (Study 2). Taken together, these findings highlight that representing objects as if they are alive influences which features people attend to, how they experience the object, and how they intend to deal with it. Implications and future directions will be discussed.

B50
CULTURAL DIFFERENCES IN REGRET UNDER INTERPERSONAL AND PERSONAL SITUATIONS: US-JAPAN COMPARISON. Asuka

Komiya¹, Yuri Miyamoto², Motoki Watabe¹, Takashi Kusumi¹; ¹Kyoto University, ²University of Wisconsin-Madison – Previous studies have suggested that people regret things they failed to do (i.e., inaction) compared to things they did (i.e., action). Such a tendency to regret one's inaction may reflect independent cultural ethos that places emphasis on carrying out one's own actions and may not be found in interdependent culture. Recent cross-cultural studies, however, have provided mixed results (Chen et al., 2006; Gilovich et al., 2003). The present study examines regrets under interpersonal and personal situations and explores whether such contexts moderate cultural differences in regret. Japanese and American undergraduates were asked to report both their strongest long-term regrets over their lives and short-term regrets over the previous week

under interpersonal as well as personal situations. They then rated intensity of regret under each situation. Their responses were classified into inaction and action. We found that, compared to interpersonal situations, personal situations afforded more inaction than action regrets. In addition, compared to American participants, Japanese participants reported more action regret than inaction regret. In combination, these results suggest that Japanese are less likely to regret inaction than Americans and, in fact, they regret action more than inaction under interpersonal situations. In addition, under interpersonal situation, Japanese reported stronger regret than Americans, whereas under personal situation, Americans reported as strong regret as Japanese. These results provide support for the socio-cultural grounding of regret.

**B51
PASSIVITY AND ACTIVITY IN FRIENDSHIPS AND ROMANTIC RELATIONSHIPS: THE EFFECT OF CLOSE RELATIONSHIPS AND SELF-CONSTRUALS ON RESPONSES TO CONFLICT AND ATTRIBUTIONS** Kenichi Ito¹; ¹University of Alberta – Social

psychologists have studied the effect of self-construals on conflict resolutions. However, few studies have compared such an effect in different interpersonal contexts. In this study, we investigated the effect of self-construals on responses to conflict in romantic relationships and friendships so as to examine situational influences on conflict resolution styles. We predicted that romantic partners with high degrees of independent self-construal would respond actively towards conflicts in their romantic relationship; whereas friends with high degrees of interdependent self-construal would respond passively towards conflicts in their friendship. This is because an active nature of romantic relationships and a passive nature of friendships will enhance independent self-construal's active responses and interdependent self-construal's passive responses, respectively. Furthermore, we investigated attribution styles for dissatisfying events to see people's self-analysis for conflicts in close relationships. One hundred seventy-five undergraduate students answered questionnaires for self-construals, conflict resolutions, and attribution styles. The results indicated that both romantic partners and friends with high degrees of interdependent self-construals were more likely than those with low degrees of interdependent self-construals to respond passively towards conflicts. By contrast, romantic partners with high degrees of independent self-construals were less likely than those with low degrees of independent self-construals to respond actively towards conflicts. The responses of friend-groups were not affected by the manipulation. Interestingly, friends were less likely than romantic partners to make attribution to their counterparts' dissatisfying behaviours. This study suggests contextual influences on people with different understanding of social world and their responses to conflict.

**B52
LEADERSHIP, REGULATORY FIT, AND JUSTICE FOR ALL?**

Daniel McAllister¹, Sankalp Chaturvedi¹; ¹National University of Singapore – Following criticism of traditional leadership scholarship as being excessively 'leader centric' (e.g. Meindl, 1990, 1995), contemporary leadership theorists are particularly sensitive to the role followers play in explaining leadership effects on follower attitudes (e.g., Avolio, 2007; Howell and Shamir, 2005). Our research highlights the potential of social psychological theories of self-regulation to explain the effects of leaders on follower responses to leaders. Drawing upon emerging research regulatory fit (Higgins, 2002), we argue that follower dispositional regulatory focus (promotion- and prevention-focus) moderates the relationship of leader behaviour (transformational and transactional) with follower appraisals of treatment fairness (distributive and interactional). Past leadership research has failed to explicitly address levels of analysis issues (Bass, 1990; Dansereau, Yammarino, & Markham, 1995; Yammarino, Spangler, & Dubinsky, 1998). Given our focus on leader behavior that is commonly accepted by the whole group, we treat leadership at the group level. The remaining individual differences and

attitudinal constructs, however, are treated as individual level variables. The sample for this study consisted of 197 non-managerial employees and their immediate supervisors (50 in total). The average group size was approximately four. We use HLM 5.05 to test the multilevel model. Consistent with our hypotheses, we find that follower prevention-focus positively moderates the relationship of transactional leadership with distributive justice appraisals, and that follower promotion-focus positively moderates the relationship of transformational leadership with interactional justice appraisals. Taken together, our findings highlight the potential for regulatory focus theory to inform research on leadership and organizational justice.

**B53
GROUP-BASED SELF-CONTROL: THE INFLUENCE OF SOCIAL IDENTIFICATION ON INDIVIDUAL CONTROL STRATEGIES**

Karl-Andrew Wolfin¹, Kai Sassenberg²; ¹Friedrich-Schiller-University Jena, Germany, ²Rijksuniversiteit Groningen, The Netherlands – Recently, it has been suggested that research on motivation in (inter)group contexts would benefit from a self-regulation approach looking at the process (rather than the content) of motivation and goal pursuit strategies. The current research combines the action phase model (Heckhausen, 1999), describing four individual control strategies given a pre- or a post-deadline phase of individual goal pursuit, with social identity theory (Tajfel & Turner, 1979). We expect that the more group members identify with their respective group, the more they will engage in phase-adequate control strategy usage (i.e., show adaptive group-based self-control) during group goal pursuit. The moderating role of social identification was tested in a scenario experiment (Study 1) using different natural groups and in two laboratory experiments (Study 2 and 3) using quasi-minimal groups. Study 1 manipulated deadline phase (pre vs. post) and measured social identification; results were limited to behavioral intentions concerning the most adaptive control strategy. Study 2, manipulating both deadline phase and social identification, replicated the results for all control strategies. Finally, Study 3 manipulated deadline phase and measured social identification and demonstrated that results also hold for behavioral measures. Thus, in line with the hypothesis, across all three studies especially highly identified individuals adequately selected and applied the control strategies, even without having individual profit by the group reaching its goal (Study 2 and 3). The findings point to the possibility of applying theories concerning individual control strategy usage to (inter)group contexts. Implications for research on group-based self-regulation will be discussed.

**B54
ON THINKING, TYPE OF EVIDENCE, AND JUSTICE JUDGMENTS: WHY JURORS SHOULD DELIBERATE UNCONSCIOUSLY, INDEPENDENT OF THE NATURE OF THE EVIDENCE** Jaap Ham¹, Paul Timmer Arends¹, Kees Van den Bos¹; ¹Utrecht

University – Justice judgments are generally complex judgments. Here we argue that complex decisions, such as forming justice judgments, profit from deliberation without attention: Several minutes of distraction, during which people cannot think consciously about a decision but can process information unconsciously, leads to better justice judgments than conscious deliberation or immediate judgment. Moreover, we argue that the merits of the latter two modes of thinking depend on the characteristics of the information to be processed. That is, a fundamental characteristic of information is whether it was obtained first hand (primary information; e.g., photographs of an event), or through another person (secondary information; e.g., a written report about an event). Specifically, because of its salience, we expected primary information to distort conscious thought. Furthermore, because processing secondary information is rather complicated, we predicted secondary information to distort immediate judgment. Moreover, because unconscious thought can handle many things at the same time, we expected unconscious

thinkers to make the most accurate judgments overall, independent of the nature of the evidence. We performed two experiments, in which participants made justice judgments about a complex legal case partly consisting of either primary or secondary information. Next, participants made justice judgments immediately, could consciously think about their justice judgments for a couple of minutes, or were distracted for a couple of minutes and then reported their justice judgments. Results supported our expectations. Implications for research on social justice, the psychology of law, and the social psychology of unconscious thought are discussed.

B55**MECHANISMS OF IMPLEMENTATION INTENTION EFFECTS: THE ROLE OF GOAL INTENTIONS, SELF-EFFICACY, AND ACCESSIBILITY OF PLAN COMPONENTS**

Thomas L. Webb¹, Paschal Sheeran¹; ¹University of Sheffield, UK – Implementation intentions (Gollwitzer, 1993; 1999) are if-then plans that specify the when, where, and how of goal striving in advance. Considerable research attests to the benefits of forming implementation intentions for goal achievement, however less research has examined the mechanisms that underlie these effects. The present research investigated the role of deliberative processes and accessibility of plan components as explanations for the relationship between implementation intentions and goal achievement. Study 1 used meta-analysis to quantify the effects of implementation intentions on goal intentions and self-efficacy. The results of 66 tests suggested that forming implementation intentions had negligible effects on both variables. Studies 2 and 3 focused on the accessibility of plan components. Findings indicated that participants who planned to collect a coupon (Study 2) or undertake a verbal task (Study 3) were more likely to achieve their goals than were participants who did not form a plan. In both studies, implementation intention effects were mediated by the accessibility of the specified cue and by the strength of cue-response links. Taken together, these findings suggest that implementation intention effects are not explained by increased deliberation, but rather accrue from heightened accessibility of specified opportunities and strong opportunity-response links.

B56**THE ROLE OF EXECUTIVE CONTROL IN FORGIVENESS**

Tila Pronk¹, Johan Karremans¹, Daniël Wigboldus¹; ¹Radboud University Nijmegen – Recent literature has often conceptualised forgiveness as a motivational transformation by which people overcome self-interested impulses (avoidance and revenge), and instead respond with benevolence toward the offender (e.g., McCullough et al, 1997). It has been suggested that the motivational transformation underlying forgiveness demands self-regulation, although so far only one study has explicitly tested this general claim, revealing that self-reported self-control is positively associated with forgiving responses (Finkel & Campbell, 2001). The present research sought to extend these findings by examining whether individual differences in executive cognitive control are positively associated with forgiveness. Two studies were conducted to examine the relationship between executive control and forgiveness. The first study demonstrated that performance on the analytical section of the Graduate Record Examination, in previous research used as an indicator of executive control, was positively related to dispositional forgiveness as measured with the Tendency to Forgive Scale (Brown, 2004). The second study replicated and extended this finding, revealing a positive association between performance on a 2-back task, a widely used measure for executive control, and dispositional forgiveness. Thus, using different measures of executive control, these results provide suggestive evidence for the idea that forgiveness is facilitated by well-developed executive control skills.

B57**IT'S YOUR TIME TO SERVE: AN EXAMINATION OF ATTITUDES TOWARD JURY SERVICE**

Jacqueline Pope¹, Rachel Waford¹, Alayna McDade¹; ¹Western Kentucky University – Many states across the nation have implemented reform efforts within the jury system to meet the needs of our ever-changing society (Munsterman, Hannaford, & Whitehead, 1997). Such efforts have proven fruitful, with many improvements throughout the jury system (Boatright, 1999; Cutler & Hughes, 2001). One particular reform effort has focused on the role of the juror within the legal system. The current study served to assess the attitudes and knowledge of the jury system of those who had never been called for jury service (nonvenirepersons). The sample consisted of 54% females (N=139) and 46% males (N=118). Decker's (1996) Attitudes Toward Jury Service (ATJS) was the instrument used in the study. The instrument includes 42 statement questions addressing various aspects of the jury system (i.e., general attitudes toward jury service, initial notification, voir dire, and group deliberations). The findings showed that participants were generally ambivalent about the jury system and serving on a jury. Interestingly, they did not appear to hold negative perceptions toward the jury system, which is often the perception that is presented in our society. Analyses did reveal small gender differences across a number of the variables. The findings seem to indicate that indifference to the system is likely a result of limited knowledge about the court system and how it operates. Future studies with this population should assess what knowledge needs to be shared with this group of potential jurors to determine the most effective way to prepare them for their role as a juror.

B58**WHEN AND WHY DOES THE GLASS CLIFF IN LEADER SELECTION OCCUR? ROLE OF GENDER STEREOTYPING**

Susanne Bruckmüller¹, Nyla Branscombe²; ¹University of Erlangen, Germany, ²University of Kansas – The glass cliff effect (Ryan & Haslam, 2005) is when women are more likely to be selected for leadership positions in times of crisis, although men are more likely to be selected generally and especially in prosperous times. Two studies experimentally replicated this effect and demonstrated that it only occurs under certain circumstances. In Experiment 1, participants read about a company that was either very successful or in a serious crisis and that either had a history of male leadership or a history of female leadership. When the history of leadership was male, a glass cliff effect emerged: participants were more likely to select a male future leader for a successful company, but preferred a female candidate in times of crisis. This effect did not emerge when the company had a history of female leadership. Study 2 addressed the role of gender stereotypes in producing the glass cliff effect. In successful organizations, ascription of stereotypically masculine attributes was most predictive of whether participants chose a male or a female candidate as new leader. However, these characteristics ceased to matter in times of crisis. Company performance did not affect perceptions of the female candidate, but the male candidate was rated more favorably when company performance was successful compared to when it was poor. These changes in evaluations of the male candidate mediated the glass cliff effect, suggesting that changing perceptions of a male future leader rather than assumptions about women's superior crisis management skills are causing the glass cliff effect.

B59**WHAT DOES IT REALLY MEAN TO BE CERTAIN OF AN ATTITUDE? AN AMPLIFICATION HYPOTHESIS**

Joshua Clarkson¹, Zakary Tormala², Derek Rucker³; ¹Indiana University, ²Stanford University, ³Northwestern University – It is well-established that attitudes held with certainty are more predictive of behavior and more resistant to attack than attitudes held with uncertainty. The traditional interpretation of this finding has been that attitude certainty, like other dimensions of attitude strength, crystallizes an attitude, making it more durable and

impactful. The current research challenges this crystallization hypothesis, suggesting that the strength-related consequences of attitude certainty might vary depending on the attitude's underlying ambivalence. In two experiments, we presented participants with evaluatively consistent or inconsistent information to create attitudes that were either univalent or ambivalent, respectively. We also induced high or low attitude certainty by telling participants that the information came from a high or low credibility source. Across experiments, we found that increasing attitude certainty strengthens attitudes (e.g., makes them more resistant to persuasive attack and more predictive of behavioral intentions) when attitudes are univalent, but weakens attitudes (e.g., makes them less resistant to persuasive attack and less predictive of behavioral intentions) when attitudes are ambivalent. Thus, the current findings support an amplification hypothesis, whereby increasing attitude certainty does not invariably strengthen an attitude, but rather amplifies the dominant effect of an attitude, which depends on its underlying ambivalence.

B60

MALES AS AUDIENCE AND FEMALES AS PERFORMERS: GENDER DIFFERENCES IN SELF-AWARENESS IN RESPONSE TO (REMEMBERING) BEING WATCHED Carina J. Wiekens¹, Diederik A. Stapel¹; ¹University of Tilburg – In two studies gender differences in response to (remembering) being watched by someone of the opposite gender were examined. In Study 1 we found that females took the role of “performer”: They adopted a third-person perspective, had relatively much attention for themselves and little attention for the male watching. Males, on the other hand, took the role of “the audience”: They adopted a first-person perspective, had relatively little attention for themselves and much attention for the female watching. In Study 2, in addition to replicating these results, we tested the effects of adopting these perspectives on self-regulation. Consistent with expectancies, we found that adopting a third-person perspective improved self-regulation (e.g., choosing healthy food over unhealthy, high-caloric food), whereas adopting a first-person perspective decreased self-regulation (e.g., choosing unhealthy food over healthy food). The implications of these results for self-objectification theory and the literature on self-regulation are summarized. Questions for future research are reported.

B61

ARE ESSENTIALISTS MORE ETHNOCENTRIC OR ARE THEY SIMPLY MORE EXCLUSIVE IN DEFINING GROUP MEMBERSHIP FOR BOTH INGROUP AND OUTGROUP? Melody Manchi Chao¹, Ying-yi Hong¹, Chi-yue Chiu¹; ¹University of Illinois, Urbana-Champaign – Previous research suggested that White-Americans who endorse essentialism are particularly likely to exclude minority groups from their ingroup. There are two possible explanations for this result: (1) Essentialism promotes an ethnocentrism bias – the ethnocentric hypothesis, and (2) essentialism leads individuals to set a higher categorical threshold when they decide whether a person belongs to a certain racial category (e.g., only prototypic “Blacks” are “Blacks” and only prototypic “Whites” are “Whites”) – the categorization hypothesis. The present research evaluates these alternative explanations in two psychophysics experiments. In each experiment, we presented White and Asian participants with racially ambiguous faces created by morphing faces of individuals from two different racial groups. Using the method of constant stimuli (Study 1) and the method of differences (Study 2), we evaluated the participants' categorization threshold when they categorized the stimulus faces. If the ethnocentric hypothesis is correct, essentialists should set a higher threshold only when they categorize the faces into their ingroup category (i.e., White-American essentialists tend to exclude racially ambiguous faces from the “White” category). Conversely, if the categorization hypothesis is correct, essentialists should set a higher threshold when categorizing the stimulus faces into both the ingroup (“White”) and the outgroup (“Black”). Results from both studies supported the

categorization hypothesis. Asian participants also showed a similar pattern. Follow-up studies are underway to examine the intergroup implications of essentialists' categorical processing style.

B62

CHEATERS BE WARNED: HOW INTERDEPENDENCE AND GROUP MEMBERSHIP INFLUENCE STUDENT REPORTING IN CASES OF ACADEMIC MISCONDUCT Danette Citti¹, Richard McGlynn¹; ¹Texas Tech University – This study investigated the influences of interdependent outcomes and cheater's group membership on students' reporting behaviors in cases of academic misconduct. Participants were randomly assigned to four treatment conditions in which the interdependence of outcomes and the cheater's group membership were manipulated. A community identity questionnaire was used to prime students' identity as Texas Tech community members as well as to measure participants' attitudes toward the university community. Participants read a scenario that described an incident of cheating on a course exam. Results indicated that participants were most likely to report cheating when they had a strong, positive identification with the university community and when the course was graded on the curve. Participants who reported the least identification with the university community were more likely to report the cheating when the course was not graded on the curve.

B63

COPING WITH COSMO: WOMEN'S RESPONSES TO APPEARANCE EVALUATIONS. Susan Darlow¹, Marci Lobel¹, Sheri Levy¹; ¹SUNY Stony Brook – Women's physical appearance is frequently scrutinized. This can have a variety of consequences, especially for young women who internalize cultural thinness ideals or view other women as more attractive than themselves. Although evaluation of appearance may lead to negative outcomes such as increased anxiety, women may cope with these outcomes by focusing on achievement in areas that are unrelated to appearance. Female college students (N = 96) were told that their photograph would be taken from the neck down and that these photos would be evaluated. Picture evaluator (self or other) and whether or not the picture would be compared to those of other female students at the university were manipulated. Three-way ANOVA revealed that among women who internalize the thin ideal, those who expected their photo to be compared with others' were more likely to rate their female peers as less attractive than themselves and reported higher achievement motivation than women who were not expecting a comparison. Additional analyses revealed that women who view their female peers as more attractive than themselves experienced higher state anxiety and remembered more words in a list recall task when the anticipated photo evaluator was someone else rather than the self. These findings highlight that internalizing cultural ideals of thinness and perceiving female peers as more attractive affect how women respond to anticipated appearance evaluations and comparisons and may lead women to adopt self-enhancing views or strive for better performance in other domains in response to threatening comparisons.

B64

PERSONALITY, CAREER SUCCESS, AND LONGEVITY Margaret Kern¹, Howard Friedman¹, Gloria Luong², Leslie Martin³; ¹University of California, Riverside, ²University of California, Irvine, ³La Sierra University – Careers are integral to adult life, providing income, fostering identity, and defining social roles. Career success is often associated with better psychosocial outcomes, better social relationships, and better health, but the direction and causal nature of these relations remain unclear. Long-term longitudinal research is needed. The present study examined the lifelong relation between career success and longevity across seven decades, deriving data from the Terman Life Cycle Study (begun in 1921). Participants completed assessments throughout their lives, and we have supplemented these by collecting death certificates from state and county

agencies across the country. In 1940 (when they were about age 30), male participants, all of high intelligence, were classified by Lewis Terman and his colleagues. In a grouping now famous in life-span psychology, 150 were classified most successful (A group), 150 least successful (C group), and the rest intermediate (B group). Groupings were based on job classifications, job progression, leadership, income, and honors and awards. We used this classification to predict mortality risk from 1940 through 2006, with Cox proportional hazards regressions ($N = 717$). Career success significantly predicted lower mortality risk (relative hazard = .81 [95% confidence interval .72, .91]). Mediation and moderation analyses showed this relation was partially explained by individual factors including personality (conscientiousness and motivation), education, and subjective career satisfaction, but significant variance remained when these were controlled. Results suggest that psychosocial aspects of career success are relevant to very long-term health outcomes, but in complex ways.

B65**"GIVE ME YOUR HUDDLED MASSES YEARNING TO BREATHE FREE": DO AMERICANS ACTUALLY WELCOME IMMIGRANTS**

Andres Campbell¹, Shaun Campbell², Lauri Jensen-Campbell³; ¹Bailey Junior High School, ²City of Fort Worth, ³UT Arlington – Americans tend to view immigrants in negative stereotypic ways (Deaux, 2006). Indeed, anti-immigration movements are on the rise. However, not all Americans are equally negative in their views of immigrants. This study examined individual differences in immigrant stereotypes. Citizens who hold more country-centered views (e.g., USA is superior) are expected to hold less favorable attitudes toward immigrants. Second, minority Americans (who are closer to the immigrant community) should be more accepting of immigrants. Finally, personality should influence attitudes. For example, agreeable (sympathetic, warm) people should be more accepting of immigrants. Given their task-orientation, conscientious individuals should be especially rejecting of illegal immigrants. Citizens who are more open-to-experience should be more accepting of immigrants. From three maps, community members ($N = 233$) choose the one that they thought accurately depicted the USA. They then completed surveys on personality and immigration. Citizens who viewed the USA as physically bigger (i.e., exaggerated USA size) were more country-centered and had more negative attitudes about immigration. Minorities held more positive attitudes toward illegal immigrants than did majority participants; there were no differences on general immigration attitudes. Individuals who were more agreeable and less neurotic held more positive views of immigrants. Conscientious individuals, however, viewed the USA as physically bigger, were more country-centered, and held more negative views about illegal immigrants. Individuals higher on open-to-experience were less likely to hold negative stereotypes about immigrants (e.g., immigrants are terrorists). Results will be discussed in terms of why individuals may vary in their negative stereotyping of immigrants.

B66**BODY ESTEEM AND THE TWO TYPES OF NARCISSISM**

Jonathan Cheek¹, Rebecca Dautoff¹, Julie Norem¹; ¹Wellesley College – Narcissistic individuals include people whose lives focus on issues of self-definition, self-worth, identity, and autonomy. Social psychological research on narcissism has tended to rely upon the Narcissistic Personality Inventory (NPI; Raskin & Terry, 1979), which is a measure of the overt or grandiose type of narcissism. Recently, however, researchers have begun to show renewed interest in also assessing the covert or hypersensitive type of narcissism (e.g., Otway & Vignoles, 2006). Previous research has found positive correlations between the NPI and self-reports of physical attractiveness (e.g., Jackson, Ervin, & Hodge, 1992). The present research was designed to extend research on body esteem by including measures of the covert type of narcissism and obtaining acquaintance ratings of attractiveness. Study 1 examined the relationship between self-reports of

body esteem and two types of narcissism in a sample of 182 female undergraduate students. Results supported the distinction between overt and covert types of narcissism and yielded a positive correlation between body esteem and overt narcissism and a negative correlation between body esteem and covert narcissism. In study 2, acquaintance ratings that were available for forty-five female undergraduate students supported the results from the first study. There was a positive correlation of .29 between acquaintance ratings of attractiveness and self-reports of overt narcissism and a negative correlation of -.33 between the acquaintance ratings of attractiveness and self-reports of covert narcissism. This pattern of results suggests that the recent trend of measuring both overt and covert types of narcissism should be continued in future research.

B67**LANGUAGE AND SOCIAL PERCEPTION**

Maria Gendron¹, Kristen Lindquist¹, Lisa Feldman Barrett¹, Lawrence Barsalou²; ¹Boston College, ²Emory University – In the present study, we investigated the role that language plays in social perception. Two different dimensions of social judgments, emotion and gender, were examined utilizing a repetition priming procedure. We found that satiating (temporarily rendering meaningless) words related to the social dimension of emotion may make it easier to perceive gender in faces. On a given trial, participants saw a male or female “prime” face depicting an emotion (i.e., fear, anger, sad or disgust). Immediately following, participants were satiated with an emotion word (e.g., “fear”), a non-emotion word (e.g., “time”) (control condition), or primed with an emotion word. Participants then judged the gender of a “target” face that either matched the prime exactly or differed in terms of emotional content and/or the identity. Satiating an emotion word sped the gender judgment ($M = 710.24$) as compared to the control condition ($M = 764.63$), $t(51) = -3.21$, $p < .002$. Findings suggest that temporarily rendering an emotion word meaningless impedes sensory sampling of emotion-relevant features of the face, allowing for better processing of gender-related features. The implications of this finding for the linguistic relativity of social perception are discussed.

B68**BIRACIAL IDENTITY IN CONTEXT: HOW DOES THE PRESENCE OF RACIALLY SIMILAR OTHERS AFFECT DAILY PUBLIC REGARD, RELATEDNESS, AND AUTONOMY?**

Diana Sanchez¹, Julie Garcia²; ¹Rutgers University, New Brunswick, ²California Polytechnic State University, San Luis Obispo – The perception of how others value one’s race—public regard—has been linked to a wide array of outcomes including academic attitudes, coping with discrimination, self-esteem, and psychological well-being. Yet, surprisingly little research has examined public regard for biracial people and the situational malleability of identity meanings. This may be due, in part, to the complexity inherent in examining multiracial experiences. For example, when exploring identity meanings for a person of both Asian and White heritage, a researcher could investigate her Asian, White, and biracial Asian/White identity meanings. The present study sheds some light on this issue by examining the experiences of biracial people in their natural setting over one week. Using experience sampling methodology, we assess how the racial composition of the context affects public regard and daily well-being (relatedness and autonomy) with a sample of 30 Asian/White, 20 Black/White, 20 Latino/White biracial participants. We found that having greater numbers of matched racial minorities (e.g., more Asians for Asian/White participants) predicted greater public regard for both their matched Minority and Biracial identities and greater daily relatedness. Surprisingly, greater numbers of White people in biracial people’s daily context predicted greater public regard for their White identity, but lower daily autonomy. Moreover, greater daily minority and biracial public regard, not White public regard, predicted daily well-being. Results were mostly consistent across different biracial groups. Implications for the malleability of biracial identity and meanings are discussed.

B69**THE MORE YOU HAVE, THE MORE YOU LOSE; RANKING AND NEGOTIATION IN MULTI-PARTY ULTIMATUM GAME**

Hyunjin Song¹, Stephen Garcia²; ¹University of Michigan, ²University of Michigan, School of Public Policy – Previous research has shown that people in high ranks compete more with each other than people in low ranks do (Garcia, Tor, & Gonzales, 2006). Using an ultimatum paradigm (Messick, Moore, & Bazerman, 1997), the present study examined the possibility that people highly ranked in terms of their resources tend to be more competitive with each other in negotiation than are people with lower rankings, even forfeiting opportunities to gain additional resources through negotiation. Participants were assigned one of three ranks in a highly ranked condition (#1, #2 or #3 out of 50) or an intermediately ranked condition (#25, #26 or #27 out of 50) in terms of their initial monetary endowment. The highest positioned person in the highly and intermediately ranked conditions (e.g., positions #1 or #25, respectively) made a money allocation offer to the other two persons while the other two indicated the minimum amount of money that they would accept. If the offer exceeded the minimum request, the allocation was doled as offered by the highest positioned person. However, if the minimum requests exceeded the offer, nobody got money. The results showed that #1's offer was not significantly larger than #2's and #3's requests, whereas #25's offer was significantly larger than #26's and #27's requests. This finding suggests that the positive bargaining zone necessary for negotiated agreements is more likely to occur among intermediately ranked individuals than highly ranked individuals.

B70**SELECTING A SUPPORTIVE PARTNER: ASSESSING THE ROLES OF KNOWLEDGE AND MOTIVATION USING A SIGNAL DETECTION APPROACH**

Bulent Turan¹, Leonard M. Horowitz¹; ¹Stanford University – A prototype (derived empirically) showed the indicators people use to judge whether a potential partner will be supportive. Some people know these indicators better than others. A new measure (the KNOWI) tests this knowledge: It contains good and poor indicators, and participants judge the importance of each. The task is analogous to a signal detection task that provides two indices: (a) accuracy—ability to discriminate signal from noise (good from poor indicators) and (b) criterion bias (low threshold for rating all items important). We argue that the criterion bias of the KNOWI assesses the strength of communal motivation because communal motivation would make a person want to correctly identify all supportive partners. Participants interacted with a confederate, who described events that contained subtle indicators that her roommate's boyfriend was not supportive. Participants with high accuracy scores more readily recognized the significance of these indicators, supporting the validity of the KNOWI accuracy. Furthermore, accuracy (knowledge) interacted significantly with criterion bias: Participants high in accuracy and in criterion bias were best in recognizing cues of non-supportiveness during the laboratory interaction. Knowledge, in combination with motivation, produced the best performance. Communal motivation was also assessed directly. That measure correlated significantly with criterion bias and showed the same interaction effect as criterion bias. Thus, our approach emphasizes both knowledge and motives in explaining social competence. An experience sampling study further validated our interpretation of criterion bias. Across 35 occasions, the KNOWI criterion bias was associated with the probability of seeking others when feeling distressed.

B71**POSITIVE FANTASIES: ENDURING VS. EXCELLING**

Heather Barry¹, Gabriele Oettingen^{1,2}, Doris Mayer²; ¹New York University, ²University of Hamburg – Previous research has distinguished two ways of thinking about the future: expectations and fantasies. Expectations are probability judgments based on past performance; fantasies are free mental images independent of past experience. Research has found that

positive expectations about the future predict more motivation and better achievement, but positive fantasies predict the opposite (Oettingen & Wadden, 1991; Oettingen & Mayer, 2002). The present research examines the pattern of results when outcomes can be measured in two ways – “enduring,” (not disengaging from pursuit of a goal), and “excelling,” (achieving exceptional results). We report findings from two correlational studies conducted with disadvantaged students in vocational education programs, where risk of dropout is high. Results indicate that positive fantasies, measured at the beginning of the school term, predict more enduring (i.e., graduation) but less excelling (i.e., grades) at the end of the school term. Further, the relationship between positive fantasies and enduring is mediated by low depressive mood. Results provide further insight into how to use fantasies for effective self-regulation of goal pursuit.

B72**INTERPERSONAL INTRIGUE: OPTIMALLY DISTINCT OTHERS.**

Margaret A. Thomas¹, Theresa K. Vescio¹; ¹The Pennsylvania State University – It is well known that we prefer to be optimally distinct, balancing the needs to belong and to be distinct. Yet we know little about the preference for optimal distinctiveness in others as in the self. We predict that optimal distinctiveness in others is sometimes preferred. In three within-participant studies, we examined preferences for stereotypic, optimally distinct, and counter-stereotypic others across gendered domains. In Study 1, we manipulated optimal distinctiveness by presenting hairless male and female heads varying in physical sex-based stereotypicality. We asked participants to express preferences for engaging in gendered activities with targets. Study 2 had the same design but only presented interior features of the face. In Study 3, we manipulated optimal distinctiveness like Studies 1 and 2, but also provided information about each target's stereotypic or counter-stereotypic desired profession. Across Studies 1 and 2, we found that optimally distinct men were preferred regardless of domain, whereas stereotypic women were preferred regardless of domain. Results from Study 3 showed that regardless of physical stereotypicality, male targets were preferred when they desired stereotypically masculine professions, whereas female targets were equally preferred no matter their desired profession. Across these studies, we learned that when optimal distinctiveness based on physical features, we prefer optimally distinct males but stereotypic females. When optimal distinctiveness based on other features, we prefer stereotypic males but show no preference between differently stereotypic females. Basically, we care what men do – not what they look like, and we care what women look like – not what they do.

B73**DISTRIBUTION OF DOMESTIC TASKS AND MARITAL SATISFACTION: A CROSS-CULTURAL ANALYSIS**

Katalin Toth¹; ¹University of Nevada, Reno – The present study examined the cultural effects on the relationship between domestic tasks' distribution and satisfaction with marital life. By adding the cultural dimension, it was acknowledged that the way a family is distributing its household chores is mainly embedded in a social-cultural context. Additionally, no previous studies examined the relationship between domestic tasks' distribution and marital quality from a cross-cultural perspective. Data from the 2002 Family and Changing Gender Roles module of the International Social Survey Programme (ISSP; 34 countries) was used. To this data base, we added Hofstede's individualism indices (1980, 2002). Only married people were selected (a total sample of 26,847 participants). Multilevel modeling was used to analyze the two-level variables – cultural and individual variables (time spent in household labor, gender, number of kids under 5 years old, age, education, and domestic tasks' distribution). As expected, married women in individualistic cultures performed significantly less domestic work and shared more often with their husbands than women from collectivistic cultures. Also, married

men from individualistic cultures were more involved in traditionally female related activities and less involved in masculine type activities than married men from collectivistic cultures. Culture in interaction with traditionally feminine tasks did not have any significant effect on marital satisfaction. However, for masculine tasks, the interaction effect was significant; wives from collectivistic cultures were more satisfied when involved in male related activities than wives from individualistic cultures. It was concluded that culture alone and in interaction with individual characteristics affected married people's marital satisfaction.

B74**THE STRAW MAN LOGICAL FALLACY: DISPOSITIONAL AND SITUATIONAL MODERATORS OF ITS PERSUASIVENESS** George

Y. Bizer¹, Shirel M. Kozak¹, Leigh Ann Holterman¹; ¹Union College – The “straw man” persuasive technique is a logical fallacy that involves oversimplifying or distorting an opponent's argument so that it can easily be refuted to make the opponent's stance appear weak. Although prevalent in contemporary political discourse, no prior research has tested the technique's persuasiveness or moderators. Two studies investigated whether the straw man's effectiveness is moderated by participants' dispositional and situational motivation to process the persuasive message carefully. Participants read excerpts from two fictitious candidates' speeches. Whereas Candidate A's speech was the same for all participants, Candidate B's speech either did or did not conclude with a straw man. Candidate preference-scores were then measured. In Experiment 1, participants who were both high in need for cognition and low in need for structure preferred Candidate B less when he used the straw man technique, while the remaining participants showed no such difference. In Experiment 2, personal relevance was manipulated: Participants were either told that the candidates were running for a local position or that the candidates were running for a position in a far-away locale. Participants for whom the candidacy was irrelevant preferred Candidate B more when he used the straw man technique, while participants for whom the candidacy was relevant showed no such effect. Our research suggests that while the straw man technique may be effective among people who are disinclined to carefully process the persuasive message, it may not be effective -- and may even backfire -- among others.

B75**MEN ARE SOMETIMES NICER, WHEN SOCIABILITY CONVEYS STATUS: MEN AS CULTURAL DEFAULTS IN THE UNITED STATES AND SOUTH KOREA** Susan Crotty¹, Amy Cuddy¹, Jihye

Chong², Michael Norton³; ¹Northwestern University, Kellogg School of Management, ²Princeton University, ³Harvard Business School – In the United States, independence is more highly valued than interdependence, and men – the cultural default – are perceived as more independent, while women are perceived as more interdependent. In cultures that more highly value interdependence, are men still be seen as independent, or might the cultural status associated with interdependence now be associated with men, and men seen as “nicer” in these cultures? We suggest that people view men as cultural defaults, embodying a society's core cultural values: independence in the United States but interdependence in South Korea. In Studies 1 and 2, South Korean participants perceived men as having closer same-sex friendships than women, whereas U.S. participants perceived women as having closer same-sex friendships than men. In Study 3, bicultural Korean-American students perceived men as having weaker friendships than women when they completed a survey in English, but men as having stronger friendships than women when they completed that same survey in Korean. In Study 4, we made either ambitiousness or sociability culturally valued and indicative of higher status at United States participants' own university. As predicted, men were rated as more ambitious and women more sociable when ambitiousness was described as indicative of status; in contrast, when sociability was associated with

status, women were rated as less sociable and more ambitious than men. The latter finding is particularly powerful evidence that men are seen as cultural defaults, since manipulating core cultural values reversed the seemingly intractable cultural stereotype that women are more sociable than men.

B76**WHEN PERCEPTION IS MORE THAN REALITY: THE EFFECTS OF PERCEIVED VERSUS ACTUAL RESOURCE DEPLETION ON THOUGHTFUL INFORMATION PROCESSING** Edward Hirt¹,

Joshua Clarkson¹; ¹Indiana University – Considerable research shows that the depletion of regulatory resources impairs performance on subsequent tasks, such as thoughtful information processing (Schmeichel, Vohs, & Baumeister, 2003; Wheeler, Briñol, & Hermann, 2007). The current research sought to assess the impact of perceived resource depletion on subsequent task performance at both high and low levels of actual depletion. To manipulate perceptions of depletion, 114 participants first completed an initial modestly or highly depleting task before being presented with feedback that did or did not provide an external attribution for their depletion. Specifically, this feedback informed participants that the first task has been shown to either deplete or replenish people's mental abilities. Following this feedback, participants reported their perceptions of their mental exhaustion. Participants then responded to a persuasive message containing either strong or weak arguments, as differentiating between the strength of arguments in a persuasive communication is a widely-accepted indicator of thoughtful information processing (Petty & Cacioppo, 1986). Afterward, we recorded participants' attitudes and thoughts toward the policy advocated in the message. Consistent with our attributional account, we obtained a significant depletion by feedback interaction on participants' perceived level of depletion. Furthermore, a significant three-way interaction revealed that the attitudes of participants who perceived themselves as less depleted were more sensitive to differences in argument strength – and that these attitude differences were mediated by the favorability of the thoughts generated toward the message. Thus, perceived regulatory depletion can impact subsequent task performance, and this impact can be independent of one's actual level of depletion.

B77**EFFORTS TO AVOID RACE DURING INTERRACIAL INTERACTION DRAIN THE CAPACITY TO REGULATE NONVERBAL BEHAVIOR** Evan P. Apfelbaum¹, Samuel R. Sommers¹, Michael I. Norton²;

¹Tufts University, ²Harvard Business School – What is the mechanism through which Whites' efforts to appear colorblind during interracial interaction negatively impact nonverbal behavior? Engaging in regulatory behavior in interracial interaction can drain attentional resources (Richeson & Trawalter, 2005) and individuals with a diminished attentional capacity often struggle to inhibit negative nonverbal behaviors (von Hippel & Gonsalkorale, 2005). We tested the hypothesis that Whites who strategically avoid race during interracial interaction do so at the expense of cognitive resources essential for conveying affiliative nonverbal behavior. White participants, randomly assigned to interact with a female confederate (White/Black), sat in front of 30 photos of faces that varied by race, gender, and background color such that half the photos were members of one category (e.g., Black) and half were members of the other (e.g., White). Participants were instructed to ask as few yes/no questions possible to identify the target photo held by the confederate. Immediately afterwards, participants completed the Stroop task. Naïve judges then coded participants' nonverbal behavior from silent videos with the confederate cropped out. Results demonstrated that Whites avoided race more frequently with a Black versus White confederate, a tendency that predicted less friendly nonverbal behavior. This colorblind strategy also predicted poorer Stroop performance. Importantly, the extent of Whites' cognitive depletion following interracial interaction significantly mediated the

relationship between avoiding race and nonverbal unfriendliness. This finding may have considerable theoretical value, suggesting that cognitive and social regulatory processes (i.e., avoiding race in the photo task and suppressing unfriendly nonverbal behavior) draw from the same limited resource.

B78

GROUP AND MANIPULATED STATUS DIFFERENCES IN THE RELATIONSHIP BETWEEN SOCIAL DOMINANCE ORIENTATION AND SELF-ESTEEM: A STUDY OF HETEROSEXUAL AND GAY MEN. Aaron Wichman¹, Derek Bower¹; ¹The Ohio State University—Previous research shows that African Americans, a low status group, have lower social dominance orientation (SDO) levels than Whites, a higher status group (e.g. Jost & Thompson, 2000). Previous work also shows that African Americans show a negative correlation between opposition to equality (a component of SDO) and self-esteem, while whites show a positive correlation between opposition to equality and self-esteem (Jost and Thompson, 2000). The present studies compared the SDO levels of gay and heterosexual men and examined the relationship between opposition to equality and self-esteem as a function of sexual orientation and manipulated group status. As expected, gay, as compared to heterosexual men, had lower SDO levels. Mirroring results observed with Blacks and Whites, gay men showed a negative correlation between opposition to equality and self-esteem, while heterosexual men showed a positive correlation between these variables. We further manipulated the perceived group status of gay men and found that when exposed to a high group status manipulation, gay men came to show a positive correlation between opposition to equality and self-esteem (c.f. Schmitt, Branscombe, & Kappen, 2003). Although SDO levels did not change in response to our temporary group status manipulation, the fact that gay men went from having a negative to a positive relationship between opposition to equality and self-esteem is consistent with the idea that SDO is in part a reflection of group status differences, rather than only an orientation toward such differences (Sidanius, Pratto, van Laar, & Levin, 2004).

B79

THE RELATIONAL IMPACT OF REJECTION: EFFECTS ON EMOTIONAL CONTAGION AND PERCEIVED SOCIAL RAPPORT Erica Slotter¹, Wendi Gardner¹; ¹Northwestern University—The need to belong is a fundamental human motivation (Baumeister & Leary, 1995). When individuals' belonging needs are unfulfilled, they are at risk for a host of negative physical and psychological consequences; therefore, when individuals' belonging needs are threatened they seek to regain their sense of social connection. The current research investigated one way in which individuals seek to reestablish their sense of social belonging: by increasing their emotional contagion with others. Emotional contagion is essentially "catching the feelings" of another, and is a fundamental component of empathy. Therefore, we predicted that individuals who had recently suffered a social rejection would engage in more emotional contagion via facial mimicry while watching the emotional reactions of another individual. Furthermore, we predicted that this increased emotional contagion would predict higher perceived social rapport between the two individuals as judged by a third party. Two studies tested these hypotheses. In the first study, participants were rejected or accepted using a computerized ball-toss game. They were then videotaped as they watched a series of emotional reactions of another, same-sex individual and these reactions were coded for the amount of emotional contagion exhibited by the participants. The second study asked naïve participants to judge how well each of the original participants from the first study knew each of the target faces from the first study. The results supported our hypotheses that rejection increases individuals' attempts to reconnect socially via emotional contagion; and, that emotional contagion, in turn, increases perceptions of social rapport.

B80

EXPERIMENTALLY INDUCED SELF-COMPLEXITY AND RESPONSES TO REJECTION Erika Koch¹, K. Amanda Keats¹; ¹St. Francis Xavier University—Some research suggests that high self-complexity (i.e., thinking about the self in multiple, independent ways) buffers people from the negative effects of adverse events. The present study investigated whether self-complexity similarly buffers people from the negative effects of rejection. In an experiment presented as a study of how personality affects social interaction, participants (N = 107) engaged in a brief dyadic interaction and then were randomly assigned to write about themselves in a complex, simple, or non-self-relevant way. Participants later received randomly assigned acceptance or rejection feedback and then completed measures of state self-esteem and affect. Results indicated a main effect of feedback, such that participants who received acceptance feedback reported higher state self-esteem than did participants who received rejection feedback. In addition, contrary to some prior findings indicating no mood effects of rejection, results revealed that accepted participants reported higher positive affect and lower negative affect than did rejected participants. Unexpectedly, results also revealed main effects of self-complexity condition, such that participants reported higher state self-esteem in the low (versus high) self-complexity condition, and higher positive affect in the low self-complexity (versus control) condition. However, the predicted feedback x self-complexity interaction was not significant. Additional analyses revealed that perceived acceptance mediated the feedback/state self-esteem relationship. Thus, results suggest that induced self-complexity failed to buffer participants from the effects of rejection because it did not influence perceived acceptance. Perhaps any variable that can attenuate the negative effects of rejection must raise perceptions of acceptance.

B81

MIXED ASPIRATIONS: UNDERSTANDING THE INFLUENCES OF COLLEGE EDUCATION AND MOTHERHOOD ON THE IMPLICIT AND EXPLICIT SELF-CONCEPTS OF COLLEGE WOMEN Kakul Hai¹, Dara McIntyre¹, Thierry Devos¹, Roger Dunn¹; ¹San Diego State University—The present research examined the extent to which college education and motherhood are incorporated into the implicit and explicit self-concepts of college women. A sample of 128 female college students completed a self-report measure and an Implicit Association Test (IAT) assessing the extent to which they identified with college education vs. motherhood. The data revealed that at the explicit level, participants identified more strongly with college education than with motherhood, but at the implicit level, the effect was in the opposite direction. Confirmatory factor analyses showed that implicit and explicit self-concepts were related, yet distinct constructs ($r = .54$). Implicit and explicit attitudes about college education and motherhood, internal and external motivation to present oneself as academically-oriented, and life experiences consistent with or departing from traditional gender roles were also examined. Structural equation modeling indicated that implicit attitudes accounted for implicit (but not explicit) self-concept, whereas explicit attitudes accounted for explicit self-concept and, to a lesser extent, implicit self-concept. Internal (but not external) motivation to define the self as academically-oriented predicted both explicit and implicit self-concepts. Finally, current (but not childhood) experiences departing from traditional gender roles were related to a stronger explicit (but not implicit) identification with college education. This pattern of results provides us with a better understanding of the similarities (convergent validity) and differences (discriminant validity) underlying the implicit and explicit self-concepts of college women.

B82

A STRUCTURAL EQUATION MODEL OF ATTACHMENT, PARTNER MOTIVATIONS AND EXPLORATION A. McLeish Martin III¹; ¹Texas A&M University—The current study is one of only a few in the literature that examines attachment style and exploration. The author

gathered a sample of 152 women and 130 men from Texas A&M University; all participants were currently involved in a romantic relationship of at least one month, $M = 16.23$ months. Participants completed a battery of scales related to attachment, exploration and partner dependence (PDME) or independence (PIME) motivation for exploration. Previous studies of attachment and exploration have typically focused on only one or two reports of exploration. The current study used Need for Cognition, Big Five - Openness, Exploration Enjoyment, Spielberger's State and Trait Curiosity Inventories and the Curiosity and Exploration Inventory. The use of a wide variety of exploration proxies allowed an SEM model to be constructed where the two attachment dimensions predicted corresponding PDME and PIME which predicted a latent variable constructed from the aforementioned exploration scales. Specifically, avoidant people reported using exploration as a means to maintain independence from the partner (PIME). Anxious people reported that they felt dependant on their partner for exploration (PDME). The model showed that there were direct links between both anxiety and the partner dependence motivation for exploration. Using model fit and model change statistics also allowed the author to propose which exploration proxy scales best loaded onto the latent variable.

B83**THE IMPACT OF MATERIALISM ON RELATIONSHIPS: THE MEDIATING ROLE OF MONEY MOTIVES**

*Jordan Troisi¹, Lora Park¹,
¹University at Buffalo, State University of New York* – Materialism is a value orientation in which the pursuit of possessions is deemed to be a central goal in life. Although it has been theorized that people who are materialistic may pursue material possessions at the expense of their social relationships (Kasser, 2002), the reasons underlying this association have not been empirically investigated. In the present research, we propose that one reason why materialism might predict lower relationship quality is that people may be motivated by what Srivastava, Locke, and Bartol (2001) have called "negative money motives" (i.e., earning money to overcome self-doubt and compare oneself to others). On the other hand, "positive money motives" (i.e., earning money to maintain feelings of security, for a sense of market worth, to support one's family, or for a sense of personal pride), was not expected to predict negative relationship outcomes. Thus, we hypothesized that materialistic individuals with negative money motives, but not positive money motives, would show worse relationship outcomes, as indicated by lower feelings of relatedness with others – i.e., feeling less close and connected to others (Deci & Ryan, 2000). Consistent with predictions, regression analyses revealed that the negative relationship between materialism and relatedness was fully mediated by the presence of negative money motives (Sobel's test: $z = -4.84$, $p < .001$). Positive money motives were positively related to materialism, but did not predict relatedness. Overall, these findings suggest that the presence of negative money motives is one reason why people with materialistic values may experience lower quality relationships.

B84**THE BENEFITS OF OTHER-ORIENTED GOAL REFLECTION: FEELING GOOD BY THINKING ABOUT OTHERS**

*Mary Y. Liu¹,
 Juliana Breines², Jennifer Crocker¹;
¹University of Michigan, Ann Arbor,
²University of California, Berkeley* – We examined how three forms of reflective writing about a situation in which participants feel "stuck" influence positive other-directed emotion (e.g., compassion), negative self-directed emotion (e.g., feeling of worthlessness), and self-compassion. Writing about an emotionally distressing event benefits emotion processing (Pennebaker & Seagal, 1999). Self-reflection may be more beneficial than self-rumination (Trapnell & Campbell, 1999). We propose that writing about the goal to contribute to others would be more beneficial than reflecting on one's desired images or simply distracting oneself because shifting the focus from the self to supporting others increases positive other-directed emotion. One hundred and six

participants completed pretest and posttest measures of emotion and self-compassion, wrote about a situation in which they felt "stuck" and then were randomly assigned to reflect on goals to give or contribute to others (ecosystem reflection), goals to construct desired self-images (egosystem reflection), or on mundane details of their day (distraction). As predicted, negative self-directed emotion declined and self-compassion increased in all three conditions. Ecosystem reflection significantly increased positive other-directed emotion, whereas the increase was only marginal in the distraction condition and not significant in the egosystem reflection condition. Because ecosystem reflection elicits positive other-directed emotion in addition to attenuating negative self-directed emotion and fostering self-compassion, it may be more adaptive for gaining clarity in potentially ego-threatening situations than simply reflecting on one's desired images or distracting oneself.

B85**CAUSAL UNCERTAINTY AND GOSSIPING**

*Carly Ainlay¹, Jill A. Jacobson¹;
¹Queen's University* – Studies of causal uncertainty (i.e., an uncertain ability to comprehend cause-and-effect relationships in one's own and other people's behaviour; Weary & Edwards, 1994) have focused only on effortful cognitive processing as a means for uncertainty reduction leaving many other potential avenues unexplored. Despite its negative connotations, Wert and Salovey (2004) propose that gossiping, or talking with people about other individuals, actually can be useful because it allows people to compare their impressions of another person and to gather additional social information. Thus we examined gossiping as another means causally uncertain people might employ to master their social worlds. Using a round robin design, groups of four women ($N = 128$) conversed individually and only once with each of the three other group members. Then they could choose to ask as many questions as they would like to one randomly determined group member again before deciding between the other two people as their partner for the next task. Compared to people who were lower in causal uncertainty about others, those higher in other-oriented causal uncertainty were more likely to choose to consult with another participant (even though they actually reported liking this person less than did their low causally uncertain counterparts), listed more questions to ask the consultant, and devised questions that were higher in diagnosticity. No effects were found as a function of causal uncertainty about oneself. Thus gossip serves as another means of uncertainty reduction that causally uncertain people pursue to better understand other people, but not themselves.

B86**GENERATION ME AND THE RISE IN NARCISSISM, 1979-2006**

*Jean Twenge¹, Sara Konrath², Joshua Foster³, W. Keith Campbell⁴,
 Brad Bushman²;
¹San Diego State University, ²University of Michigan, ³University of South Alabama, ⁴University of Georgia* – A cross-temporal meta-analysis finds that narcissism levels have risen over the generations in 85 samples of American college students who completed the 40-item forced-choice Narcissistic Personality Inventory (NPI) between 1979 and 2006 (total $n = 16,475$). Mean NPI scores were significantly correlated with year of data collection when weighted by sample size ($Beta = .53$, $p < .001$). NPI scores have increased 0.33 standard deviations. Thus almost two-thirds of recent college students are above the mean 1979-1985 narcissism score, a 30% increase. By 2006, 24% of college students scored more than one standard deviation over the original 1979-1985 mean. College women's NPI scores have increased more than college men's, and the sex difference in narcissism has declined from 0.45 SDs to 0.15 SDs. The results complement previous studies finding increases in other individualistic traits such as assertiveness, agency, self-esteem, and extraversion. The discussion addresses the connection between the rise in narcissism and cultural trends influencing Generation Me such as MySpace and YouTube, celebrity obsession, materialism, permissive parenting, grade inflation, unrealistically high expectations, and hooking up.

B87

PREVENTION, PROMOTION, AND POLITICS: EVIDENCE THAT REGULATORY FOCUS AFFECTS POLITICAL CONSERVATISM

Jennifer Pattershall¹, Scott Eidelman¹; ¹University of Maine – Over time and across disciplines political conservatism has been associated with tradition and resistance to change, liberalism with social progress and change (e.g., Jost, Glaser, Kruglanski, & Sulloway, 2003). These definitions resemble the two motivational states described in regulatory focus theory (Higgins, 1997). Prevention-focused individuals are motivated to ensure “correct rejections” and to avoid “false alarms” and are thus more likely to continue a task or avoid a change. In contrast, promotion focused individuals are motivated to ensure “hits” and to avoid “misses” and are thus more likely to take a risk by switching tasks or making a change (Liberman, Idson, Camacho, & Higgins, 1999). Considering these definitions of ideology and previous regulatory focus research, we hypothesized that a focus on prevention would increase political conservatism and a focus on promotion would increase political liberalism. We manipulated regulatory focus by having participants write an essay describing their hopes and goals (promotion focus) or their duties and obligations (prevention focus). Participants then completed the conservative and liberal subscales of Kerlinger’s (1984) Social Attitudes Statement Scale. Consistent with predictions, participants in the prevention condition reported political attitudes that were significantly more conservative than those in the promotion condition. Participants in the promotion condition reported more liberal attitudes than participants in the prevention condition, but this result was not significant. These findings demonstrate that the motivations behind regulatory focus can impact social attitudes and add to a large literature that demonstrates the impact of psychological variables on political behavior.

B88

BREAST IS BEST...BUT NOT EVERYWHERE: AMBIVALENT SEXISM AND ATTITUDES TOWARD PRIVATE AND PUBLIC BREASTFEEDING

Michele Acker¹; ¹Otterbein College – Public health campaigns have emphasized the importance of breastfeeding, but breastfeeding rates continue to be low. Many studies implicate the importance of others and the social context for breastfeeding, but few have examined specific attitudes toward breastfeeding mothers. The current study extends the literature by directly assessing individuals’ reactions to images of women breastfeeding, both publicly and privately. Further it assesses this reaction within the context of self-reported sexism on the Ambivalent Sexism Inventory (Glick & Fiske, 1996). In order to address the limitations of previous work this study uses both a college and non-college sample, manipulates the variable of location, and uses actual photographs of a breastfeeding woman. To minimize issues of social desirability, the study uses a between-subjects design and disguised stimuli. 186 participants viewed a number of stimuli that depicted people in various stages of undress. The target stimulus was the image of a woman breastfeeding either at home or in a public coffee shop. It was hypothesized that the breastfeeding mother would be seen more positively when breastfeeding in private than in public, and that this response would be tempered by respondents’ exposure to breastfeeding and levels of benevolent and hostile sexism. Results indicated that public breastfeeding is seen more negatively than private breastfeeding by all participants as hypothesized. However, several interactions among predictor variables such as age, parental status, and sexism level qualified this response. Discussion focuses on three explanations for the negative view of breastfeeding: familiarity (mere exposure), sexist attitudes, and hypersexualization of the breast.

B89

ACADEMIC EXAGGERATION PRESAGES REALITY: LINKS BETWEEN NONCONSCIOUS GOAL ACTIVATION, SELF-DESCRIPTION, AND ULTIMATE PERFORMANCE

Richard Gramzow¹, Camille S. Johnson²; ¹University of Southampton, ²San Jose State University – Nonconscious goal priming increases accessibility of goal-relevant cognitions, emotions, and behaviors (Fishbach & Ferguson, 2007). For goals high in personal relevance, priming activates a self-regulatory feedback loop, in which discrepancies between current and desired standing (the goal) are monitored (Carver & Scheier, 1982). We argue that nonconscious goal activation also can lead individuals to cast their self-descriptions away from current reality and toward the goal. In addition, we explore the idea that this tendency to shift the self toward the goal reflects a functional motivational process. To examine these hypotheses, we assessed self-perceptions and actual performance within a highly relevant domain. University students (for whom academics is typically of high personal relevance) were exposed to achievement-related or neutral primes and then asked to report their current performance (grade point average [GPA]). Consistent with past research, students exaggerated their GPAs relative to official records (Gramzow, Elliot, Asher, & McGregor, 2003; Gramzow & Willard, 2006). As predicted, however, exposure to the achievement prime significantly increased this tendency. Exposure to the prime also strengthened the relationship between performance goals and exaggeration, such that higher goals were associated with positioning the self further from current reality and toward the higher goal. Finally, increased exaggeration in the prime condition predicted better actual academic performance over time. This suggests that the tendency to project the self toward a primed goal represents a functional motivational orientation. We speculate, then, that exaggeration creates (or reflects) a sense of psychological momentum (Markman & Guenther, 2007) that aids goal attainment.

B90

PREDICTING DATERS’ SEX-TYPED COPING STRATEGIES IN THE CONTEXT OF GEOGRAPHIC SEPARATION

Erin Crockett¹, Timothy Loving¹, Benjamin Le², Miriam Korn²; ¹The University of Texas at Austin, ²Haverford College – The current research explores the effect of one common relationship stressor, geographic separation, on daters’ (N = 124) coping responses. Specifically, multiple assessments of three established sex-typed coping strategies (i.e., rumination, emotional support, and distraction) were obtained at regular intervals over winter break when students were separated from their partners. We first investigated whether sex differences in coping responses translate to the domain of geographic separation (cf. Tamres et al., 2002). Next, we assessed whether the psychological construct of interdependence type (Gabriel & Gardner, 1999), a correlate of biological sex, predicts daters’ coping efforts. We suggest that one reason the experience and consequences of relationship events differ for men and women is because of their orientations towards their social worlds; women tend to focus more on specific relationships with other people (i.e., relational interdependence) whereas men tend to focus on their affiliations with groups (i.e., collective interdependence). Finally, we explored whether interdependence type mediates observed sex differences in coping. Use of distraction and rumination did not differ as a function of participant sex, but women were more likely than men to seek emotional support. In contrast, interdependence type consistently predicted how individuals coped with geographic separation; relational interdependence predicted all three coping strategies whereas collective interdependence only predicted distraction. Interestingly, relational interdependence did not mediate the emotional support-biological sex association. These data support previous calls (Vangelisti, 1997) for researchers to reconsider sex-based models and focus more on correlates of biological sex, such as interdependence type, when studying relationship processes.

B91**COMPARING PATTERNS OF ATTENTION BETWEEN CANADIAN AND EAST ASIAN INTERNATIONAL STUDENTS**

Hua-iting Wang¹, Takahiko Masuda¹, Keiko Ishii²; ¹University of Alberta, ²Hokkaido University – Much research in the field of cultural psychology has shown that people from East Asia and North America differ in their patterns of perceptual attention. Previous studies show that East Asian people tend to incorporate more contextual information in their attention, while North American people are more likely to pay their attention to the focal objects (Masuda & Nisbett, 2001; Nisbett, 2003). In the current study, we manipulated the physical distance from the images to the participants and purposely shortened the distance to give more chances for East Asians to ignore the contextual information. When participants judged the facial expression of a central image lined up with four other images with either same or different facial expressions, we failed to find significant differences between Canadian participants and Japanese/Chinese international participants. However, when we further analyzed the eye tracker data, we found that the ratio of central to background attention for Canadian participants was significantly larger than that of Japanese/Chinese international students. Based on these findings, we maintain that although the behaviors of international students are superficially similar to the participants in their sojourned cultures, their implicit attentive styles are still culturally shaped, which affects their attention unconsciously. (197 words)

B92**FACING THE OPPOSITION: EXAMINING CONFORMITY ON PRE-EXISTING POLITICAL BELIEFS IN REAL WORLD AND COMPUTER MEDIATED CONTEXTS**

Brecken Gilbert¹, H. Colleen Sinclair¹; ¹Mississippi State University – Participants engaged in either an on-line or a face-to-face discussion of gay rights designed to examine the influence of both pre-existing beliefs and the discussion environment on one's likelihood to conform to group pressure. In this 2 (political position: pro/anti-gay rights) x 2 (conversation context: face-to-face or computer-mediated) quasi-experiment, 154 university students were screened to gauge their position on gay rights. Approximately two weeks later participants returned for an alleged "political discussion" either via instant messenger or face-to-face - determined by random assignment. At the outset of the discussion, a vote was taken on six gay rights issues. Voting in turn, 3 confederates preceded the participant (1 confederate following the participant), and voted the opposite of what the participant's position was known to be. Having witnessed the opposing votes of their peers, active conformity was assessed by the degree to which participants went with the group vote (and, hence, against their own beliefs). Analyses of variance revealed a significant main effect of political position [$F(1,122) = 73.01, p < .0005$] and an interaction between position and context [$F(1,122) = 4.89, p < .03$]. Such that, those opposed to gay rights were significantly more likely to conform (73.1% vs. 33.9%), especially in face-to-face contexts, where those opposed conformed on 81.3% of votes versus 64.9% in the on-line condition. Results are discussed in terms of the implications of computer-mediated context and pre-existing attitudes for understanding conformity to group pressure. Further discussion addresses the role of social influence on the expression of inter-group attitudes.

B93**WRITING YOUR WAY TO GOAL SUCCESS: EXPRESSIVE WRITING AS AN INTERVENTION FOR GOAL INTERNALIZATION**

Yuna Ferguson¹, Ken Sheldon¹; ¹University of Missouri-Columbia – Although many studies show that autonomous, rather than controlled, motivation predicts positive outcomes in a variety of settings (i.e., school, workplace, sports, health promotion; Ryan & Deci, 2000), few studies have focused on HOW individuals come to internalize self-set, personal goals (i.e., relationship, personal growth) without direct autonomy support from others. Using the expressive writing paradigm (Pennebaker, 1997), this

study examined whether writing exercises that encourage self-reflection would increase internalization towards college students' academic goal, as compared to writing about one's daily plans. Participants ($n = 67$) were assigned to write about one of the topics once a week for three weeks. Results show no main effect differences between the two writing conditions in the increase in internalization or other goal outcomes. However, further analyses revealed that self-reflective writing may be beneficial to individuals with greater academic aptitude, while the daily plan writing is beneficial to individuals with lower academic aptitude, supporting Vallacher and Wegner's (1987) action identification theory. The importance of the match between goal level focus and skill level for internalization and goal success is discussed.

B94**ATTENTIONAL SHIFTING FOSTERS EVALUATIVE CONDITIONING**

Christopher R. Jones¹, Russell Fazio¹, Michael Olson²; ¹The Ohio State University, ²University of Tennessee – Evaluative conditioning (EC) refers to attitude formation or change stemming from an object's pairing with positive or negative stimuli. This research tests a model of EC that focuses on the evaluation evoked by an unconditioned stimulus (US) being implicitly misattributed to the conditioned stimulus (CS). We tested the model by manipulating stimulus parameters in the "surveillance" paradigm developed by Olson & Fazio (2001). Participants are presented with a rapid stream of hundreds of images, all the while being vigilant for the presentation of a particular target. Embedded in this stream are pairings of one neutral CS with positive US's and pairings of another neutral CS with negative US's. According to the misattribution hypothesis, any manipulation that enhances the confusability of the source of the activated evaluation should facilitate affective transfer from CS to US. In one condition, we enhanced the potential for source confusion by fostering rapid shifting of attention between CS and US. Each conditioning trial involved the CS and US repeatedly flashing briefly in alternating sequence. In the control condition, the trial was of the same duration but the CS-US pair was presented steadily. Greater EC was observed in the flashing condition. A recognition test showed that participants' explicit memory for the CS-US pairings was no better than chance and equivalent in the two conditions. We suggest that the immediate temporal continuity with which the CS and US were processed in the attention shifting condition facilitated the misattribution of evaluations evoked by the US to the CS.

B95**AUTOMATIC GOALS AND SMOKING CESSATION**

Anne Bergen¹; ¹University of Guelph – Self-regulation is driven by both conscious and automatic (non-conscious) goals. Although automatic goals have been shown to influence habitual behavior, such goals have not yet been examined in a context of behavior change, as they relate to both existing and desired behaviors. This research was performed to explore how automatic goals concerning smoking and smoking cessation relate to conscious goals and overt behavior. Participants were randomly assigned to conditions where a smoking, quitting, or neutral goal was activated using a supraliminal priming procedure. Automatic goals related to smoking and quitting were assessed using a timed lexical decision task. Smoking status (smoker, ex-smoker, or non-smoker), but not conscious goals, predicted accessibility of automatic goals related to quitting. Specifically, smokers were significantly slower than non-smokers to respond to the word quit, regardless of priming condition. There was no difference in lexical decision latency to the word smoking regardless of smoking status and priming condition. The results indicate that accessibility of the concept of quitting is reduced among smokers, which suggests that smokers have an inhibited goal of smoking cessation. Controlling for overall response speed, response latencies for the words smoking and quit were directly correlated for non-smokers, but not for smokers or ex-smokers. This finding indicates that not all smokers with inhibited quit goals have strong automatic goals to continue smoking.

These results suggest that conscious and automatic goals may be incongruent with one another, such that automatic goals do not reflect conscious, volitional goals.

B96

ON THE BENEFITS OF BEING TRANSPARENT: NONVERBAL LEGIBILITY AND SOCIAL SUPPORT Max Weisbuch¹, Asha Clarke¹, Nalini Ambady¹, Shawn Achor¹; ¹Tufts University – Mental and physical health benefit substantially from social support. Unfortunately, some people do not receive social support when they need it and others receive unwanted support (e.g., Collins & Feeney, 2000; Bolger, Zuckerman, & Kessler, 2000). Successful elicitation of support depends on a variety of factors but nonverbal behavior is likely to play an important role. That is, people rely extensively on nonverbal behavior to decode anguish (e.g., Harrigan, Wilson, & Rosenthal, 2004). Happy-looking individuals who are actually depressed may not elicit support whereas depressed-looking individuals who are actually happy may receive unwanted support. Thus, accurate portrayals of happiness or depression should elicit desired support. Specifically, to the extent that individuals accurately communicate mood via nonverbal behavior, they should be likely to obtain desired social support. Unfortunately, little is known about the consequences of nonverbal mood "leakage," in part because nonverbal behavior research has focused on state, rather than trait emotion. Here, 25 students completed several personality questionnaires, including a depression inventory, prior to a videotaped interview. 10 judges rated participant depression from silent video clips of the interview (inter-rater $\alpha = .81$). Nonverbal mood legibility scores were calculated for each participant as the absolute difference between self-reported and visual depression z-scores. As expected, nonverbal mood legibility predicted greater self-reported support availability. This relationship held even after controlling for participant extraversion, gender, and self-monitoring, whereas neither self-reported nor visual depression independently predicted social support. The results are discussed with respect to a broader model of nonverbal mood legibility.

B97

INDIVIDUAL DIFFERENCES IN SEX MOTIVES J. Taylor Moore¹, Julie A. Maertens¹, Megan A. O'Grady¹, Jennifer J. Harman¹; ¹Colorado State University – Several individual difference factors have been identified that predict sexual behavior. Sociosexuality is a personality dimension referring to a willingness to engage in sexual relations in the absence of emotional bonding or commitment to one's partner. An individual with an unrestricted sociosexual orientation is more likely to feel that sexual relationships need not be confined to those with whom they feel emotionally close. They may initiate sexual involvement earlier in their relationships (Simpson & Gangestad, 1991) and pursue a greater number of partners (Seal, Agostinellie, & Hannett, 1994). Sexual behavior is also predicted by prevailing sexual motives; those placing greater emphasis on enhancement motives for sex (i.e., most often engaged in sex primarily to satisfy sexual needs) tend to engage in more risky sexual contact (Cooper, Shapiro, & Powers, 1998). The present study tested the hypothesis that individuals who possess an unrestricted sociosexual orientation will report greater enhancement motives for sexual behavior in order to determine how various individual difference factors may relate to sexual behavior. Participants ($n = 95$) completed the Sociosexual Orientation Inventory (Simpson & Gangestad, 1991) and the Sex Motives Scale (Cooper, Shapiro, & Powers, 1998). Sociosexual orientation accounted for 53% of the variance in enhancement sex motives, $R = .73$, $F(3,91) = 34.00$, $p < .001$. These results provide preliminary evidence that an individual's willingness to engage in sexual relations in the absence of emotional commitment is predictive of enhancement motivations for sexual behaviors. This research has implications for intervention efforts that target sexual risk reduction.

B98

CAN MONEY BUY HAPPINESS? Lara Aknin¹, Elizabeth Dunn¹, Michael Norton²; ¹University of British Columbia, ²Harvard Business School – Can money buy happiness? Most psychological studies suggest that money has a very weak effect on happiness once basic needs are met. Yet, given that money can provide the means to help further goals, money should be able to increase happiness if it is spent on goals that reliably increase well being, such as strengthening social relationships. To examine money's potential impact on happiness we conducted three studies, two correlational and one experimental. In Study 1, a nationally representative sample of 367 Americans reported that social spending (money spent on gifts for others or donations to charity) did predict higher levels of current happiness while personal spending (money spent on bills or gifts for oneself) did not. In Study 2, we asked a nationally representative sample of 321 Americans how they would spend a \$100,000 lottery prize. Participants who said they would spend more of this money on social relationships reported greater happiness. Lastly, in Study 3, a sample of 138 students was asked to recall and describe the last time they spent \$0, \$20 or \$100 dollars in general or on improving a social relationship before rating their current happiness. Participants randomly assigned to recall spending larger amounts of money on social relationships in the past rated themselves as happier when reflecting upon their previous social spending. Taken together, these results provide initial evidence that spending money on social relationships and reflecting upon this social spending may be associated with greater well being.

B99

INACTION INERTIA GENERALIZES TO COMPARABLE ALTERNATIVE OPTIONS Matt Crawford¹, Sean M. McCrea²; ¹Victoria University, ²University of Konstanz – Inaction inertia refers to the finding that, when individuals fail to take advantage of a discounted purchase offer, the likelihood of acting on a subsequent offer is decreased. Alternatively, individuals missing a discount may switch product brands, rather than fail to act at all. We sought to extend these findings by controlling for the comparability of alternative options. Participants were asked to imagine that they passed a travel office advertising a discounted vacation to Greece, but did not have time to inquire about it. When they returned, the initial offer had expired and a smaller discount was available. In a control condition, no initial discount was mentioned. Half of the participants were also told that the agency was now advertising a similar vacation to Turkey for the same price. For each option, participants rated the likelihood that they would purchase the vacation package. For both options, intention to purchase a vacation package was reduced when an initial discount had been missed. Thus, inaction inertia effects generalized to the vacation to Turkey. To examine whether this effect was due to the fact that the Turkey vacation was considered an inferior option, Study 2 used an alternative option (vacation to the Canary Islands) that was considered more attractive than the Greece vacation. Again, inaction inertia was found for both options. In a third study, the alternative option was a laptop computer. Inaction inertia effects were found for the vacation, but not for the laptop, indicating generalization effects only occur for comparable options.

B100

THE EFFECTS OF MORTALITY SALIENCE ON EFFORT AND OVERCONFIDENCE Daniel Paratore¹, Craig Johnson¹; ¹Hofstra University – Two studies examined the effects of mortality salience on performance effort. Terror Management Theory (TMT) states that when people are confronted with ideas about their own mortality, they respond in part by attempting to bolster their self-esteem. According to TMT, self-esteem is a primary defense against mortality concerns, and persons under mortality salience strive to compensate by seeking information or engaging in behaviors to bolster esteem. Performance tasks provide opportunities for self-enhancement. Thus, we should be highly

motivated to maximize our performance on tasks that are related to our self-esteem when mortality is made salient. In Study 1, participants (N = 80) were asked to write about mortality or a control topic (dental pain) and then worked on an anagram task (which included an unsolvable item) for as long as they wanted. In Study 2, following the same mortality salience manipulation, participants (N = 80) worked as long as they wanted on an idea generation (brainstorming) task. In support of the hypothesis, participants in both studies spent more time on the task following mortality salience. The results could not be accounted for by mood differences between conditions. In Study 2 participants in the mortality salience condition who thought the task was predictive of their future success expressed the highest confidence in how they would perform on the upcoming task. Consistent with TMT, mortality salience appears to stimulate effort on cognitive tasks.

B101

INSTANT ASSIMILATION: AUTOMATICALLY INTEGRATING NEW INFORMATION WITH EXISTING BELIEFS Colin Smith¹, Kate Ranganath¹, Brian Nosek¹; ¹University of Virginia – Current thinking suggests that automatic associations form gradually over time. The present research explores instant assimilation - the immediate incorporation of new information into existing beliefs - and the concurrent formation of implicit reactions and explicit judgments. Participants were 850 visitors, randomly assigned to participate in this study at the Project Implicit research website (<http://implicit.harvard.edu>). A brief vignette described generous and stringent welfare plans, one proposed by Democrats and one by Republicans, manipulated between-subjects (Cohen, 2003). Evaluations of the plans, measured with the Implicit Association Test and self-report, assimilated to the participants' pre-existing political affiliations. While Independent participants' implicit and explicit evaluations were influenced by only the content of the plans, Democrat and Republican participants were influenced by policy content and by which party proposed the plan. The party of the plan's proposer was especially impactful on the formation of implicit attitudes. Implicit preferences mediated the effect of the interaction between the participant's and plan proposer's party on explicit judgments, suggesting that instant assimilation occurs automatically. Rather than implicit attitudes necessarily building slowly over time, new information can automatically assimilate to pre-existing beliefs and influence explicit judgment. Further, participants may be unaware of the effect their group memberships have on assimilation of new information and formation of implicit reactions and explicit judgments. This lack of awareness has important implications for our understanding of the process by which explicit judgments are constructed.

B102

INTERGROUP CONTACT AND CLASSROOM DIVERSITY: AN INVESTIGATION OF CHILDREN'S ATTITUDES AND BEHAVIOR IN A MULTIETHNIC CONTEXT Lisa S. Giamo¹, Stephen C. Wright¹, Jane Friesen¹, Jasmina Arifovic¹; ¹Simon Fraser University – Research on intergroup contact in schools has a lengthy history (e.g., Brewer & Miller, 1984), and has shown that contact across ethnic groups can have a profound influence on children's intergroup attitudes (e.g., Aboud, 2003; Bigler & Liben, 2006). Early school years may be particularly important, as for many children this can be their first meaningful contact with members other groups. Although there have been numerous recent theoretical advances in the intergroup contact literature, many have yet to be fully tested among children. In addition to measures that tap children's evaluations of outgroups, the current study considers several variables that play prominently in this recent theorizing, including: intergroup anxiety, friendship preference, perceived similarity, and intergroup behavior. The research was conducted in a multi-ethnic context and focuses on three target groups (Whites, Indo-Canadians, and East Asian Canadians). Children from 16 Kindergarten and Grade 1

classrooms in Vancouver participated (N=200). The classrooms varied in the proportion of members from each of the three target groups and includes some members of other ethnic groups. Measures of the ethnic composition of the classroom were supplemented by teachers' descriptions of each child's actual cross-group contact. A photo sorting task provided most of the "attitude" measures, and a sharing task was used to measure behavior. These procedures allowed for multiple tests of the impact of opportunity for contact (classroom diversity) and actual contact on outgroup evaluations and intergroup behavior, and tests of the mediating effects of intergroup anxiety and friendship preferences.

B103

LINKING REALITY TELEVISION AND WOMEN'S DESIRE TO OBTAIN COSMETIC SURGERY Patrick Markey¹, Charlotte Markey², Diane Smith², Stephen Bernardini²; ¹Villanova University, ²Rutgers University – In 2005, 10.2 million cosmetic surgery procedures were performed, an 11% increase since 2004 (American Society of Plastic Surgeons, 2006). It is perhaps not a coincidence that the rise in plastic surgery procedures parallels a rise in popular television shows that feature plastic surgery transformations. In spite of the general public's apparent interest in plastic surgery, to date, research reveals little about predictors of individuals' desire to undergo cosmetic surgery and whether or not reality television show viewing is associated with a desire to obtain plastic surgery. The present study was designed to examine associations among young women's body image, self-esteem, impressions of reality television makeover shows, and interest in obtaining cosmetic surgery. One-hundred and one women (M age = 19 years) participated in this study. Participants reported their desire to undergo cosmetic surgery, their current satisfaction with their face and body, their general self-esteem, and their impressions of reality television makeover shows. Results indicated that 30% of these women were interested in changing their appearance using cosmetic surgery. Correlational analyses indicated that body satisfaction, face satisfaction, and self-esteem were all inversely related to participants' interest in undergoing cosmetic surgery. Additionally, women's impression of reality television makeover shows was uniquely related to their interest in undergoing surgery; women who found makeover shows to be inspiring, realistic, and interesting were more likely to express an interest in obtaining plastic surgery than women who found makeover shows to be unrealistic, disgusting, or a "bad influence."

B104

GENDER DIFFERENCES IN THE RELATION BETWEEN INTERPERSONAL SELF-ESTEEM CONTINGENCIES AND DEPRESSIVE SYMPTOMS M. Janelle Cambron¹, Linda K. Acitelli¹, Lindsey M. Rabhan¹; ¹University of Houston – Having self-esteem that is dependent on a given domain (i.e., contingent self-esteem) is an important risk factor for the development of depressive symptoms (e.g., Crocker, 2002). Given the two-to-one female-to-male ratio of depressive symptoms (Nolen-Hoeksema, 1990), gender would seem to be a key variable to consider in research examining the role of contingent self-esteem in predicting depressive symptoms. In addition, research consistently shows that the gender difference in depression is accounted for by gender differences in rumination (e.g., Nolen-Hoeksema et al., 1991). Thus, the purpose of this study was to examine gender differences in the relation between self-esteem that is dependent on relationships and depressive symptoms, and to examine the role rumination plays in this relation. Because women are more likely than men to include others in their self-conceptions (Acitelli, 1992), women may be particularly vulnerable to having self-esteem that is contingent on interpersonal relationships. We hypothesized that self-esteem contingent on the quality of relationships would predict depressive symptoms because such individuals, particularly women, are likely to ruminate about their interpersonal interactions. 343 participants (249 females, 94 males) completed measures of self-esteem contingent on friendships, peer approval, and romantic relationships, as well as

measures of rumination and depressive symptoms. Results showed that self-esteem based on friendships, peer approval and romantic relationships predicted depressive symptoms for women, and all relations were mediated by rumination. For men, however, only friendship contingent self-esteem predicted depressive symptoms, and rumination mediated this relation. Results are discussed in the context of gender differences in the self.

B105

“MONEY CAN’T BUY LOVE”: THE EFFECT OF GIFT PRICE ON GIVERS’ EXPECTATIONS OF APPRECIATION Francis Flynn¹, Gabrielle Adams¹, ¹Stanford University Graduate School of Business – Do people appreciate more expensive gifts than cheaper ones? According to the present research, the answer is “no,” but gift-givers may assume the answer is “yes.” That is, givers anticipate that an expensive gift will be appreciated more, but the recipient’s actual feelings of appreciation are uncorrelated with price. In Study 1, a questionnaire about birthday gifts revealed a significant correlation between gift price and the giver’s expectations of the recipient’s appreciation, but no relationship between price and the recipient’s actual feelings of appreciation. In a between-subjects experiment (Study 2), givers thought an iPod (expensive gift) would be appreciated more than a CD (inexpensive gift), but recipients appreciated the iPod as much as they appreciated the CD. This apparent disconnect between givers’ and receivers’ expected and actual feelings of appreciation is surprising given that we slip in and out of these giver and receiver roles every day, and often multiple times in the course of a single day. On a more practical level, these results suggest people may waste money buying extravagant gifts when their intent is to elicit stronger feelings of appreciation.

B106

TEMPORAL COMPARISONS: PAST ‘SUPERIOR’ SELVES AS A SOURCE OF INSPIRATION Gregory Gunn¹, Anne Wilson¹, ¹Wilfrid Laurier University – Past research on temporal self-appraisal theory suggests that a past ‘superior’ self may threaten one’s current sense of self-worth. The current study extends past work by examining whether a past ‘superior’ self may instead serve as a source of inspiration when one is led to believe that they are capable of recapturing the success of that past self. Participants thought back to a point in time when they were physically in their best shape, and then rated their fitness from that time. Half the participants then imagined what they could personally do to recapture their past level of fitness (attainable condition), whereas the other half imagined what could prevent them from recapturing their past level of fitness (unattainable condition). Afterwards, participants indicated their satisfaction with their current fitness, motivation to improve their fitness, and expected level of future fitness. Consistent with past work on temporal comparisons, across conditions, higher past fitness levels predicted less satisfaction with current fitness. As expected however, in the attainable condition, the more fit that participants perceived their past selves to be, the more motivated they were to improve their fitness and the more fit they expected to be in the future. In the unattainable condition, past fitness did not predict either motivation to improve fitness nor expected level of future fitness. We discuss potential implications of past ‘superior’ selves, when made to feel either attainable or unattainable, for future motivation, expectations, and intentions.

B107

THE INDIVIDUAL & THE GROUP: THE ROLE OF INDIVIDUALITY IN ACHIEVING OPTIMAL DISTINCTIVENESS Kelly A. Sauerwein¹, Cynthia L. Pickett¹, ¹University of CA, Davis – According to optimal distinctiveness theory (Brewer, 1991), optimal identities are those that provide a balance between intragroup similarity and intergroup distinctiveness. While optimal distinctiveness is a theory of collective-level identity, the fundamental motives of belonging and distinctiveness

are present at each level of self-representation (i.e., personal, relational, collective; Brewer & Roccas, 2001). Extending optimal distinctiveness theory to further include the personal self, this research addresses the question of whether individuals desire personal distinctiveness even when optimally distinct. To explore this issue, feelings of belonging and distinctiveness were manipulated while participants completed measures assessing their perceptions of both the ingroup and outgroup. Results demonstrate that individuals do desire moderate amounts of personal distinctiveness even when optimally distinct, indicating that optimal identities may incorporate belonging and distinctiveness needs from both the personal and collective levels of self-representation. This suggests that some amount of dynamic interplay between levels of self may be involved. Implications for identity under threat and level of group identification are also discussed.

B108

SPONTANEOUS TRAIT INFERENCES AMONG JAPANESE CHILDREN AND COLLEGE STUDENTS Yuki Shimizu¹, Megumi Komori², ¹Saitama University, ²Hitotsubashi University – The developmental researches of children’s trait concepts have indicated that there is a substantial increase in their tendency to describe people in terms of traits after middle childhood (e.g., Livesley & Bromley, 1973). Newman (1991) studied spontaneous trait inference (STI) among 5th-graders using a recognition probe paradigm, and indicated that only suburban/Anglo 5th-graders made STIs, while urban/Latino 5th-graders did not. He explained his result from a cultural point of view, speculating that Latino 5th-graders did not show STIs because they are collectivists, who are said to put more emphasis on context-bound aspects of behavior and refrain from trait inferences. However, Newman’s result was not direct evidence about cultural difference because he compared the subsamples within United States. As generating traits of the actor by observing his/her behavior is a fundamental process in development, it is hypothesized that STIs occur among children in a collectivistic culture. In the present study, a relearning paradigm (Carlston & Skowronski, 1994) was adapted to determine whether Japanese 7th-graders and college students infer spontaneously traits from behavior descriptions. We compared participants’ recollection of photo-trait pairs after being presented with congruent behavior with the recollection after incongruent behavior. As predicted, the 7th-graders as well as the college students showed better recollection after presented with congruent behavior descriptions (savings in relearning effect), indicating that they spontaneously inferred actor’s trait from behavior. This result suggests that the development of STI is not culture-specific but universal, and the implication of these findings in the study of development of trait inference is also discussed.

B109

THE ROLE OF SUBJECTIVE EASE IN THE PRODUCTION OF MOTIVATED BEHAVIOR Chris Loersch¹, B. Keith Payne², Valerie E. Jefferis¹, ¹Ohio State University, ²University of North Carolina, Chapel Hill – Although researchers have traditionally viewed goal pursuit as a process initiated by conscious thought, more recent work has shown that goals can also be automatically activated by environmental stimuli (Bargh, 1990). In the current research, we provide evidence for another route of goal activation, one by which a person implicitly infers his/her goals from the presence of accessible information. Specifically, we explored the possibility that associating goal relevant information with subjective feelings of ease might lead individuals to adopt the goal implied by this accessible content. Utilizing an ease of retrieval paradigm (Schwarz et al., 1991), participants recalled either a relatively easy or difficult number of instances in which they had “tried very hard to achieve or perform well”. Participants then completed two impossibly difficult anagrams and were subsequently given a chance to raise their score by completing optional, easy anagrams. As expected, participants in the ‘easy’ recall condition found the recall task significantly easier and spent longer attempting to

raise their score on the optional anagram task. These differences remained significant even when the amount of time spent on the recall task was controlled for. These results suggest that one can utilize subjective feelings of ease to infer a goal from accessible information. Although all participants had memories of past achievement striving accessible, only those who associated these instances with the experience of ease displayed evidence of achievement striving on a later task. These results shed light on a new process by which goal pursuit may be initiated.

B110**INVESTIGATING THE CATEGORIZATION OF MULTIRACIAL INDIVIDUALS USING THE IAT** *Lori Wu Malahy¹, Jason Plaks²;*

¹University of Washington, ²University of Toronto – Given a continuum of people with different proportions of mixed-race heritage, is there an absolute threshold at which racial categorization and stereotypic associations begin to emerge? We digitally morphed Black and White faces together at 25% intervals to simulate a continuum of biracial stimuli. Subjects completed three Implicit Association Tests (IATs) in which one stimulus category was held constant at 100% Black (or 100% White) while the other category stimuli varied by different percentages (creating a “Blacker” or “Whiter” contrast category). Results showed that when the White category was compared to progressively “Whiter” Black faces, reaction times to all stimuli (i.e., White faces, pleasant words, and unpleasant words) increased along with the reaction times to the ambiguous Black faces. However, when the Black category was compared to progressively “Blacker” White faces, only reaction times to the ambiguous White faces increased. These results corroborate the idea that people have an absolute threshold for categorizing Black and White social targets. We found no evidence, however, supporting a racial association threshold. Implications for stereotyping and prejudice are discussed.

B111**DATING STATUS AS A MODERATOR OF SOCIAL COMPARISON EFFECTS ON WOMEN'S BODY IMAGE** *Rebekah Wanic¹, Jim Kulik¹;*

¹University of California, San Diego – Women who view fit peers or women in the media often experience significantly decreased body satisfaction. The present study sought to determine whether a woman's dating status (partnered or single) would moderate such social comparison effects on body image. College women viewed an image of either an unfit or a fit peer or saw no image before responding to questions about body image and self-satisfaction. Results revealed that while single women demonstrated the expected pattern of contrast (higher self-appearance ratings in the unfit comparison condition and lower self-ratings in the fit comparison condition), women who were in a dating relationship demonstrated a pattern of assimilation in the fit condition (i.e., more positive self-ratings) but no effect in the unfit condition. Satisfaction with self-characteristics unrelated to appearance was only influenced in the not-dating group, who reported less satisfaction in the fit condition relative to unfit and control conditions. The results suggest that dating status moderates social comparison effects on women's body image.

B112**BEAUTY AND BELONGING: AN EXPLORATION OF APPEARANCE SELF-APPRAISALS AND RELATIONAL VALUE** *Vanessa*

Buote¹, Erin Strahan¹, Anne Wilson¹; ¹Wilfrid Laurier University – Individuals have an innate need to belong and desire to form and maintain interpersonal relationships (Baumeister & Leary, 1995). Relational value (the extent to which one feels others accept, value and consider him/her to be important) is also conceptualized as a concern to most individuals, with people striving to have high levels of relational value (Baumeister & Leary, 2000). However, it is possible that physical appearance may influence the degree to which these needs are fulfilled. Research has indicated that unattractive individuals are less liked (Horai,

Naccari & Fatoullah, 1974) and perceived to have less desirable traits (e.g. Miller, 1970) than attractive people. The relationship between appearance and acceptance may be especially strong for women, as norms surrounding women's appearance are rigid and equate appearance with acceptance. This study explored the role of appearance self-appraisals and appearance salience on women's self-perceived relational value. Findings indicated that women who believed they were highly attractive had higher General, Peer and Friend relational value than those who rated their appearance less favorably. In addition, women primed with their appearance rated themselves as having lower relational value within their romantic relationship. Moreover, self-perceived attractiveness predicted romantic relational value when women were primed with their appearance, but not when other domains (academics, recycling) were primed instead. The authors conclude that self-perceived attractiveness plays a significant role in the extent to which women believe others accept them, pointing to the significance of cultural norms.

B113**POWER AND NORMS: FINDING THE RIGHT FIT** *Margaret E.*

Gerbasi¹, Deborah A. Prentice¹; ¹Princeton University – This study tests the hypothesis that the degree of fit between the power structure and the norms of a situation impact perceptions of one's own actions and the actions of others. A hierarchical power structure was created in the standard 2-person prisoner's dilemma by giving one participant prior knowledge of his or her partner's choice on each round. Norms were manipulated by labeling the game either the "Wall Street Game" (which corresponded with the hierarchical power structure), or the "Community Game" (which contrasted with the power structure). Behavior, measured as first round choice between competition and cooperation and average percentage of cooperative choices across all twelve rounds, did not differ across norm or power conditions. However, participants' perceptions of each other and of their own behavior suggest that norms and power guided their interpretations. Even though the same level of cooperation was observed across conditions, Wall Street Game participants liked, trusted, and perceived more positive traits (e.g. honesty, credibility, kindness) in the other player than did Community Game participants. Furthermore, power level and norms interacted, such that high-power Wall Street participants reported that they believed they were seen as having more positive traits than did high-power Community Game participants, whereas low-power participants did not differ in their views of how positively they were seen. These results suggest that, especially for high-power individuals, a fit between power structure and norms leads to positive interpersonal perceptions that may facilitate future interactions, whereas a mismatch may engender negative perceptions that endanger future interactions.

B114**DIVERSE TRAJECTORIES OF MARITAL SATISFACTION OVER FOUR YEARS OF MARRIAGE** *Justin Lavner¹, Thomas Bradbury¹;*

¹University of California, Los Angeles – Most couples begin their marriages satisfied and optimistic about life together. Though some remain happily married for decades, others experience significant distress that ultimately results in divorce. This shift begs the question—when and how does marital satisfaction change? To date, most research addressing this question has used two-wave longitudinal designs, which may oversimplify the complex pathways that developing relationships follow. A small number of studies have used growth curve analysis to chart relationship development and change, but their reliance on individual differences in satisfaction trajectories may obscure distinct subgroups with different patterns. This project aims to establish whether there is a meaningful subset of trajectories in the patterns of newlyweds' marital satisfaction over time and, if so, the nature of those patterns and how individual and dyadic level characteristics may predict them. Using eight waves of data from a longitudinal study of 172 newlywed couples, we apply a semi-parametric, group-based approach (Nagin, 1999) to

identify distinct trajectories of marital satisfaction among newlywed couples over the first four years of marriage. We establish that different patterns of marital satisfaction exist and that individual-level characteristics such as neuroticism are associated with trajectory group membership. We also examine how dyadic-level characteristics such as aggression and marital interactions predict certain patterns. Finally, we establish whether different trajectories are associated with marital dissolution over the early high-risk period for divorce. Limitations and future directions are discussed, as are implications for the study of the development and progression of close relationships.

B115**BY THEIR FRIENDS SHALL YE KNOW THEM: EXAMINING STIGMA-BY-ASSOCIATION AS A FUNCTION OF JUSTIFICATION AND PRIOR PREJUDICED ATTITUDES**

Theresa Moehrl¹, Jared Kenworthy¹; ¹University of Texas at Arlington – Stigma-by-association, or courtesy stigma, is stigma suffered by the friends or relatives of a member of a stigmatized group (Goffman, 1963). However, because the expression of prejudice is often constrained by social desirability concerns, a justification is sometimes necessary to trigger its emergence (Ensari et al., 2004; Moreno & Bodenhausen, 2001). In this 2 (stigma-by-association vs. neutral) X 2 (justification vs. none) between-subjects experiment, participants evaluated scholarship applicants who belonged to either a gay ally organization or a neutral organization, and who had either a high GPA or a low GPA. During a mass pre-testing session all participants completed Herek's (1988) Attitudes Toward Lesbians and Gays scale, and this scale constituted a quasi-experimental, individual-difference factor: high or low prejudice toward lesbians and gays. Results indicate that targets with a low GPA were recommended for the scholarship less than were those with a high GPA, and that targets in the gay ally organization were rated less worthy of the scholarship than those in the neutral organization. Further, an interaction emerged such that targets with a high GPA were not rated differentially as a function of organization membership, but that targets with a low GPA were rated reliably lower when they belonged to the gay ally organization compared to when they belonged to the neutral organization. As expected, this pattern was strongest for those with high anti-gay prejudice, compared to those with low anti-gay prejudice. Participant gender did not moderate this pattern.

B116**THE EFFECTS OF PARENTAL INVOLVEMENT ON SELF-OTHER OVERLAP**

John E. Myers¹, Sara D. Hodges¹; ¹University of Oregon – This study used Aron's Inclusion of Other in Self (IOS) measure to empirically scrutinize Chodorow's (1978) hypothesis that male-dominant/father-absent societies in which women do most of the parenting for children of both sexes tend to produce females who view themselves in relationship to others, and males who view themselves as separate from others. College students (n = 90) completed a battery of pen and paper measures that included retrospective reports of parental involvement and Aron's IOS measure, which was used as a means to gauge the extent to which participants perceived themselves in relationship to or separate from close others. Using the IOS, self-other overlap was assessed for the participants' mothers, fathers and close others (e.g., significant other or best friend). The parental involvement Likert scale tapped five different parenting dimensions. Parental involvement questions were anchored at one end with responses indicating that parental duties had been primarily performed by mothers and at the other end with responses indicating that fathers had done the bulk of parenting; the midpoint signified equal contributions by both mothers and fathers. Contrary to Chodorow's theories, female participants did not show overall greater self-other overlap with parents and close others than males did. Furthermore, for both male and female participants, relatively greater paternal involvement predicted increased perceived self-other overlap with BOTH parents. Finally, greater paternal involvement was associated

with decreased perceptions of self-other overlap with non-parent close others in males, but had no effect on female perceptions of self-other overlap with non-parent close others.

B117**ATTACHMENT AND DAILY SEXUAL GOALS: A STUDY OF DATING COUPLES**

Amie M. Gordon¹, Emily A. Impett¹, Amy Strachman²; ¹UC Berkeley, ²USC – Extensive research has shown that attachment style influences the quality and stability of romantic relationships. Recently, attachment research has been extended to consider the influence of attachment style on the sexual goals that people pursue in their romantic relationships. This study provides the first empirical investigation of how both partners' attachment styles contribute to daily sexual goals in romantic relationships. In a daily experience study of 84 dating couples, the Actor-Partner Interdependence Model (APIM; Kashy & Kenny, 2000) was used to examine the unique contributions of each partner's attachment style to daily sexual goals. Results supported previous research showing that participants high in attachment anxiety were more likely to engage in sex to please their partners and express love, whereas participants high in attachment avoidance were less likely to engage in sex to express love, and were more likely to engage in sex to avoid negative consequences in their relationships. The partner's attachment style also influenced daily sexual goals, particularly for men with avoidant partners and for women with anxious partners. Furthermore, many of the associations were moderated by gender. For example, women with anxious partners were more likely to have sex to please their partners, whereas men with anxious partners were less likely to have sex for that reason. The results of this study suggest that in order to more fully understand sexual motivation, it is important to consider the role of both partners' attachment styles. Theoretical and practical implications of the findings will be discussed.

B118**THE UTILITY OF OLD-FASHIONED AND MODERN WEIGHT PREJUDICE SCALES IN PREDICTING REACTIONS TO POTENTIAL WEIGHT DISCRIMINATION**

Paula M. Brochu¹, Victoria M. Esses¹; ¹University of Western Ontario – The utility of our newly developed old-fashioned and modern weight prejudice scales in predicting perceptions of and support for weight discrimination was investigated. Participants were 116 Canadian introductory psychology students who completed pre-measures of old-fashioned and modern weight prejudice. Participants then read a news article, adapted from a real article, that discussed a recent decision by the UK health authority to deny operations to patients with a body mass index greater than 30, and reported their reactions to the article. Old-fashioned weight prejudice significantly predicted lower perceived discrimination in the UK decision, stronger support for denying operations to overweight patients, and stronger willingness and rationale to adopt a similar policy in Canada, all $Bs > |.39|$, all $SEs < 0.17$, all $ts > 2.11$, all $ps < .05$. Modern weight prejudice significantly predicted lower perceived discrimination in the UK decision, above and beyond the effect of old-fashioned weight prejudice, $B = -0.59$, $SE = 0.20$, $t(114) = 2.97$, $p < .01$, but did not predict the more blatant measures of discrimination. The results demonstrate the predictive validity of both the old-fashioned and modern weight prejudice scales in predicting reactions to potential discrimination in health care decision-making, and indicate that both old-fashioned and modern forms of prejudice may play important roles in such judgments. This research has important implications for understanding current weight bias in society and for differentiating old-fashioned and modern weight bias.

B119**HAVING ONE'S CAKE AND EATING IT TOO: THE QUEST FOR MULTIFINAL MEANS IN GOAL PURSUIT**

Catalina Kopetz¹, Ayelet Fishbach², Arie Kruglanski¹; ¹University of Maryland, ²University of Chicago – Four studies investigated the generation of behavioral plans when multiple goals are activated. The simultaneous presence of several goals may introduce goal-conflict, implying the need to exercise goal choice. Such conflict may be avoided via “multifinal” means affording the joint pursuit of the conflicting goals. Such multifinal means are likely to constitute a subset of the total set of means to the focal goal. Concentrating attention on those means should reduce the number of means to the focal goal. This should introduce instability in one’s means preferences as function of the alternative goals that happened to be activated. Study 1 indicated that a subtle reminder of goal-alternatives narrowed the focal means’ set to the current goal of “having lunch” to those means that afforded successful attainment of such focal goal while saving time for other goals. Next, studies 2 to 4 explored two boundary conditions of such multifinality-based narrowing of the focal-means set namely, goal relatedness and commitment to the focal goal. Specifically, studies 2 and 3 showed that the restriction in the number of acceptable means was reduced if the focal and alternative goals were perceived as related, or, in other words, they were potentially served by the same means vs. by different means. Finally, in study 4, high commitment to the focal goal resulted in the inhibition of the alternative goal and hence relaxed its multifinality constraints to the point where no restriction in the means set size transpired at all.

B120**THE ROLE OF SOCIAL CHANGE IN PREJUDICE**

Nia L. Phillips¹, Christian S. Crandall¹; ¹University of Kansas – Groups that are typically seen and studied as targets of prejudice have are often groups that are pushing for social change. These groups are dissatisfied with their position in society and seek out ways in which to alter this position. They attempt to bring about equity through restructuring the current social order. For example, ethnic minorities push for an elimination of housing and employment discrimination, gays and lesbians push for the right to marry, and women push against the glass ceiling. It is possible that this push for change may be a key factor that creates antipathy towards these targets of prejudice. In order to address this possibility, we presented participants with information about two categories of groups that exist: those that are happy with the status quo and those that fight against it. Included among the specific groups belonging to these categories were Armenian immigrants and Ukrainian immigrants. Following the presentation of the groups, we measured participants’ prejudice (social distance) and stereotyping (trait endorsement) for each of the groups, predicting more negative attitudes and greater negative trait endorsement when a group was described as seeking change. Participants had the greater social distance ratings towards immigrants when they were seeking social change than when they were seeking no change, $F(3,41)=7.08, p<.01$. They also endorsed negative traits more for targets when they were seeking change, $F(3,40)=4.31, p<.05$. This is evidence that pushing for changes in the structure of society contributes substantially to the formation of negative stereotypes and prejudiced attitudes.

B121**WISDOM AND WELL-BEING AMONG COLLEGE STUDENTS: THE ROLE OF SAVORING AND MINDFULNESS**

Heidi A. Wayment¹, Jack J. Bauer²; ¹Northern Arizona University, ²University of Dayton – Psychological well-being is mediated by cognitive, affective, and motivational processes (Lyubomirsky, 2001). Individuals higher in wisdom typically report greater psychological well-being, and this relationship is most likely explained by the way in which wise individuals approach problems as well as their enhanced capacity for empathy (Ardelt, 2004). Our study examined whether 1) the relationship

between wisdom and well-being would be observed among late adolescents, and 2) whether this relationship can be explained by two intentional behaviors: savoring (the ability enhance one's positive experiences in the moment) and mindfulness (the ability to be aware of the present moment). We hypothesized that an expected positive relationship between wisdom (Ardelt, 2002) and psychological well-being (Ryff, 1995) would be mediated by both savoring and mindfulness. In data obtained from college students (232 women, 54 men) savoring and mindfulness were only moderately related ($r = .31, p < .001$). Regression analyses revealed that savoring partially mediated the relationship between wisdom and all six well-being scales, accounting for almost half of the variance. Mindfulness mediated only the relationship between wisdom and environmental mastery. Our results support other research showing that intentional and conscious activities, such as gratitude, may enable young adults to increase their happiness and well-being (Lyubomirsky, 2001). More importantly, among late adolescents, who may associate happiness with future achievements, savoring is a specific behavior that may be taught as a life skill and may be easier to influence than global constructs such as an individual's "wisdom" or "well-being."

B122**LOOKING AT MOTIVATION THROUGH A CROSS-CULTURAL LENS: WHO BENEFITS FROM THE PRESENCE OF VALUE?**

Olga Godes¹, Yuri Miyamoto¹, Judith M. Harackiewicz¹; ¹University of Wisconsin, Madison – According to the Expectancy-Value Model (Eccles et al., 1983), the subjective value that learners perceive in a task should drive their choice of achievement tasks. Past research with Westerners has shown, however, that value may not benefit all learners equally; value interventions are most effective for learners who are already interested in the subject (Durik & Harackiewicz, in press). The present experiment examined whether this interaction effect is specific to just the Western culture, where academic motivation may depend on interest. In contrast, findings from cross-cultural studies suggest that East Asians’ choice of tasks is not dependent on their initial interest, but instead depends on the importance of the task (Eaton & Dembo, 1997). We used a 2 (culture: East Asian vs. Westerner) x 2 (initial interest in math: low vs. high) x 2 (value intervention: absent vs. present) between-subjects design. Two hundred and eighty-two undergraduates learned a new mental math technique and then used it to solve 2 sets of multiplication problems. Those in the value intervention condition were told about the usefulness of the technique for success in future courses and careers. Interest in the technique and effort were assessed throughout the session. Results supported our hypothesis: the value intervention enhanced interest and effort for East Asians irrespective of their level of initial interest. In contrast, it only increased interest for Westerners who came in with a high level of interest, and it did not affect their effort. We discuss the implications for structuring multicultural learning environments.

B123**CUSTOMER COMPLAINTS AS A STARTING POINT FOR INNOVATIONS: PREDICTIONS FROM THE TWO-BY-TWO MODEL OF COMPLAINING REACTIONS**

Eva Traut-Mattausch¹, Eva Jonas²; ¹Ludwig-Maximilians-University Munich, ²University Salzburg – Customer complaints often contain important information on how products, services, or company processes can be improved. However, they are rarely used as a source for innovation. Based on Kruglanski’s (2004) lay epistemic theory we developed a two-by-two model of reactions to complaints to predict when customer complaints can lead to innovation. We assume that people react (a) open-mindedly, i.e. by trying to understand the customer’s problem, searching for further information, converting suggestions into improvement; (b) by avoiding, i.e. by not following the customer information; (c) by pacifying, i.e. by restoring the customer’s satisfaction; or (d) insultingly, i.e. by insulting the customer as well as the customer’s information. According to our model, the type of

reaction displayed when faced with a customer complaint depends on the existing motivation ("closure approach vs. avoidance", "high vs. low defensive motivation"). Results of a series of experimental and field studies show evidence for the predictions based on our model: We were able to demonstrate that the handling of a "complaining letter" from a customer caused a higher closure motivation than the handling of a "neutral letter". Furthermore, we showed that complaints that involve verbal attacks lead to a higher defensive motivation, to devaluation of the customer and his/her information than complaints without verbal attacks. In addition, results of two studies in which we varied the closure motivation and the defensive motivation of our participants in the laboratory and in the field show evidence for the predicted four reactions to complaints.

B124**HOW SOCIAL INFLUENCE IN LEADERSHIP DYADS IS MEDIATED BY IDENTIFICATION PROCESSES WHEN SUBORDINATES ARE TREATED WITH CONSIDERATION AND RESPECT**

Tilman Eckloff¹, Niels van Quaquebeke¹; ¹University of Hamburg—Influencing subordinates is a central function of leadership. Therefore it is interesting for researchers and practitioners alike to understand the processes which mediate influence in leadership dyads, particularly the conditions that result in subordinates' voluntary openness towards leadership. While the results of the Ohio Studies in the 50ies suggest that considerate leadership behaviour is one of the sources of leadership effectiveness (for recent review see Judge, Piccolo, & Ilies, 2004), contemporary approaches often take an identity based perspective on the same. In the present study, we seek to link both perspectives. Specifically, we propose that subordinates' relational identity plays an important role in mediating influence processes in leadership dyads in that the relation between Consideration and subordinates' openness towards leadership is partially mediated by subordinates' personal identification with their leaders. Results of two field studies (N1 = 320 and N2 = 596) provide support for this prediction. Theoretical and practical implications of this mediation model are discussed along the lines of unifying different perspectives on leadership and power.

B125**THE IMPACT OF INFORMATION PROCESSING GOALS AND CAPACITY RESTRICTIONS ON ATTITUDE-MEMORY**

Meghan Norris¹, Leandre Fabrigar¹, Steven Smith², Duane Wegener³; ¹Queen's University, ²Saint Mary's University, ³Purdue University—Social psychologists have long presumed that attitudes affect memory in an attitude-consistent manner. However, a number of researchers have noted that convincing evidence for such attitude-memory "congeniality effects" has been lacking (e.g., see Eagly et al., 1999). The present program of research explored if cognitive capacity restrictions and information processing goals are moderators of the effects of attitudes on memory. In Experiment 1, a 3 (Information Processing Goal: Attitude Expressive vs. Alternative Perspective Taking vs. No Goal) X 2 (Time Restriction: Restricted vs. Unrestricted) X 3 (Issue: Eating Red Meat vs. Marijuana Use vs. Playing Contact Sports) between-participants experiment was conducted. Analyses indicated that the goal manipulation moderated the effects of attitudes on the favorability of correct recall such that attitude-memory congeniality effects emerged when attitude expressive goals were made salient, anti-congeniality effects emerged when alternative perspective taking goals were made salient, and no memory bias occurred when no goal was made salient. Experiment 2 replicated the key interaction between attitudes and goal manipulation using somewhat modified procedures.

B126**COMMITMENT, RELATIONSHIP MAINTENANCE, AND MISSING A ROMANTIC PARTNER: A LONGITUDINAL INVESTIGATION OF SHORT-TERM GEOGRAPHIC SEPARATIONS**

Benjamin Le¹, Miriam S. Korn¹, Timothy J. Loving², Erin E. Crockett²; ¹Haverford College, ²The University of Texas at Austin—Although there is a growing literature examining long-distance romantic relationships, little research has examined dyadic processes in individuals temporarily separated from their romantic partners. The current longitudinal work investigated the associations between college students' commitment to their relationships, attachment orientations, use of relationship maintenance strategies, and the experience of missing a romantic partner during the course of short-term geographic separations. Based on interdependence theory, it was hypothesized that relationship commitment would predict the extent to which individuals missed their romantic partners while geographically separated. Prior to separation from their romantic partners (i.e., before winter break), participants (N = 102 college students in dating relationships) completed a number of measures, including assessments of relationship commitment and attachment dimensions. While separated from their partners over the four-week winter break, participants completed self-report measures of relationship maintenance and the experience of missing their partners. Finally, approximately 10 weeks after returning to campus (i.e., being reunited with their partners), participants were contacted and relationship stability was assessed. The results indicate that initial commitment predicted the use of maintenance strategies and feelings of missing a partner when romantic partners are geographically separated across a four-week period. Furthermore, associations were found between missing, relationship maintenance strategies, and subsequent relationship persistence. Finally, attachment dimensions were negatively associated with use of maintenance strategies and the extent to which participants missed their partners during the separation. Results are discussed within the context of interdependence and attachment theories.

B127**WHAT MAKES YOU HAPPY?: AN INVESTIGATION OF DOMAIN LIFE SATISFACTION ACROSS THE LIFESPAN**

Kimberly Assad¹, Richard Lucas¹, Brent Donnellan¹; ¹Michigan State University—Aging is associated with increasingly negative life circumstances (Baltes & Mayer, 1999), yet life satisfaction does not always decline. For instance, Baird et al. (2007) found that satisfaction increased from age 40 to 70, and only after age 70 did it decline. Thus, even though people in middle to old age experience negative life changes, they are on average more satisfied with life than are younger individuals. It is possible, however, that young people's lower levels of life satisfaction result from negative life circumstances in domains that are not typically considered in studies of aging. The goal of the current study was to examine the trajectory of satisfaction with eight specific domains—health, income, home, relationships, work, social life, amount, and use of, leisure time—to help explain why satisfaction levels increase even as life circumstances decline. Participants from the British Household Panel Study (an ongoing, nationally representative panel study that includes over 30,000 people assessed for up to 15 years) rated satisfaction with the eight domains. Data were analyzed both cross-sectionally and longitudinally with multilevel techniques. Results indicate the different domains display different trajectories. Health satisfaction steadily decreased throughout the lifespan. Income, home, and work satisfaction all displayed a u-shaped pattern. Relationship satisfaction increased initially, then decreased, and then increased after middle age. Satisfaction with social life and leisure time decreased initially, then increased, and then declined in old age. Thus, domain satisfaction ratings change differentially throughout the lifespan and are reflective of each life stage's relevant issues.

B128**MULTICULTURAL LEARNING EXPERIENCES FACILITATE CREATIVITY**

Hajo Adam¹, William Maddux¹, Adam Galinsky²; ¹INSEAD, ²Northwestern University—Recent research has provided empirical evidence that living abroad and adapting to new cultures facilitates creativity (Maddux & Galinsky, 2007). The current research continued this line of inquiry by exploring the possibility that one of the concrete psychological mechanisms inherent in this process – namely, learning about foreign cultures – can be primed and can lead to enhanced creativity. That is, to adapt to a new culture, one must first learn the different norms and behaviors that exist in the culture. Across two studies we primed participants to think about experiences in which they learned something new about a different culture, and then assessed subsequent creative tendencies. In Study 1, results indicated that compared to participants who were primed to think about learning experiences within their own culture, priming participants with learning experiences in a foreign culture facilitated creativity. In Study 2, compared to participants primed to think about a foreign but non-learning experience, participants primed to think about a foreign learning experience showed enhanced creativity. Thus, across both studies, we found that the critical cognitions for enhanced creativity involved learning within a foreign context. Overall, our results indicate that learning experiences in foreign cultures seem to constitute a critical mechanism underlying how creativity is enhanced when individuals live abroad and adapt to new cultures.

B129**THE FLIP SIDE: HPA-AXIS CONSEQUENCES OF BEING A SUPPORT PROVIDER**

Ashley M. Smith¹, Timothy J. Loving¹, Erin E. Crockett¹; ¹The University of Texas at Austin—Research on the effects of social support typically focuses on the experience of the support recipient. The current study shifts this focus by considering the effect of being a support provider. Participants included 106 undergraduates in same-sex stranger pairs. Perceived closeness within stranger-pairs was assessed before and after a 30-minute discussion of either personal or shallow topics (Aron et al., 1997). Participants were randomly assigned to prepare either a 5-minute speech as part of a standard acute stress paradigm, or to provide support during the task. Saliva samples were collected from both participants to assess salivary cortisol at baseline, anticipatory reaction to the speech task, and the end of preparation. HLM analyses revealed a significant linear ($b = -.0624, t(67) = -2.512, p = .015$) and marginally significant quadratic ($b = .0148, t(67) = 1.864, p = .06$) effect for the 3-way RoleXClosenessXSex interaction predicting cortisol over time. The stress responses of support providers were less extreme than support recipients' stress responses. However, there were significant differences in cortisol over time within the support provider role dependent upon sex and perceived closeness. Female support providers with high levels of perceived closeness to their partner experienced the greatest levels of stress. In contrast, males with high perceived closeness experienced the lowest levels of stress. These results suggest that women, relative to men, find the experience of supporting a friend stressful. This effect may result from women's striving to fulfill the stereotypical female care giving role.

B130**I LIKE IT, BUT I WONDER WHY: CAUSAL ATTRIBUTION AS A MODERATOR OF THE RELATION BETWEEN IMPLICIT AND EXPLICIT EVALUATIONS**

Etienne LeBel¹, Bertram Gawronski¹; ¹The University of Western Ontario—Previous research has shown that the convergence of implicit and explicit measures varies as a function of motivational influences on self-report measures. The present experiments investigated whether a yet unexamined cognitive factor, causal attribution, moderates the relation between implicit and explicit evaluations. Across two studies, participants were primed to make either internal or external attributions using a newly developed procedural

priming manipulation based on the verb causality effect. In Experiment 1, participants reasoned about crime rates among Blacks and Whites and then completed measures of implicit and explicit prejudice. In Experiment 2, participants completed a success-failure feedback task and then completed measures of implicit and explicit self-esteem. Consistent across the two studies, participants primed to make internal attributions showed high correlations between implicit and explicit evaluations, whereas correlations were close to zero when participants were primed to make external attributions. Consistent with modern dual-process models of attitudes, the findings suggest that attributing a social object's behavior to internal causes leads individuals to perceive their automatic evaluative reactions toward that object as valid for a corresponding evaluative judgment. In contrast, attributing an object's behavior to external causes leads perceivers to discount the role of internal causes in bringing about the observed behavior, thereby reducing the perceived validity of automatic evaluative reactions for an evaluative judgment. Implications for current debates on implicit-explicit relations are discussed.

B131**EFFECTS OF EGOSYSTEM MOTIVATION VERSUS ECOSYSTEM MOTIVATION ON ACADEMIC GOAL PROGRESS**

Scott Moeller¹, Jennifer Crocker¹; ¹University of Michigan—A 10-week longitudinal study of 199 first-semester college freshmen (122 females) examined the effects of egosystem goals (focused on constructing desired self-images) versus ecosystem goals (focused on supporting others) on first-semester academic goal progress. Each week participants identified an important academic goal; they then reported on their egosystem goals, ecosystem goals, how much their goal made them feel connected and afraid, and goal progress each week. Across participants and weeks, individual differences in chronic ecosystem goals predicted increases in average goal progress ($\beta = .19, p < .05$) and average feelings of connection ($\beta = .38, p < .001$); feelings of connection mediated the effect of ecosystem motivation on goal progress (Sobel's $z = 3.09, p < .01$). To extend this finding beyond self-report, a separate sample of 32 undergraduates planning to take the GRE participated in a study on vocabulary learning. These participants studied 180 difficult GRE words and completed vocabulary quizzes each week for 2 weeks. Although we found no effect of ecosystem motivation on GRE improvement directly, regression analyses nonetheless indicated that ecosystem motivation (as measured at baseline) was associated with feelings of connection (also measured at baseline) ($\beta = .62, p < .001$), and that these feelings of connection predicted objective GRE vocabulary improvement 1 week after baseline ($\beta = .38, p < .05$). Taken together, these results suggest that ecosystem goals help people feel connected to others, making important academic goals more attainable. Future studies could experimentally induce these goals.

B132**GETTING TO KNOW YOU: VALUES, TRAITS, AND AN ACQUAINTANCESHIP PROCESS IN A LONGITUDINAL STUDY OF DORMITORY ROOMMATES**

Liad Uziel¹, Lilach Sagiv², Sonia Roccas¹; ¹The Open University of Israel, ²The Hebrew University of Jerusalem—In a longitudinal study we explored acquaintanceship between dormitory roommates, focusing on personal values and personality traits. In two waves (three months apart) 170 participants completed personality and values questionnaires describing themselves and their roommates, and rated the quality of their dyadic relationships. The results showed that self-other agreement was, on average, stronger for traits than for values. Relationship quality moderated agreement on traits and values, such that agreement was stronger as relationship improved. Trait-/value-based analyses revealed that in both waves self-other agreement was strongest for the trait extraversion and for the value tradition. By using profile-based analyses the study explored the contribution of specific traits and values as moderators of agreement.

Findings indicate that the trait neuroticism and the value hedonism are associated with reduced agreement, and thus contribute to social alienation. In contrast, the trait agreeableness and the value benevolence are associated with increased agreement, and thus promote social bonding. Taken as a whole, our findings reveal the complex dynamics taking place during acquaintanceship.

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A CAUSE FOR CONCERN? AFFECTIVE REACTIONS TO TAKING THE IMPLICIT ASSOCIATION TEST *Leslie Ashburn-Nardo¹, Kathryn Morris², Caroline Lemoine¹*; ¹Indiana University - Purdue University Indianapolis, ²Butler University – The Implicit Association Test (IAT) website (<http://implicit.harvard.edu/>) was recently criticized for its potential to cause visitors psychological distress in response to feedback about their implicit biases. The present research tested the validity of this criticism and determined whether the website effectively teaches people about implicit bias. In Study 1, 35 undergraduates (77% were White) completed measures before and after taking and discussing the racial IAT. Results indicated that although 86% of the sample exhibited some degree of anti-Black bias, taking the racial IAT increased students' knowledge about implicit bias, raised the possibility that they and others may have implicit racial biases, evoked more positive than negative affect, and served as a worthwhile classroom experience. In Study 2, 300 website visitors ($M = 35.87$, $SD = 15.47$ years of age) reported their interpretation of and affective reactions to feedback about their scores on the age IAT. Over 80% of the sample implicitly favored young people over old people; overall, participants reported that the IAT reflected cultural knowledge rather than something about themselves and that taking the age IAT was an enjoyable, eye-opening experience. In both studies, the more participants implicitly favored the dominant group (Whites, young people), the more negative their affective reactions. However, in Study 1 this relationship decreased over time, and in Study 2 it was mediated by the extent to which participants thought the IAT reflected cultural knowledge. Together, these results provide converging evidence that the IAT website teaches people about implicit bias without inducing long-term psychological distress.

B134

THE DEVIL WEARS PRADA: THE EFFECT OF EXPOSURE TO LUXURY GOODS ON ETHICAL DECISION MAKING *Roy Chua¹, Xi Zou¹*; ¹Columbia University, Graduate School of Business – Although the concept of luxury goods has been widely discussed in social theories and marketing research, little research has directly examined decision making consequences of exposure to luxury goods. The present paper demonstrates that exposure to luxury goods increases individuals' propensity to prioritize self-interests over others' interests, in turn influencing the decisions they make. Participants were randomly assigned to two experimental conditions – a "luxury goods" condition and a "budget goods" condition. In each condition, they first examined pictures of luxury or budget consumer products (shoes and watches) and completed a product evaluation questionnaire. Next, they completed an allegedly unrelated questionnaire study concerning various decision making dilemmas that pit self-interests (monetary gains) against the interests of the public. The results support our hypothesis. Compared to those in the budget goods condition, participants in the luxury goods condition were significantly more likely to make unethical business decisions, i.e., (a) produce a new model of cars that might cause environmental pollution, (b) market a new videogame that could promote violence in children, and (c) launch a new software that contains programming errors.

B135

BASE-RATE RESPECT – ALIGNED BASE-RATES AS CUE TO CONTINGENCY PERCEPTION *Florian Kutzner¹, Peter Freytag¹, Tobias Vogel¹, Klaus Fiedler¹*; ¹Universität Heidelberg – The accurate assessment of contingencies is one of the most basic adaptive challenges. Yet, human contingency assessment often diverges from normatively correct approaches (Crocker, 1981). Notably, numerous studies on the illusory correlation paradigm introduced by Hamilton and Gifford (1976) have shown that prevalent traits tend to be associated more strongly with majorities than with minorities, simply because there are more learning trials for majority groups. Using a trial-by-trial learning paradigm with feedback, we show that this explanation accounts for part of the effect only. After controlling for the amount of learning trials, subjects' contingency perceptions remained inflated compared to the actual contingency in both stimulus series reflecting a zero contingency (Exp. 1 and Exp. 2) and in a stimulus series reflecting a substantial contingency (Exp. 3). We conclude that similarly skewed base-rates command respect beyond differential learning. In line with the pseudocontingency framework (Fiedler & Freytag, 2004), contingency perceptions were biased towards an unwarranted association of similarly frequent as well as of similarly infrequent events. Thus, aligned base-rates serve as a heuristic cue suggesting contingencies.

B136

FLATTERY WILL GET YOU NOWHERE...UNLESS YOU SEE ME AS I TRULY WANT TO BE: PARTNER ENHANCEMENT EFFECTS CONCEPTUALIZED AS AN AFFIRMATION PROCESS *Michael Coolsen¹, Madoka Kumashiro², Caryl Rusbult³*; ¹Shippensburg University, ²Goldsmiths University of London, ³Free University of Amsterdam – Research on partner idealization has shown that relationships benefit when partners regard each other in an exceptionally positive manner (partner enhancement). However, not all positive evaluations should yield benefits – enhancing the self on aspects not important to the self is not expected to yield benefits. Research on the Michelangelo phenomenon (Drigotas et al., 1998) has shown that relationships benefit to the extent that partners engage in partner affirmation, or behave in a manner that is congruent with the self's ideal. We posit that existing research on partner enhancement may inadvertently have been examining partner affirmation. Our current research sought to pit enhancement against affirmation on attraction to hypothetical potential dating partners by manipulating how potential partners perceived individuals on a personality trait. A 3 Affirmation (high vs. medium vs. low) x 3 Enhancement (high vs. medium vs. low) mixed design experiment was conducted, with affirmation as the between-subjects factor and enhancement as the within-subjects factor. Findings from 50 participants revealed that participants were more attracted to potential dating partners who perceived the self favorably in a manner congruent with the self's ideal and not on aspects irrelevant to self's ideals. Hierarchical linear modeling analyses on pre-manipulation ratings of importance to the ideal self and normative desirability of the manipulated trait showed that the association between normative desirability of a trait and attraction was significantly and fully mediated by ideal self rating of the trait. Broader implications of the present research in understanding relationship attraction and maintenance are discussed.

B137

BE CAREFUL WHAT YOU WISH FOR: SAVING GOALS DECREASE ACCURACY IN SPENDING PREDICTIONS *Johanna Peetz¹, Roger Buehler¹*; ¹Wilfrid Laurier University – People base important choices and decisions on predictions concerning their future personal finances. However, little psychological research has examined how and how well people generate such predictions. The present research assessed the accuracy of people's predictions concerning their spending behavior, and explored underlying motivational processes. On the basis of previous research on motivated prediction (Buehler, Griffin, &

MacDonald, 1997; Dunning, 2007), we hypothesized that people tend to underestimate their future spending, and that this prediction bias stems, in part, from people's current motivation to reduce spending. In Study 1, students predicted how much they would spend in the upcoming week, and then completed a diary tracking their actual spending. Consistent with the hypotheses, participants underestimated their spending by 37% and those who reported a stronger desire to save money underestimated their spending to a greater degree. In Study 2, we manipulated the motivation to save money by exposing participants to arguments that supported either saving money (saving goal) or spending money freely (spending goal). Participants in the saving goal condition predicted to spend less money during the next week than those in the spending goal condition. Subsequent reports of actual spending did not differ across the two conditions, and thus there was a greater optimistic bias in the saving goal condition. These results suggest that people's desire to reduce future spending may lead them to generate unrealistic predictions. Ironically, then, the very individuals who are most motivated improve their financial circumstances may generate the worst financial plans and predictions.

B138**CONSEQUENCES OF VIOLATING EXPECTATIONS FOR VICTIMS**

Ruth Warner¹, Nyla Branscombe¹; ¹University of Kansas – Victimization history can have multiple meanings. One lesson that is garnered from victimization history is that victims should grow from their negative experiences and become better, more moral persons. In two studies we examined the expectation that individuals should find benefits from their victimization, and assessed the consequences when victims do not live up to that expectation. In Experiment 1, participants read about a victim of child abuse and thought about the lesson of victimization for either the perpetrator or the victim. Participants who thought about the lesson of victimization for the victim perceived the victim as finding more benefits, such as personal growth and greater strength, compared to participants who thought about the lesson for the perpetrator. They also perceived the victim as more obligated to help others and not do harm. In Experiment 2 we examined what happens when a victim does not live up to this expectation of improving following personal trauma. We predicted that a victim who does harm will be evaluated more harshly than a nonvictim who does harm. Participants read about a target with either a victimization history or no victimization history who abused a child as an adult or did not abuse a child as an adult. Participants rated the victim with a criminal record more negatively than the nonvictim with a criminal record, but did not rate a victim differently from a nonvictim if they had no criminal record. If victims do not fulfill their obligations, they face negative evaluation.

B139**UNDERSTANDING PERCEIVED SELF-OTHER DIFFERENCES IN SUSCEPTIBILITY TO ADVERTISING: THE ROLE OF NEED FOR COGNITION AND PERCEIVED SUSCEPTIBILITY TO PERIPHERAL CUES**

Karen Douglas¹, Robbie Sutton¹, Sofia Stathi¹; ¹University of Kent, UK – Research has shown that while people often assume others to be influenced by persuasive material, they believe that they themselves will not be influenced. This phenomenon, called the third-person effect or TPE (Davison, 1983) has been demonstrated in a variety of contexts and is a robust self-other bias with respect to perceptions of advertising. The aim of the current research was to provide a new understanding of why this bias might occur. Specifically, what implicit theories do people use to predict the impact of advertising on themselves and others? In an online experiment, 132 undergraduate students were asked to rate the extent to which they thought they, or their classmates would be influenced by a series of advertisements for familiar, everyday products. They were also asked to rate themselves or others on need for cognition (Cacioppo & Petty, 1982) and perceived susceptibility to peripheral advertising cues. Findings indicated that perceived need for cognition

and perceived susceptibility to peripheral advertising cues both mediated the TPE. Specifically, participants perceived themselves as higher in need for cognition and less susceptible to peripheral cues than others, and these differences both independently mediated self-other differences in perceived influence. This study provides the first evidence that people endorse the basic principles of the Elaboration Likelihood Model (Petty & Cacioppo, 1986) when making judgments about their own and others' susceptibility to advertising. They assume that their own effortful processing of information makes them less influenced by advertisements, but that others' susceptibility to peripheral cues makes them more influenced.

B140**WHEN YOU ARE BLUE, LESS IS TRUE: THE INFLUENCE OF NEGATIVE AFFECT ON VALIDITY JUDGMENTS**

Matt Evans¹; ¹DePaul University – In three experiments, negative affect was shown to suppress judgments that information is true, either by making such judgments less likely or by making such judgments slower. In experiments 1 and 2, participants were primed with negative or positive affect and judged whether statements of ambiguous validity were true or false. In both experiments, participants judged fewer statements to be true under primed negative affect than in a control condition, whereas the number of definitions participants judged to be true under primed positive affect did not differ from the control condition. In Experiment 3, participants were primed with negative or positive affect and judged whether obviously true and false statements were true or false. In the control condition and under primed positive affect, participants judged true statements to be true faster than they judged false statements to be false. This pattern was reversed, however, under negative affect, such that participants tended to judge false statements to be false faster than they judged true statements to be true. Participants in this experiment also made more mistakes under primed negative affect than in the other conditions by incorrectly judging more obviously true statements to be false. The results of these experiments are interpreted as suggesting that affect may play a role in self-serving judgments, where information that makes people feel bad is less likely to be accepted than information that makes people feel good.

B141**THE PROTOTYPE OF EVIL: A SERIOUS HARM, DISPOSITIONALLY DONE, WITH EGREGIOUS ELEMENTS**

Dena Gromet¹, John Darley¹; ¹Princeton University – What leads people to perceive wrongdoers as evil? We suggest that people make the "evil inference" based on whether an actor's transgression fits the prototype of an evil act. This prototype includes the combination of a serious harm caused by the transgression, the existence of an internal disposition within the actor to commit the transgression, and the transgression containing an egregious element (e.g., cutting off the limbs of the murder victims after they were killed). If these characteristics are present, then the actor is perceived to be evil. Participants read and rated scenarios of wrongdoing that varied the amount of harm (murder vs. theft), the reason why the actor committed the transgression (dispositional vs. situational), and whether the transgressions included an egregious element (egregious vs. not egregious). Analyses revealed a significant three-way interaction between harm, reason, and egregiousness on participants' judgments of evil. A serious harm was necessary for participants to make the evil inference, as actors who committed thefts were not perceived as evil, regardless of reason or egregiousness. However, in order for participants to view the actor of a serious harm as evil, either a dispositional reason or an egregious element also had to be present. When actors committed murder for a dispositional reason, participants viewed these actors as maximally evil irrespective of egregiousness. But, when actors committed murder for a situational reason, an egregious element was required for these actors to be considered evil. Implications of these findings for people's reactions to wrongdoing are discussed.

B142**IN SEARCH OF THE IDEAL VOLUNTEER: FRIEND OR PRO?** E.

Gil Clary¹, Mark Snyder², Philip J. Cozzolino³; ¹College of St. Catherine, ²University of Minnesota, ³University of Essex – In help seeking situations that occur in organized volunteering, does the recipient of help desire and feel that he or she is better served by a volunteer who adopts an attitude of friend or a professional stance? This situation, which regularly occurs in volunteerism, is interesting in part because the volunteer is neither an actual friend nor a trained professional. In Study 1, 85 college students circled from a list of words the attributes most related to volunteers. Analyses revealed that participants circled significantly more "peer-related" words (e.g., "friend") than "pro-related" words (e.g., "adviser"). In Study 2 (N = 69), participants viewed videos of potential volunteers describing their approach to helping as either a peer (e.g., "We work together as they might with friends") or a pro (e.g., "I provide the guidance they are likely to experience with professionals"). Analyses revealed that participants judged the peer-related volunteer as significantly more effective, motivated to help others, and preferable than the pro-related volunteer. In Study 3 (N = 69), participants viewed the same videos, but were told that the volunteer typically deals with either relationship matters (i.e., peer-related), or career matters (i.e., pro-related). Despite these peer/pro contexts of helping, participants again revealed significantly greater preference for the peer-related helper. Thus, in these studies, a peer approach to volunteerism is seen as more effective, more other-motivated, and more likely to lead to feelings of trust and cooperation. Implications for theory and practice will be discussed.

B143**THE IMPORTANCE OF PROVIDING CHOICES IN THE CLASSROOM**

Erika A. Patall¹, Harris Cooper¹, Susan Wynn¹; ¹Duke University – Laboratory studies have shown that providing individuals with choices has beneficial effects for motivation and learning (e.g. Zuckerman, Porac, Lathin, Smith, & Deci, 1978; Cordova & Lepper, 1996). Further, teachers' report that instructional choice is a popular method used to enhance student motivation and learning (Flowerday & Schraw, 2000), though little research in the classroom exists to establish that this is the case. Thus, the utility of applying choice in the classroom was examined. Specifically, homework was the domain of focus because it has been shown to be related to academic achievement (Cooper, Robinson, & Patall, 2006) but may be an area that students may fail to succeed in because of a lack of intrinsic motivation. Students were randomly assigned within classrooms to either receive a choice of homework options or be assigned one of the options for one instructional unit. Students then reversed conditions for a second unit. Results showed that when students received a choice of homework assignments, they reported being more intrinsically motivated and feeling more competent regarding the homework. Also, they completed more assignments and had higher homework grade averages. As an additional focus, the relative importance of choice was examined in the context of the perception of autonomy support more broadly defined. Survey data showed that the relationship between perceived autonomy support and intrinsic motivation for schoolwork was fully mediated by students' perceptions of receiving choices from their teachers, suggesting that choice may be a necessary component to creating an environment supportive of autonomy.

B144**EXPRESSION OF COMPASSION AND DISTRESS IN A NATURALISTIC INTERACTION**

Jennifer L. Goetz¹, E.J. Horberg¹, Dacher Keltner, PhD¹; ¹University of California, Berkeley – Previous research has identified two diverging patterns that occur in response to another's suffering. Self-reports of compassion and sympathy are generally associated with focus on the other and downstream helping behavior, even at a cost to oneself (Batson, 1991). In contrast, reports of distress and anxiety have been

associated with self-focused behavioral strategies. In the present study, we sought to test whether experience of compassion and distress are associated with distinct nonverbal behavior. Observational research suggests that compassion and distress can be perceived in nonverbal behavior (e.g. Eisenberg et al, 1994), but judgment studies using posed expressions have revealed low recognition rates for compassion (e.g. Keltner & Buswell, 1996; Keltner & Haidt, 1999). In the present study, we applied a componential coding approach to the expression of compassion and distress in a naturalistic interaction. Pre-existing friends (n=186) were videotaped while discussing incidents of discrimination. Participants reported their emotional experience immediately following the discussion. Videotapes were coded for nonverbal components identified in earlier observational studies, such as furrowed and oblique eyebrow movements, nervous mouth movements, and fidgets. In addition, we coded approach oriented behavior such as orientation and eye gaze towards partner, head nods, and Duchenne smiles. Results indicated that approach oriented behavior was expressed less by those who experienced more personal distress. In addition, results indicated that eyebrow movements may be an important component of the compassion expression. Implications for a distinct nonverbal expression of compassion are discussed.

B145**ACCEPTANCE IS IN THE EYE OF THE BEHOLDER: SELF-ESTEEM, RISK OF REJECTION, AND PERCEIVING ACCEPTANCE FROM THE OPPOSITE SEX**

Danu B. Anthony¹, Jessica J. Cameron²; ¹University of Waterloo, ²University of Manitoba – Lower self-esteem individuals (LSEs), who most need acceptance to bolster their self-regard, seem plagued by feelings of rejection and isolation. The present two experiments investigated how LSEs' motivation to avoid the hurt of rejection may actually contribute to LSEs' poor self-worth. The authors hypothesized that when the risk of rejection is salient, LSEs will self-protectively under-detect acceptance cues relative to higher self-esteem individuals (HSEs). However, when the risk of rejection is reduced or eliminated, this self-esteem difference will disappear. Both studies confirmed these hypotheses. In Study 1, single men interacted with a highly attractive and accepting female confederate (risky condition), and LSEs perceived less acceptance than HSEs. But when the confederate disclosed a personal flaw (safe condition), LSEs detected as much acceptance as HSEs. In Study 2, single male participants watched a prerecorded video of a highly attractive and accepting female confederate. When told that the confederate was going to decide if she wanted to meet the participant again at a later date (risky condition), LSEs perceived less acceptance than HSEs. However, when told that there was no chance to meet the confederate again (safe condition), LSEs perceived as much acceptance as HSEs. The experimental manipulation of social risk also influenced participants' self-presentational behavior: LSEs were rated as less likeable and less attractive than HSEs in the risky condition, but this self-esteem difference was eliminated in the safe condition. These results suggest that LSEs' self-protective behavior may actually cause the very rejection they are trying to avoid.

B146**INVESTIGATING THE LINK BETWEEN DEPRESSION AND GOSSIP**

Julie Phillips¹, Kelly O'Keefe¹, Christine Smith¹; ¹Antioch College – According to Wert (2004), all gossip involves social comparison. For individuals with mild levels of depression, gossiping may be used to engage in downward social comparison. Downward comparison is used when individuals seek self-enhancing comparisons to those who are worse off (Wills, 1981). Comparing oneself to those who are worse off may serve to enhance oneself and, as a result, alleviate depression. Thus, we predict that depression may predict positive attitudes toward gossip and gossiping behavior. A survey was administered to 488 university students to examine the relationship between gossiping attitudes and behaviors and depression. The sample consisted of 389 females and 99

males with a mean age of 19.27 ($s=2.66$). Measures included the Attitudes Towards Gossip Scale (Lttman & Pezzo, (2005), the Gossip Tendency Questionnaire (Nevo, Nevo, & Derech-Zehavi, 1993), and the Brief Symptom Inventory (Derogatis & Spencer, 1982). Gossip behavior and gossip attitudes were positively correlated ($r=.54, p<.01$). Two regression analyses were performed. A regression of depression on gossiping behaviors yielded a beta of .12 ($p=.01$). A regression of depression on gossiping behaviors was also significant ($b=.14, p < .01$). Our predictions that depression would predict gossiping attitudes and behavior were supported. Gossiping may serve a "positive" purpose, to alleviate negative feelings about oneself and bolster positive feelings as one compares themselves to those worse off. In finding these significant relationships, we deduce that depression not only has a positive relationship with gossip, but that depression is actually a predictor of gossip behavior. Further research should examine more directly (perhaps experimentally) the relationship between gossip, social comparison and depression.

B147**AUTOMATIC COMPONENTS OF SOCIAL IDENTITY PROCESSES**

Brandon Randolph-Seng¹, Darcy Reich¹; ¹Texas Tech University – Most research within the social identity perspective seems to assume involvement of consciously driven processes. For example, when Jack is in a stadium watching "his team" he consciously sees himself and the other fans as a part of that team and acts accordingly. Is it possible that Jack is not aware of the way he is categorizing himself and others or of the impact such categorizations may be having on his behavior? Two studies tested whether social identity processes could operate at nonconscious levels. In Study 1 participants who self-identified as university students were supraliminally primed with either photographs of female university students or female religion students. Results indicated that female university students helped another female university student significantly faster after being primed with photographs of university students than religion students. Most importantly, participants showed no awareness of the primes having any impact on their helping behavior. In Study 2 half of the participants were subliminally primed with 'us, ours, we' or 'them, they, theirs' paired with photographs representing their own university and a rival university, respectively. The other half of the participants received the same 'us' and 'we' primes paired with the letter 'X'. Conceptually replicating Study 1, participants primed with the photographs scored significantly higher on a self-report measure of social identification as a member of their university than did the control group. Once again participants showed no awareness of the primes influencing them in any way. Together, these studies suggest that social identity processes can operate nonconsciously.

B148**ENLARGING CAUCASIANS' PERCEPTIONS OF RACISM BY WHITE PRIVILEGE AND PERSPECTIVE TAKING INTERVENTIONS**

Mary Inman¹; ¹Hope College – This study examined whether two interventions (framing social inequalities as White privilege, perspective taking) enlarged Caucasians' perceptions of racism more than three control conditions. Caucasians indicated the extent to which 31 events reflected racism, at pre-testing. Several weeks later, participants were given one of five instructions and watched a video showing White-privilege and Black discrimination in several situations. Control participants merely watched the video, attempted to be objective, or focused on the Black disadvantages. Experimental Ps focused on the unearned White privileges or took the Black target's perspective (focused on his feelings). Ps in the White advantage and perspective conditions should enlarge their definitions of racism more than the three control conditions, based on prior research (Dovidio et al., 2004; Powell et al., 2005). After viewing the video, participants indicated their feelings and thoughts during the video (possible mediators) and indicated the extent to which the same 31 events reflected racism. As predicted, racism was

perceived more readily in the perspective/feeling and White Privilege conditions than the other three conditions. Compared to the no-instruction control group, these two conditions also reported a stronger connection to the Black target (self-other merging). Self-other merging partially mediated the effect of the White-Privilege intervention on perceptions of racism. The Privilege effect weakened with self-other merging as a predictor, Sobel $z = 1.97, p < .05$. No mediator explained why the Perspective group enlarged their views of racism. We discuss emotional and cognitive influences on enlarging Caucasians' views of racism.

B149**FOCUSING ON THE SELF HELPS "ME" -- BUT NOT "US" -- SUCCEED: SELF-CONSTRUALS AND THE MOTIVATIONAL IMPLICATIONS OF SELF-ATTENTION.**

Kristy K. Dean¹; ¹California State University, San Bernardino – The experiential approach to the interplay between feeling and thinking suggests that one's feelings (e.g., moods, cognitive experiences) can serve as information when making judgments and decisions (Schwarz & Clore, 1996), however this effect is eliminated when feelings are deemed incidental or task-irrelevant. The current study proposes that self-construals may similarly attenuate the degree of attention paid to subjective experiences – with implications for successful goal pursuit. In support of this proposal, prior research has demonstrated that collectivistic cultures and individuals with interdependent self-construals employ internal, affective states to guide judgments and goal-pursuits to a lesser degree than individualistic cultures and individuals with independent self-construals (Dean, 2007; Oishi & Diener, 2001). It was predicted that a similar pattern of attention to internal, subjective experiences would emerge as a function of self-construals, with differential consequences for task performance. The relative independence vs. interdependence of self-construals was measured, as was participants' state levels of emotional awareness and mindfulness. Participants also listed objects that corresponded to a series of categories; task performance was measured as the total number of objects generated before disengagement. As predicted, interdependent self-construals encouraged less attention to one's emotions and present experiences than independent self-construals. Moreover, emotional awareness and mindfulness enhanced performance for those with relatively independent self-construals, but actually impaired performance for those with relatively interdependent self-construals. Discussion centers on how the motives underlying distinct self-construals influence the types and quality of information used to foster successful goal pursuit.

B150**RELATIONSHIP BETWEEN LOCUS OF CONTROL AND PERCEPTION OF BENEFIT FOLLOWING TRAUMA**

Rhonda Swickert¹, Joie Cummings¹; ¹College of Charleston – Work in the area of traumatization shows that individuals often perceive benefit from weathering a traumatic event (McMillen, 1999). As an example, research has shown that individuals may report an increased sense of self-reliance as they learn that they can effectively respond to a stressor. Researchers have speculated that personality may play a role in determining who is likely to recognize benefit after experiencing trauma. The purpose of this study was to assess the relationship between locus of control and perception of benefit following trauma. Because internal individuals, as compared to externals, see themselves as in control of life outcomes, they take more active efforts (e.g., problem solving coping) to cope with stressful life events. As such, it is predicted they would be more likely to recognize how they have grown from dealing with their stressful situation. Participants ($N = 217$) were asked to record a stressful/traumatic event that they had experienced. They also responded to a packet of questionnaires which included the Perceived Benefit Scales (PBS; McMillian & Fisher, 1997) the I-E scale (Locus of Control; Rotter, 1966), and a measure of problem solving coping (Amirkhan, 1990). Analyses

showed that the enhanced self-efficacy subscale of the PBS correlated significantly with the I-E scale ($p = .03$). As predicted, internals perceived that their sense of self-efficacy had increased as a result of the trauma that they had experienced. However, Sobel's z-test of the indirect effect, showed that problem solving coping did not mediate the relationship between I-E and enhanced self-efficacy.

B151

THE ROLE OF BOTH ROOMMATES' ATTACHMENT STYLES AND SOCIAL NETWORKS ON ROOMMATE RELATIONSHIP SATISFACTION Robert A. Ackerman¹, Deborah A. Kashy¹, M. Brent Donnellan¹; ¹Michigan State University – Past research has demonstrated that perception of certain traits in a roommate (e.g., agreeableness) is associated with higher quality roommate relationships (e.g., Kurtz & Sherker, 2003). However, little is known about how roommates' social networks influence the quality of roommate relationships. Moreover, research has largely focused on actor effects (i.e., the effect of one member's behavior or traits on his or her own outcomes) to the exclusion of partner effects (i.e., the effect of one member's behavior or traits on his or her partner's outcomes; Kenny, Kashy, & Cook, 2006). Thus, the present study aims to build on previous findings by determining the impact that one roommate's attachment style (i.e., avoidance and anxiety) and social network (i.e., sex ratio and romantic status) has on the other roommate's relationship satisfaction. Using a longitudinal design and a sample of 81 roommate dyads, Actor-Partner Interdependence Model (Kenny et al., 2006) analyses revealed no significant actor effects for sex ratio ($\beta = .003$, n.s.), romantic status ($\beta = -.327$, n.s.), avoidant attachment ($\beta = .067$, n.s.), or anxious attachment ($\beta = -.004$, n.s.) on roommate relationship satisfaction. Significant partner effects were revealed, however, for sex ratio ($\beta = .014$, $p < .05$), romantic status ($\beta = -.353$, $p < .05$), and anxious attachment ($\beta = .245$, $p < .05$). These findings suggest that whereas roommates' attachment styles (i.e., anxiety) and social networks do not appear to be related to their own satisfaction, they are related to their roommates' satisfaction with the roommate relationship.

B152

WHEN TO PERSIST AND WHEN TO DESIST: PREDICTORS OF INTRAINDIVIDUAL STABILITY IN ACHIEVEMENT GOALS James W. Fryer¹, Andrew J. Elliot¹; ¹University of Rochester – The current research was designed to identify situation-specific antecedents and mechanisms of intraindividual stability and change in achievement goal endorsement. We assessed intraindividual stability and change through the use of ipsative continuity (Cronbach & Gleser, 1953; Ozer, 1993), which is the level of stability and change exhibited in an individual's configuration of constructs over time. Ipsative continuity was calculated in two ways – as profile consistency (shape), and as profile dispersion (scatter). An individual's satisfaction with their current goal strategy may be measured through a similar relative endorsement of the various achievement goals over time (observed as high profile consistency), and/or through intensification of successful goals and reduction of unsuccessful goals (observed as high profile dispersion). We hypothesized that perceived competence would have a positive significant effect on both profile continuity and profile dispersion, and that these relationships would be partially mediated by task-specific implicit theories of intelligence. Two studies were designed to test these hypotheses. In Study 1, students in an undergraduate psychology class reported their achievement goals a week prior to their first two exams of the semester, as well as their perceived competence after the first exam. Perceived competence showed positive significant relationships with both forms of ipsative continuity. Study 2 replicated the findings from Study 1, and identified task-specific incremental beliefs of intelligence as a mechanism through which perceived competence has its effect on goal stability.

B153

OPTIMISM AND ATTENTION TO INFORMATION FOLLOWING A THREAT Andrew Geers¹, Steven Noel², Alexander Czopp¹, Justin Wellman¹; ¹University of Toledo, ²The City University of New York – Optimists have been found to attend to threatening information more than pessimists (Aspinwall & Brunhart, 1996). Because optimists are flexible in their cognitive processing (Geers et al., 2007), we hypothesized that this effect is domain specific. That is, when faced with a threat (e.g., told they have poor dental hygiene), optimists should be more likely to attend to information relevant to that particular threat (dental health information) than negative information from a different domain (e.g., information regarding their poor study habits). To examine this hypothesis, participants ($N=127$) first completed a bogus lifestyle survey and were later given feedback purportedly based on their survey responses. In one condition, participants were informed that they had poor dental hygiene. Participants in two control conditions received feedback unrelated to dental hygiene or health. Next, all participants were given time to read various pieces of information regarding poor dental health, poor study habits, and filler information. The dependent variable was how long participants spent reading the three types of information. As predicted, optimists attended more to the dental health information than pessimists only in the dental hygiene condition ($p < .05$). Also as predicted, optimists and pessimists did not differ in how long they attended to either the study habit or the neutral information in the dental hygiene condition. These are the first results indicating that the propensity for optimists to attend longer to unpleasant information than pessimists is a domain specific phenomenon. Implications for optimism and health research will be discussed.

B154

LEADERSHIP AND THE MORE-IMPORTANT-THAN-AVERAGE EFFECT Crystal Hoyt¹, Terry Price¹, Alyson Emrick¹; ¹University of Richmond – In recent years, we have seen ever-increasing media coverage of ethical failures on the part of elite leaders. Price (2006) makes the argument that leaders can fail ethically not only because they think they can get away with immorality but also because they think that their goals are sufficiently important to justify deviating from moral requirements. This research examines the intersection of self-enhancement and group life by testing the cognitive biases implicated in this assertion that these failures, in large part, stem from false cognitions. By examining leading and non-leading members of university groups ($n = 156$), we found empirical evidence for these biases. First, we demonstrated that the above-average effect on traits extends to people's perceptions of group members. Next, the results from this study established what we call the more-important-than-average effect: participants claimed that their personal and group goals are more important than other people's personal and group goals. The more-important-than-average effect on perceptions of the importance of group goals was stronger for leaders than for non-leaders. Finally, we showed that group leaders report their group goals to be equally important to their personal goals; however, non-leaders reported their personal goals to be more important than their group goals. This research has a number of implications for social cognitive theory, it adds to a greater theoretical understanding of the role of groups in the understanding of the self, and it contributes to the literature on the role that social cognitive biases might play in ethical and unethical behavior.

B155

PSYCHOLOGICAL FACTORS AFFECTING THE TREATMENT OF OTHERS Irene Cheung¹, James M. Olson¹, Paul J. Conway¹, Carolyn L. Hafer²; ¹University of Western Ontario, ²Brock University – Justice, as defined by social psychologists, is what people perceive as fair or unfair and the social implications that are associated with these perceptions. Some researchers are also concerned with when people do not consider fairness in their treatment of others (e.g., Opatow, 1993). These

researchers postulate that justice or fairness rules may be ignored when a target is perceived to be outside one's scope of justice, the psychological boundary within which justice or fairness rules are perceived to be relevant. Typically, however, perceived deservingness is an important determinant in how others are treated (e.g., Hafer & Olson, 2003). The present research examined whether exclusion from the scope of justice and/or perceived deservingness influenced support for the construction of a homeless shelter for different targets. Participants read a scenario about either a homeless person or homeless dog, who was described as either likeable or dislikeable and as either responsible or not responsible for his homelessness. Results showed that participants were more likely to support the construction of a homeless shelter for humans or dogs when the target in the scenario was not responsible for his homelessness. As predicted, this effect appeared to be mediated by perceived deservingness. There was also a three-way interaction between liking, similarity, and responsibility, which reflected that the simple effect of responsibility occurred in all conditions except the likeable dog. Analyses provided some evidence that this interaction was mediated by both perceived deservingness and scope of justice.

B156**IMPACT OF MOTIVATION AND CONTENT DOMAIN ON GENDER DIFFERENCES IN INTERPERSONAL SENSITIVITY** Danielle

Blanch¹, Judith Hall¹, Marianne Schmid Mast²; ¹Northeastern University, ²University of Neuchatel – Previous research suggests that the degree to which women excel over men on tests of interpersonal sensitivity may depend on the gender-relevance of the task's content and whether the skill is framed as stereotypically male or female. The effect of motivation on gender differences in accuracy is also ambiguous. The present research further investigates the impact of content domain and motivation on the interpersonal accuracy of male and female participants. Participants (N=355, 53.8% female) were randomly assigned to one of five motivational manipulations (feminine-framing, masculine-framing, ego-relevance, monetary incentive or control) and completed either female-relevant (remembering appearance) or male-relevant (judging status and dominance) interpersonal tasks. Every participant also completed a gender neutral perception task (remembering scenes). Self-reported motivation was assessed before each task. As expected, females were more accurate than males on the female-relevant interpersonal sensitivity tasks, but this advantage disappeared in gender-neutral or male-stereotypic domains. Although motivationally manipulated participants reported trying harder than controls, neither the motivational message framing nor self-reported trying was associated with increased accuracy on any task. Results showed no interaction between gender and motivational condition on performance, indicating that message framing did not differentially affect the interpersonal accuracy of males and females. These experimental results suggest that a female advantage on interpersonal sensitivity tasks may exist mainly for stereotypically female tasks. Manipulating either gender's motivational level does not necessarily lead to increased accuracy on interpersonal tasks.

B157**FEELING SPECIAL BUT BEHAVING BADLY: DIMENSIONS OF NARCISSISM PREDICT FORMS OF ACADEMIC MISCONDUCT** Michael

Tamborski¹, Ryan Brown¹; ¹The University of Oklahoma – Recent research suggests that the Narcissistic Personality Inventory (NPI), with its multiple subscales, might not be an optimum measure of narcissism. Different frameworks have been suggested to deal with the shortcomings of the NPI, such as an overt-covert narcissism distinction, as well as an adaptive-maladaptive narcissism distinction. We believe that the agency and communion framework postulated by the interpersonal circumplex model of personality offers an advantage over these alternative approaches to the narcissism construct, with the agency dimension captured by narcissistic grandiosity (high agency) and the communion

dimension captured by narcissistic entitlement (low communion). In the present study, we examined the unique contributions of grandiosity and entitlement to academic misconduct (specifically, cheating). To measure cheating, we borrowed von Hippel, Lakin, and Sakarchi's (2005) Mental Math Task, in which participants are asked to solve twenty tedious arithmetic problems on a computer. Participants are led to believe that the program has the unintended feature of displaying the answer after a certain delay, but this can be prevented by pressing a key to answer the problem before the answer appears. Varying the length of time participants have to prevent the answer from appearing allows us to measure both deliberative and rationalized cheating levels. We hypothesized that narcissistic entitlement would be uniquely predictive of deliberative cheating, whereas narcissistic grandiosity would be uniquely predictive of rationalized cheating. The obtained results supported these expectations. Furthermore, entitlement and grandiosity did not interact, suggesting these dimensions of narcissism operate relatively independently of each other.

B158**THE MODERATING EFFECT OF SELF-MONITORING ON EXTRAVERSION AND LEADERSHIP, AND ITS INFLUENCE ON SOCIAL NETWORKING** Jasmine H. M. Chio¹, Robert J. Taormina²; ¹University of Hong Kong, ²University of Macau – This study examined antecedents,

outcomes and moderating role of self-monitoring behavior, with extraversion, interpersonal trust, self-efficacy, ambition, need for affiliation, lying attitude, Chinese values, and family relationship expected to influence self-monitoring. Also, self-monitoring was expected to influence social networking (some psychologists may name it as guanxi) and two leadership roles (i.e. of producer and of facilitator), and to moderate the relationship between the personality characteristics of extraversion and the leadership roles. Data were obtained by a self-administered survey completed by 317 Chinese adults. The results showed that extraversion, self-efficacy, ambition, need for affiliation, lying attitude, social networking, and leadership were positively correlated with self-monitoring, while interpersonal trust, and Chinese values were negatively correlated with self-monitoring. Multiple regressions found extraversion to be the strongest predictor in explaining self-monitoring, and self-monitoring to be the strongest predictor of social networking. In Chinese society, social networking was fundamental and an extremely important source for getting resources (Bond & Hwang, 1986). The present findings suggested that extravert people were more likely to behave according to situational appropriateness, which in turn help to promote social networking development. In addition, as previous research suggested that extraversion was positively correlated with leadership (Judge, Bono, Ilies, & Gerhardt, 2002), the present study went beyond the earlier research by showing that self-monitoring was found to moderate the relationships between extraversion and leadership, which may be explained by Chinese socialization and organizational culture.

B159**ARE COMPARATIVE JUDGMENTS RELATED TO SELF-ENHANCEMENT? A FACTOR ANALYSIS APPROACH** Olivier

Desrichard¹, Emmanuelle Lebarbenchon¹, Florian Dufour¹; ¹University of Savoie – Research on positive illusions suggests that self-serving comparative judgments are related to self-enhancement (Taylor & Brown, 1988). However, most studies have used better than average effect (a comparative judgment on traits) to test this hypothesis. In this study (N=134) we used a factor analysis approach to examine whether this effect generalizes over other forms of comparative judgments. We applied the same methods used in previous studies to measure 8 comparative judgments: better than average effect for positive and negative traits, comparative optimism and illusion of control for positive and negative events, third person effect and asymmetric insight. We also included two other measures of self-enhancement - the Narcissistic

Personality Inventory (Ames, Rose & Anderson, 2006) and the self-deception subscale of the Social Desirability questionnaire (DS36, Tournois, Mesnil & Kop, 2000). As expected, we observed self-serving biases on the 8 comparative judgments. All the measures were submitted to a factor analysis. Three factors that explained 60% of the variance were extracted. All the comparative judgments significantly correlate with the first factor (25% of the variance, $.33 < r_s < .80$) with the exception of the illusion of control for negative events. Self-deception and narcissism also correlate significantly with this factor (respectively, $r = .58$ and $r = .32$) but not or weakly with the two others. Our results are consistent with the notion that comparative judgments share a common function of self-enhancement.

B160

SCHOOL ISN'T COOL, BUT I AM: IMPLICIT POSITIVE SELF-STEREOTYPING & BLACKS' EDUCATION GOALS Alexander M. Czopp¹; ¹University of Toledo – Amidst the explosion of research examining the measurement, relations, and implications of implicit associations related to group-based categories (e.g., race, gender), there has been relatively less focus on the target group members' implicit associations related to their own group. Extant research on the topic suggests important implications for individual and group-related identity and achievement. For example, implicit outgroup preference among African Americans predicted preference for a White collaborator on an intellectually challenging task (Ashburn-Nardo et al., 2003). Among women, implicit endorsement of male chivalry was associated with less interest in personal power (Rudman & Heppen, 2003). The current study extends these findings to examine implicit endorsement of positive stereotypes among African Americans and their potential relations with educational and occupational aspirations. Fifty African American students completed a Black-White IAT using positive stereotypes (e.g., athletic, musical, cool) and their antonyms as the evaluative stimuli. Participants also completed several measures of academic interest and goal-setting as well as interest in occupations of varying levels of status (e.g., doctor versus bartender). Stronger implicit associations between Black and positive stereotypes were associated with less academic-related conscientiousness, less interest in higher education, and preferences for low-status career goals. These findings remained significant even after accounting for participants' explicit endorsement of positive and negative racial stereotypes.

B161

INTERRACIAL ANXIETY OR INGROUP PREFERENCE? RACIAL BIAS IN EMERGENCY HELPING Jonathan Kunstman¹, E. Ashby Plant¹; ¹Florida State University – In recent years, large-scale natural disasters (e.g., Hurricane Katrina, Indonesian Tsunami) have brought the question of racial biases in helping to the foreground of social and popular debate. In the wake of these events, recent empirical work examined whether an emergency's severity influenced the amount of help White bystanders offered Black victims (Kunstman & Plant, 2007; Saucier, Miller, & Doucet, 2005). These investigations found that as the emergency level increased, so too did the level of racial bias in helping (Kunstman & Plant, 2007; Saucier et al., 2005). However, it is unclear whether the racial bias in emergency helping documented in these works is unique to White helpers and Black victims, or indicative of a broad ingroup preference. The present work compared 142 Black and White participants' helping speed in a staged emergency. Participants believed they were going to work with a partner via closed circuit TV in another room and saw their partner fall backward and be unable to rise. Although White participants were more likely and faster to help a White than Black victim, Black participants helped Black and White victims equally often and fast. Moreover, prior to the emergency, White participants were more anxious about interacting with a Black than White partner, and this was related to them being uncertain how to respond when the emergency occurred. This uncertainty mediated the

relationship between victim race and biased helping among White participants. The implications for interracial interactions, anxiety, and helping are discussed.

B162

IS THIS ABOUT ME OR THEM? THE ROLE OF ACCESSIBILITY EXPERIENCES IN SHAPING SELF-PERCEPTIONS OF PREJUDICE AND THE PERCEIVED ACCURACY OF OUT-GROUP STEREOTYPES Andrew R. Todd¹, Galen V. Bodenhausen¹; ¹Northwestern University – One hallmark of social-cognitive theorizing is the notion that human judgment is based primarily on the subset of information that is most accessible (i.e., accessible content) at the time a judgment is rendered. Beginning with Schwarz and colleagues' (1991) seminal work, however, research in a variety of judgmental domains has found that the subjective ease or difficulty with which information is made accessible (i.e., accessibility experiences) may exert a more powerful influence on judgments than the accessible content per se. Extending this work to the domain of intergroup judgment, we present two studies examining the role of accessibility experiences in shaping people's perceptions of both the accuracy of out-group stereotypes and of their own prejudice. In both studies, people were asked to generate either an easy or difficult number of either liked or disliked African American exemplars, after which perceptions of the accuracy of Black stereotypes (Study 1) and implicit self-associations with prejudice (Study 2) were assessed. When asked to generate examples of liked African Americans, people listing few (vs. many) were less likely to endorse negative stereotypes, more likely to endorse positive stereotypes, and less likely to associate themselves with prejudice. Conversely, when asked to generate disliked Black exemplars, people listing few (vs. many) were more likely to endorse negative stereotypes, less likely to endorse positive stereotypes, and more likely to associate themselves with prejudice. Taken together, this research suggests that subjective accessibility experiences are instrumental in shaping both self- and other-judgments.

B163

THE INFLUENCE OF CONSENSUS INFORMATION ON INTERGROUP ATTITUDES: THE MODERATING EFFECTS OF INGROUP IDENTIFICATION Gretchen Sechrist¹, Ariana Young¹; ¹University at Buffalo, The State University of New York – Social consensus information, information about the beliefs of other people, has a powerful influence on individuals' intergroup attitudes and behavior. The present research examines the role of ingroup identification in the influence of consensus information on intergroup attitudes. In Study 1, we selected participants high or low in identification with other ingroup members. Participants received information that other members of their ingroup held favorable or unfavorable attitudes toward African Americans and then were asked to provide their own attitudes. Results demonstrated that ingroup identification moderated consensus effects, such that high identifiers changed their attitudes in the direction of the consensus information, whereas low identifiers were not influenced by the consensus information. In Study 2, we manipulated ingroup identification, and again showed that identification with the group moderated consensus effects, such that the attitudes of high identifiers were more susceptible to the beliefs of others than individuals in the low identification and control conditions. The results of these studies suggest that identifying with the group providing the consensus information is an important factor to be considered. In determining the critical factors involved in the influence of consensus information, we can more fully understand why consensus information influences individuals' intergroup attitudes and possibly begin to develop a useful method to promote favorable intergroup attitudes and behaviors based on this approach.

B164**ON PURGING PARTIALITY: TOWARD THE ASSESSMENT OF INTERNAL MOTIVATION TO AVOID NEGATIVE INTERPERSONAL BIAS**

Mario P. Casa de Calvo¹, Darcy A. Reich², Natasha K. Naylor³, Robert D. Mather⁴; ¹Boise State University, ²Texas Tech University, ³The University of Texas at El Paso, ⁴University of Central Oklahoma –

Previous research on prejudice shows that there are consequential differences in individuals' motivation to avoid prejudiced responses (e.g., Dunton & Fazio, 1997; Plant & Devine, 1998). Yet, there are also other negative influences on our social responses that are unrelated to stereotypes, such as dispositional negativity bias (e.g., Ito & Cacioppo, 2005), defensive attributions (e.g., Shaw & Skolnick, 1971), perceiver pessimism (e.g., Weary & Reich, 2001), and negative perceiver expectations (e.g., Snyder, 1992). Might individuals also vary in their general motivation to avoid negative bias in their social judgments and behavior? The current research examined the role of individual differences in motivation to avoid negative interpersonal bias in making dispositional inferences about a target. Participants watched a five-minute video of a child performing a spatial ability task. Half of the participants received instructions to avoid thinking negative thoughts while forming an impression of the child, and the other half were simply instructed to form an impression of the child. Participants then assessed the child's abilities, performance, and positive/negative dispositional traits. Finally, participants completed the new 12-item Motivation to Avoid Negative Interpersonal Bias (MANIB) scale. Results showed that individuals with greater self-reported motivation to avoid negative interpersonal bias tended to form significantly more positive, and significantly less negative, assessments of the child's dispositional traits. These findings suggest that there are consequential differences in individuals' general motivation to avoid negative bias in their social judgments, and that the promising new MANIB scale may represent a valid approach toward measuring these motivational differences.

B165**INTIMACY AND SEXUAL INTIMACY: HOW ARE THE TWO CONCEPTS RELATED?**

Carolyn Birnie¹, John Lydon¹; ¹McGill University –

Intimacy is a cornerstone for personal and interpersonal well-being. Less clear is the concept of sexual intimacy and its relations to intimacy and well-being. The purpose of this study was to explore the conceptual relationship between lay understandings of intimacy and sexual intimacy. Specifically, we were interested in whether the two concepts are perceived as distinct or highly similar and whether priming one concept activates the other. Participants (N = 116) read a vignette describing a dating relationship that was either high in intimacy or sexual intimacy and gave their impression of the relationship. Participants also completed a lexical decision-making task (LDT), either before or after reading the vignette, which involved identifying target strings of letters as either words or non-words. Those who read the intimacy vignette were given sexual intimacy target words in the LDT and vice versa. Intimacy and sexual intimacy were perceived as distinct concepts; significant differences emerged between the ratings of the two concepts both within and between vignettes (all $ps < .001$). However, ratings of intimacy and sexual intimacy were correlated in both vignettes ($rs > .4$) suggesting that although the two concepts are perceived as separate, they are also seen as related. Priming sexual intimacy increased activation of intimacy but priming intimacy did not increase activation of sexual intimacy. These results suggest that laypeople may perceive sexual intimacy as a subtype of an overarching concept of intimacy.

B166**AN EXAMINATION OF POST-DISCLOSURE PSYCHOLOGICAL WELL-BEING AMONG PEOPLE LIVING WITH A CONCEALED STIGMATIZED IDENTITY**

Stephenie Chaudoir¹, Diane Quinn¹; ¹University of Connecticut –

An important difference in the phenomenological experiences of people living with a visible versus

concealed identity deals with the constant challenge of determining when, how, and to whom to disclose one's identity. In predicting post-disclosure psychological distress, some research suggests that the quality of the first disclosure event (compared to future disclosure events) is crucially important for future psychological well-being (e.g., Major et al., 1990) whereas other work has indicated that the overall "outness" or number of people to whom one has disclosed is related to psychological functioning (e.g., Kalichman et al., 2003). In the current research, we examined disclosure processes and post-disclosure psychological outcomes for people living with a variety of concealed stigmatized identities and provide data to test the validity of these two different perspectives on disclosure. We collected survey data about disclosure experiences from undergraduate students with a wide range of concealed stigmatized identities, including mental illness, weight/appearance concerns, rape, sexual orientation, and childhood sexual abuse. Data indicate that only the quality of the first disclosure situation (i.e., the extent to which the confidant was supportive and accepting) was a significant predictor of current psychological well-being but overall "outness" was not. Additional analyses examine the factors which contributed to the quality of the first disclosure situation and psychological well-being for participants who possess a concealed stigmatized identity.

B167**SPEAKING UP AGAINST INJUSTICE: A NORMATIVE ACCOUNT**

Sophia Ouzdin-Zak¹, Dale Miller¹; ¹Stanford Graduate School of Business –

Unlike most justice research which is concerned with the formation of justice judgments and emotions, the current line of work speaks to the behavioral consequences of injustice, in the form of verbalization of moral outrage (i.e. speaking up). Building on the normative account of the justice phenomena, we propose the Normative Actions Model, which predicts that social norms do not only determine normative evaluations of injustice but also normative actions toward the injustice. A queue paradigm was used to model a social system (Mann, 1969) within which instrumental concerns, moral outrage and normative influences were manipulated. Results from 3 vignette studies and 1 field study confirmed that social norms, which provide information about who is obligated to speak out, were found to be the strongest and most consistent predictors of speaking up against injustice. These social norms were found to both have a direct effect on Speaking up behavior as well as a moderating effect on the relationship between evaluations of injustice and Speaking up. Theoretical and practical implications are discussed.

B168**CONSEQUENCES OF GOAL CONFLICT: NEGATIVE ATTITUDES TOWARD GOAL-RELATED OBJECTS**

Tara M. Thacher¹, Nathan C. Aird¹, Daniel S. Bailis¹; ¹University of Manitoba –

Goal conflict can produce a tense, negative state. When this happens, do negative feelings taint the objects that are associated with the conflicting goals? 110 introductory psychology students whose most important health goal was to engage in more physical activity and who had previously supplied information about their academic goals completed a survey about their exercise attitudes and practices. In exchange for participating, all were entered in a (bogus) prize draw, through which each participant actually won a sports/exercise water bottle. While the experimenter retrieved the prize, participants completed a word puzzle with academic or exercise-related words, followed by measures of their state self-esteem and affect. Participants were interviewed one week later about their attitudes toward their water bottles. Participants with relatively high academic motivation who had been primed with academic words at the time they received their prize reported less liking of their water bottle, less money wanted in exchange for it, and fewer times using it for physical activity, compared with participants who lacked strong academic goals and/or had been primed with exercise-related words instead. These results

suggest that the means of pursuing goals can inherit enduring negative properties from a momentary conflict between goals. Follow-up studies will further examine this hypothesis.

B169

VERTICAL COLLECTIVISM, DISGUST SENSITIVITY, AND BIAS AGAINST DISABLED PERSONS Rolf Holtz¹, Ellen R. Gordon¹; ¹Ball State University – Disgust is an emotion that can be triggered by contact with members of stigmatized out-groups like the severely disabled (Rozin, Haidt, & McCauley, 2000). From a cross-cultural perspective, sensitivity to out-group membership is greater within collectivist cultures compared to individualist cultures (Triandis, 1995). Notwithstanding, collectivists can be characterized either by a relational self-representation (horizontal) or by a status-oriented allegiance to their in-group (vertical). Disgust is especially likely to mediate the relationship between vertical collectivism and bias against the severely disabled due to the concern of vertical collectivists with normative morality and in-group status relations. To test these ideas, 250 undergraduates completed the Triandis (1996) measure of horizontal and vertical individualism and collectivism (HI, VI, HC, VC), the Disgust Sensitivity Scale (Version 2; Haidt, McCauley, and Rozin, 2001), and the Social Distance Scale (SDS) pertaining to bias against the severely disabled (Yuker, 1988). Regression analyses recommended by Baron and Kenny (1986) showed that disgust completely mediated the relationship between vertical collectivism and bias against disabled persons (with covariation between the four cultural orientations removed). Only vertical collectivism predicted the SDS bias scores ($\beta = .08, p < .04$) and the disgust sensitivity scores ($\beta = .06, p < .001$). Furthermore, disgust sensitivity remained a significant predictor of the SDS bias scores ($\beta = .77, p < .001$) when considered simultaneously with the effect of vertical collectivism on these scores ($\beta = .03, ns$). A Sobel test provided further evidence of complete mediation by disgust ($z = 3.11, p < .002$).

B170

IMPLICIT RELIGIOUS COMMUNICATION: EFFECTS ON POLITICAL ATTITUDES Nathaniel D. Krundick¹, Victor Ottati¹; ¹Loyola University Chicago – Research indicates that attitudes toward a politician are determined by a variety of political (e.g., issue stances, ideology, party) and non-political variables (e.g., candidate physical attractiveness). However, one avenue that has yet to be fully explored involves the use of indirect religious referents in political discourse. Specifically, it is unclear whether subtle religious linguistic cues (e.g., such phrases as “I am blessed to represent this community”) influence voters’ attitudes toward a politician. Participants were randomly assigned to one of four conditions representing a combination of political record strength (“weak” vs. “strong” political record) and the type of language used by the political figure (“secular” vs. “subtly religious”). Participants read a newspaper article pertaining to a politician, and then reported their attitude toward the politician, party identification, ideology, and religious orientation. After controlling for voter ideology and party affiliation, results indicated that politicians in the “subtly religious” condition were evaluated less favorably than those in the “secular” condition, $F=6.95, p=.010$. Moreover, this effect was moderated by religious orientation (i.e., the degree to which the voter believes politicians should mix religion with politics), $F=6.42, p=.013$. Among voters who oppose mixing politics with religion, the “subtly religious” politician was evaluated less favorably than the “secular” politician. Among voters who favor mixing politics with religion, this effect was completely eliminated. This suggests that, under certain conditions, even very subtle characteristics of the language used by politicians can have a pronounced impact on how they are evaluated.

B171

TERROR MANAGEMENT, ATTACHMENT, AND POLITICS: PRIMING A SECURE INTERPERSONAL RELATIONSHIP LESSENS MS-INDUCED SUPPORT FOR EXTREME COUNTERTERRORISM

David Weise¹, Tom Pyszczynski², Jeff Greenberg¹; ¹University of Arizona, ²University of Colorado at Colorado Springs – Terror management theory research indicates that mortality salience (death reminder; MS) led American political conservatives to be more supportive of extreme counterterrorism (e.g., use of nuclear weapons). Other terror management research suggests that secure attachments can mitigate MS effects. This study assessed whether priming a secure attachment relationship would counteract the tendency for MS to increase advocacy of extreme violence in the “war on terror.” Specifically, we explained to participants that this study investigated the relationship between personality and ability to visualize another person; we randomly assigned participants to questionnaire packets where they first reported their political orientation, thought about either their mortality or dental pain (control), and then visualized either an unconditionally accepting (secure) relationship or a neutral relationship. The dependent variable was participants’ level of support for extreme measures to combat terrorism. The regression analysis including Political Orientation, MS, Secure Relationship Prime, and all possible interaction terms as predictors found that this time the MS effects were not moderated by political orientation, but did reveal an MS \times Secure Relationship Prime interaction ($b = -1.24, SE = .53, p = .02$) supportive of our primary prediction. Follow-up analyses indicated that the secure prime lessened support for extreme counterterrorism compared to the neutral prime after MS ($b = -.79, SE = .34, p = .03$); there was no difference between primes after thinking about dental pain ($b = .45, SE = .41, p = .27$). Discussion centers on the role of terror management and attachment processes in politics.

B172

THE DETRIMENTAL EFFECT OF MASCULINE SELF-STEREOTYPING ON THE ACADEMIC PERFORMANCE OF MEN

John Haller¹, Luis Rivera¹; ¹California State University San Bernardino – Gender stereotypes continue to saturate societal representations of both women and men today (e.g., through mass media). Although much is known about stereotyping women, relatively little is known about the role of stereotypes in men’s self-evaluations and how it may shape behavior. Therefore, we examined whether stereotypes about men influence male participants’ self-perceptions and, more importantly, whether these self-stereotypes are related to men’s underperformance at the higher education level. Men’s academic performance was of particular interest because recent reports of college achievement and engagement have shown that men earn lower grades, graduate at lower rates, and are less engaged in their studies than women. In the current research, our main prediction was that the gender difference in academic GPA would be mediated by gender self-stereotyping. Participants completed measures of implicit gender self-stereotyping and academic investment, and they gave permission to access their college transcripts. As expected, results showed that, on average, men had a lower GPA than women, and that self-stereotyping mediated this relation. To further understand the role of self-stereotyping in men’s academic performance, additional results showed that (a) for men, greater self-stereotyping correlated with lower academic performance, and (b) for men who did not self-stereotype, the more they invested in their academic performance, the higher their GPA; however, for men who strongly self-stereotyped, no relation existed between academic investment and GPA. Moreover, these relations did not emerge for women. Altogether, these results support the hypothesis that masculine self-stereotyping has a detrimental effect on the academic performance of men.

B173**A QUESTION OF TRUST: BLACKS' DISCRIMINATORY EXPECTATIONS MODERATE THE EFFECTS OF POSITIVE OUTGROUP EXPOSURE**

James Johnson¹, Leslie Ashburn-Nardo²; ¹UNC-Wilmington, ²Indiana University-Purdue University at Indianapolis – Although over 50 years of research has documented the benefits of positive outgroup exposure and intergroup contact, recent findings suggest that such effects are attenuated among low-status group members (Tropp & Pettigrew, 2005). The purpose of the present research was to determine whether reactions to the positive behavior of a high-status group member depend on low-status group members' discriminatory expectations. In two experiments, Black participants who varied in their responses on the Ingroup-Directed Stigmatization and Discriminatory Expectations subscale of the Johnson-Lecci Scale (Johnson-Lecci, 2003) read an essay (ostensibly written by a White student) that was racially biased, opposed racial bias, or was unrelated to race. Participants subsequently read about a different White person-in-need and reported the degree to which they felt empathic concern for and intended to help that person. Across both experiments, positive outgroup exposure increased (relative to a neutral, control condition) empathic concern and willingness to help among participants who were low in discriminatory expectations. However, for participants who were high in discriminatory expectations, positive exposure lost its benefit; participants' responses to a White person who opposed racial bias were no different from their responses to race-neutral information. Furthermore, the relationship between the outgroup exposure - discriminatory expectations interaction and willingness to help was mediated by empathic concern. Together, these findings underscore the importance of low-status group members' expectations of the higher status outgroup in intergroup contexts (cf. Tropp, Stout, Boatswain, Wright, & Pettigrew, 2006). Even "goodwill" gestures by high-status groups may not always have their intended effects.

B174**INDIVIDUAL DIFFERENCES IN PERCEIVED ESTEEM ACROSS CULTURES**

Anthony Hermann¹, Gale Lucas², James Friedrich¹; ¹Willamette University, ²Northwestern University – A study was conducted to investigate individual differences in perceived esteem (perceptions of how positively one is viewed by others) and the relationship between perceived esteem, self-esteem, self-monitoring, and life satisfaction across cultures. A study with Japanese and American college students (and a pilot study with Caucasian and Asian American participants), indicated that a ten-item measure of perceived esteem, the Perceived Esteem Inventory (PEI), assessing such perceptions across a variety of target others, was internally consistent and had a unitary factor structure across cultural groups. Among all participants, PEI scores were positively related to self-esteem and life satisfaction scores and negatively related to other-directed self-monitoring, indicating that the more participants reported favorable evaluations from others, the more favorable their attitudes were about themselves and their life and the less they engaged in conforming, socially appropriate behavior. However, among Japanese participants, the PEI predicted unique variance in other-directed self-monitoring and life satisfaction beyond that of self-esteem, while self-esteem accounted for the PEI's effect on both variables for Americans. These findings suggest that perceived esteem, independent of self-worth, is particularly important to social functioning and life satisfaction for those in collectivistic cultures, but that perceived esteem may be important only to the degree to which it impacts self-esteem in individualistic cultures.

B175**AFFECTIVE FLEXIBILITY: EVALUATIVE PROCESSING GOALS SHAPE AMYGDALA ACTIVITY**

Ingrid Johnsen¹, Jay Van Bavel¹, William Cunningham¹; ¹The Ohio State University – The amygdala is part of a network of brain regions involved in social and emotional information processing. Although early research in cognitive neuroscience implicated

the amygdala in the automatic processing of threat-related information, and of negative information more generally, more recent research suggests that the amygdala may play a broader role in processing the motivational relevance of stimuli. Convergent evidence across methodologies suggests that the amygdala is particularly relevant for encoding and processing the affective and evaluative properties of stimuli. These findings suggest that the relationship between valence and amygdala activation may be dependent on contextual goals. The present study provides experimental evidence that the relationship between valence and amygdala activity is dynamically modulated by evaluative goals. During functional magnetic resonance imaging (fMRI), participants were asked to evaluate the positive, negative, or overall (positive and negative) aspects of famous people (e.g., Adolph Hitler, Paris Hilton). When participants provided an overall evaluation, both positive and negative famous people were associated with amygdala activation. When evaluating either positivity or negativity, positive or negative famous people, respectively, were more associated with amygdala activity. Evidence for a negativity bias was found such that modulation of the amygdala was more pronounced for positive than negative information. These data suggest that the amygdala flexibly processes motivationally-relevant evaluative information in accordance with current processing goals, while processing negative information less flexibly. This research has important implications for research on the role of the amygdala in social cognition, decision-making, and attitudes.

B176**WHEN KNOWLEDGE IS NOT POWER: HOW AFFECT ALTERS THE PROCESSING OF RISK INFORMATION**

Cinnamon Danube¹, Lavonia Smith LeBeau¹, Karen Gasper¹; ¹The Pennsylvania State University – How does affect influence the way health information is acquired, appraised, and acted upon? Previous research indicates that negative affect (NA) signals that one's environment is problematic (Schwarz, 1990), thus potentially prompting a search for threat-relevant information. In contrast, positive affect (PA) signals a benign environment (Schwarz, 1990), encouraging the broadening and building of resources and actions to eliminate threats (Isen, 1984, 1999; Fredrickson, 1998, 2001). We predicted that NA and PA would have differential effects when it comes to processing risk information. NA was predicted to be associated with a preference for acquiring threat information, increased threat appraisals, and maladaptive actions due to a focus on coping with negative feelings rather than the problem. In contrast, PA was predicted to be associated with increased efficacy appraisals and adaptive actions due to feelings that the threat can be addressed. Two studies were conducted. Participants first completed a self-report measure of affect. Next, they read a pamphlet about skin cancer including threat and efficacy relevant information. Finally, we assessed respondents' knowledge about the threat, threat and efficacy appraisals, and action (inability to act and efficacious action). We conducted several regressions where PA and NA simultaneously predicted the dependent measures. As predicted, NA, not PA, was associated with threat knowledge, threat appraisals, and inability to act. In contrast, PA, not NA, was associated with efficacy appraisals and efficacious actions. These results indicate that NA helps people understand the threat, but PA gives them the power to act on it.

B177**MORTALITY SALIENCE AS A GATEWAY TO BROAD CIRCLE MORALITY?**

Janice Templeton¹, Barbara Fredrickson²; ¹University of Michigan, ²University of North Carolina at Chapel Hill – Humans are a very successful cooperative species, yet there is a cost to group based success--moral concern is reserved for the group of which one is a member, rather than extending more broadly to all humans. According to terror management theory (Greenberg, Pyszczynski & Solomon, 1986), awareness of the inevitability of death is the ultimate threat to the self. When individuals are reminded of their mortality they respond more

favorably to people and ideas supportive of their worldview and less favorably toward people and ideas that challenge their worldview. In other words, death awareness seems to either narrow people's moral circle or makes the boundaries of their moral circles more salient. The purpose of this study was to determine whether a guided loving-kindness meditation, a spiritual practice with the goal of promoting compassion, would attenuate the effects of mortality salience. A typical mortality salience vs. control procedure was followed by a guided loving-kindness meditation vs. progressive relaxation control. Participants who were made aware of their own death and who then listened to a guided loving-kindness meditation judged moral transgressors less harshly than those who listened to a progressive relaxation exercise following death awareness. The results provide preliminary evidence that death awareness may serve as a gateway to expand one's circle of moral concern when participants are given an alternative tool (i.e., loving-kindness meditation) for resolving their death anxiety. (229 words)

B178

EXPLORING THE AFFECTIVE COMPONENT OF CONSCIENTIOUSNESS: EVIDENCE FOR THE SELF-CONSCIOUS EMOTIONS Jennifer V. Fayard¹, Brent W. Roberts¹; ¹University of Illinois, Urbana-Champaign – In light of the definition of personality traits—relatively enduring patterns of thoughts, behaviors, and emotions—emotions are an intrinsic part of personality traits. Research has shown that positive and negative emotions are most strongly linked to Extraversion and Neuroticism, respectively. The emotional substrate of the remaining Big Five has not been systematically investigated. We have conducted two studies investigating the emotional component of conscientiousness. Studies of personality and emotion have revealed a link between conscientiousness and both positive and negative affect (DeNeve & Cooper, 1998). However, this correlation may be the result of a specific subcomponent of emotion, self-conscious emotion (e.g., guilt and shame; Tracy & Robins, 2004). In study 1, we used meta-analysis (N= 36,727) to estimate the relation between conscientiousness and both self-conscious emotions and basic emotions (e.g., anger, joy, sadness, fear, disgust, surprise). The results indicated strong correlations between conscientiousness and guilt and shame ($r_s = -.28$ and $-.20$, respectively; both $p_s < .05$). Relationships between conscientiousness and basic emotions were similar in magnitude (e.g., $r = -.23$ for anger). In study 2 (N= 579), we tested whether the correlation between conscientiousness and basic emotion resulted from the relation between conscientiousness and self-conscious emotion. The relationship between conscientiousness and basic emotion was fully mediated by self-conscious emotion, suggesting that this relationship results from a prior link between conscientiousness and self-conscious emotion. These results indicate that the emotional component of the personality trait domain of conscientiousness appears to be located more in self-conscious emotions than basic emotions.

B179

HOW CAN I APPROACH THEE? LET ME COUNT THE WAYS: INTRODUCING NEW WAYS OF APPROACHING AND THEIR INFLUENCE ON SELF-PERCEPTIONS Daniel Nadolny¹, Curtis Phills², Kerry Kawakami²; ¹University of Waterloo, ²York University – The primary aim of the present research was to examine the impact of a visually based form of approach-avoidance training on non-Black participants' implicit identification with Blacks. Specifically, we investigated the possibility that after training to approach Blacks, people may see themselves as more Black and also see Blacks as more like themselves. In Study 1, participants were given extensive approach-avoidance training by viewing animations of either Black or White males moving toward them on a computer screen. Participants then completed a Stereotype IAT which assessed the strength of association between the self and traits stereotypic of Blacks. In Study 2, participants completed a

computer training task in which they approached by sliding two circles closer together and avoided by sliding them apart. One circle represented themselves by containing each participant's first name, while the other circle represented a social category by containing pictures of Black or White males. Participants were randomly assigned to approach one social category and avoid the other. Participants were also randomly assigned to approach and avoid by moving either the circle that represented themselves, or the circle that represented the social category. Participants then responded to an Individualized Trait IAT to test the association between others and traits that are typically associated with the self. In both studies, the visually based forms of approach-avoidance training were successful in changing implicit identification with Blacks.

B180

DON'T YOU KNOW HOW MUCH I NEED YOU? INTERPERSONAL CONSEQUENCES OF SIGNAL AMPLIFICATION BIAS FOR SOCIAL SUPPORT REQUESTS Jessica J. Cameron¹; ¹University of Manitoba – Signal amplification bias, the tendency to overestimate how much one's behaviour conveys an internal state to others, has been theorized to negatively impact relationships. However, few researchers have looked at the consequences of overestimating the transparency of one's internal states. The consequences of miscommunication might be more detrimental to low self-esteem individuals (LSEs), who doubt their partner's regard (Murray et al., 1998). We hypothesized that when support seekers engage in signal amplification, LSEs would be particularly disappointed with their partner's response yet high self-esteem individuals (HSEs) should forgive their partner's apparent unresponsiveness. Seventy dating couples participated wherein one member of each couple was randomly assigned to the role of support seeker, making the other partner the caregiver. All support seekers completed a difficult task, designed to induce anxiety. They then described their experience to their partner. Results revealed that when LSE support seekers overestimated how much they conveyed, they rated their partner's response as less supportive than HSE support seekers who also engaged in signal amplification. Importantly, self-esteem did not predict perceptions of a partner's supportiveness when support seekers' and caregivers' perceptions matched or when caregivers perceived more need than support seekers thought they conveyed. Importantly, low self-esteem led to decreased perceptions of support which in turn led to lower reflected appraisals and reduced perceptions of closeness only when support seekers overestimated how much they conveyed. The implications for social support interventions will be discussed.

B181

TRADITIONAL VERSUS NON-TRADITIONAL SOCIAL NORMS: EFFECTS ON WOMEN'S PHYSIOLOGICAL RESPONSES AND BEHAVIOR DURING COMPETITION Shannon Lupien¹, Kimberly Arnold¹, Mitsuru Shimizu¹, Mark Seery¹; ¹University at Buffalo - State University of New York – Two competing social norms influence women in Western society: a traditional norm prescribing passivity and family caregiving, and a relatively non-traditional norm prescribing dominance and career achievement. These conflicting societal expectations may have important implications for the underrepresentation of women in high-level positions in many career fields, in that career success typically entails competing against men. To assess the influence of these norms during women's performance of a competitive task, we applied the biopsychosocial model of challenge and threat (Blascovich & Tomaka, 1996) and measured cardiovascular responses. The model holds that evaluations of perceived demands and resources determine the extent to which positive (challenge) and negative (threat) motivational states are experienced during task performance. Indexing challenge and threat with cardiovascular responses does not require participants' conscious attention, thereby allowing them to perform a task uninterrupted and avoiding the distortion that potentially affects self-reports. To invoke the conflicting norms, female participants were primed with either

traditional or relatively non-traditional female role models. Participants then engaged in a competitive video game against a male opponent. As predicted, participants exposed to a traditional role model exhibited a greater threat response during competition. Participants in the traditional condition also played the game in a style consistent with greater cautiousness. However, participants in the two conditions did not differ in their self-reported experience, suggesting a divergence between self-reports and behavioral and physiological responses. These results demonstrate that subtle and ostensibly extraneous influences can affect task performance without self-reported awareness.

B182**REDUCING PREJUDICE INTENSITY BY MAKING IT EASY TO REFUSE TO HELP THE OUTGROUP** Anca Miron¹, Mark Ferguson²;

¹University of Wisconsin Oshkosh, ²University of Kansas – Prejudiced people are likely to refuse to help targeted outgroups. However, requests for help that can be easily refused can paradoxically reduce prejudice intensity, whereas requests that are more difficult to refuse can cause increased prejudiced affect. In the present research, we presented anti-Gay participants with information about a Gay and Lesbian student organization's need for assistance, and then offered participants the opportunity to help this group by volunteering either 6 hours (easy to refuse helping), 2 hours (moderately difficult to refuse), or ½ hour (difficult to refuse). Participants in the control condition were only asked to volunteer. As predicted, affect toward the student organization and sympathy toward Gay and Lesbian students revealed significant non-monotonic effects, suggesting that the intensity of prejudiced affect can be reduced by making it easy for prejudiced people to refuse to help.

B183**DISAGREEING WITH DISSIMILAR OTHERS: NEGATIVE MODELING TO DISLIKE NOT LIKE A PIECE OF MUSIC** Andrea Rooney¹,

Clayton Hilmert¹; ¹North Dakota State University – Understanding social reasons for why we disagree with others' opinions is important because disagreement is a basis for interpersonal turmoil and group conflict. Previous research has shown that when a confederate-model appeared dissimilar, the observer tended to disagree with the model's opinion, liking the model's favorite song less than when there was no model present (negative modeling; Hilmert, Kulik & Christenfeld, 2006). The current study extended this finding by presenting model-observer dissimilarity information in print rather than have the observer interact with a confederate. The model held either a favorable or an unfavorable opinion about a song. It was hypothesized that the observer would disagree with a dissimilar model, disliking the song when it was the model's favorite, and liking the song when it was her least favorite. Two hundred thirty-five female college students participated in a "music preference study." Using software created by our lab, researchers presented participants with a bogus-participant's (model's) questionnaire responses that were either similar or dissimilar to the participant's. The participant heard the model's favorite or least favorite song and then expressed her own opinion. Results revealed that in the control condition participants disliked the song somewhat and when a dissimilar model liked the song this caused negative modeling. Negative modeling did not occur when the model disliked the song. We may have a greater tendency to disagree with dissimilar others when their opinions are in contrast to the norm.

B184**WHAT'S THE GOOD OF KNOWING? THE POSITIVE EFFECTS OF PROBABILITY UNCERTAINTY ON MOOD** Erin Rapien

Whitchurch¹, Timothy D. Wilson¹; ¹University of Virginia – Past research demonstrates that uncertainty surrounding why a positive event has occurred results in a better mood than certainty over the same event. However, in that research there was no question that the positive event took place. The present research tested the hypothesis that under some

circumstances, people who are uncertain that a positive event has occurred will be in a better mood than people who are certain that the event has occurred. 92 undergraduates were "tested" for a highly beneficial, but rare hormone and learned they either definitely had the hormone (certain condition), that there was a 70% chance they had the hormone (uncertain condition), or they received no feedback (control condition). Participants' mood was measured immediately following the feedback and again approximately 15 minutes later. As predicted, there was a significant main effect for condition such that uncertain participants reported the most positive mood followed by certain and control participants. Study 2 forecasters had the opposite results; certain forecasters predicted feeling significantly more positive than uncertain or control forecasters. Study 1 participants also listed to book on tape segment and took a surprise recall test. Uncertain participants recalled significantly fewer items, consistent with the idea that they were distracted by thoughts about the positive event (the hormone test). These results extend the current literature on the positive effects of uncertainty on mood to include the likelihood of event occurring. Additionally, these findings suggest that while uncertainty may increase positive mood, it also results in cognitive resource depletion.

B185**STARING AT A THREATENING OUTGROUP: ATTENTIONAL CAPTURE AND DISENGAGEMENT TO RACE AND EMOTION CUES** Jennifer Kubota¹, Tiffany Ito¹; ¹University of Colorado at Boulder –

Previous studies demonstrate that threatening stimuli capture and hold attention. Behavioral tasks to date focus on a variety of threatening stimuli such as insects, threatening words, and expressions, but few consider how threat-related social cues and groups may modulate attentional capture and disengagement. Moreover, those that do investigate such cues often hold all other cues constant, thereby failing to consider interactive effects. The purpose of this research was two fold: (1) to determine how two socially relevant threat-related cues, race and emotional expression, when combined affect both the capture and holding of attention and (2) to determine the degree to which attentional differences to these cues are attributable to capture versus disengagement. Caucasian participants engaged in a Posner cueing task (1980) where cues were Black and White faces posing angry, happy, and neutral expressions. Participants were asked to respond to the location of a dot that followed the cue. On 75% of the trials the cue and the target were in the same location and on 25% of the trials the cue failed to predict the location of the dot. Response latency on validly cued trials reflects the attention capture of the cue, whereas latency on invalidly cued trials reflects attentional disengagement from the cue. Participants were slowest to disengage from Black angry faces with no differences in attentional capture. These results support an interactive model of attention, suggesting that threatening outgroup members hold attention more than threatening ingroup members and ingroup and outgroup members with happy and neutral expressions.

B186**WHEN ANGER YIELDS FINANCIAL REWARDS** Paul Litoak¹, Jennifer Lerner²; ¹Carnegie Mellon University, ²Harvard University – This

paper examines the effect of incidental sadness and anger on risk-taking behavior. Risk taking was measured by the Balloon Analogue Risk Task (Lejuez et al., 2002), using real monetary rewards. Results revealed that subjects in an incidentally angry state took more risks and performed better than individuals in a neutral or sad state. Specifically, subjects in the anger condition were better at maximizing their expected-value compared to subjects in the neutral or sad condition. We conclude that, under circumstances where risk-seeking behavior yields rewards, even incidental anger can improve decision outcomes.

B187

THE (SKEWED) VIEW FROM THE TOP: THE EFFECTS OF POWER ON PERCEPTIONS OF BIASED BEHAVIORS Ann E. Hoover¹, Stephanie A. Goodwin¹, Markus Brauer²; ¹Purdue University, ²Université de Clermont-Ferrand – Recent research suggests social power gives people the freedom to act (e.g., Galinsky, et al., 2003). Our research examines whether the freedom to act alters perceptions of how one should act, that is, perceptions of whether certain behaviors are (in)appropriate. Specifically, we examined whether social power altered perceptions of biased jokes and comments based on race or gender. Participants were asked to write about a time when they had power over someone (powerful prime) or when someone else had power over them (powerless prime). Following the prime, participants rated a series of innocuous inappropriate behaviors (i.e., cutting in line). Embedded within this list were 4 items of interest measuring the appropriateness of telling jokes or making comments based on race or gender. We hypothesized that participants primed to think about being powerful would find both the jokes and comments to be less inappropriate compared to powerless prime participations. Instead, results suggest power priming only affected perceptions of biased jokes, $F(1,84) = 3.91, p = .05$. Participants primed with power found biased jokes ($M = 4.33$) to be less inappropriate than biased comments ($M = 4.79$) suggesting that participants recognized the greater social costs of making a biased comment. Conversely, participants primed with powerlessness found biased jokes ($M = 4.67$) and comments ($M = 4.63$) to be equally unacceptable. Overall, results suggest powerful people may view inappropriate behavior as relatively more acceptable especially when social norms are lax or unclear.

B188

FROM INCLUSION OF THE SELF IN THE OTHER TO RELATIONSHIP SATISFACTION, VIA PERCEIVED PARTNER RESPONSIVENESS Jennifer Rodden¹, Arthur Aron¹; ¹State University of New York at Stony Brook – We propose that the perception that a close other includes my self in his or her self (ISO) leads me to expect my partner to value me and be concerned for my welfare, what has been called perceived partner responsiveness (PPR; Reis, Holmes, & Clark, 2004); PPR, in turn, should lead to greater relationship satisfaction. Thus, in a study of 261 undergraduates we tested a mediational model in which ISO predicts PPR (Reis, 2003) and PPR predicts relationship satisfaction (Investment Model Scale). As expected, ISO (measured by an adapted version of the Inclusion of Other in the Self Scale) individually predicted both PPR and relationship satisfaction ($\beta_s = .56, .47$, both $p < .001$). When the hypothesized mediator (PPR) and the hypothesized cause (ISO) were entered as simultaneous predictors of relationship satisfaction, PPR was a strong predictor ($\beta = .71, p < .001$) and the effect of ISO ($\beta = .07$) was reduced to non-significance, supporting a pattern of full mediation (Sobel's test $Z = 7.75, p < .001$). Importantly, this mediational model was also supported using an implicit measure of ISO (partner version of an attribution questionnaire; Sande et al., 1988). Again, ISO (implicit) predicted both PPR and satisfaction individually ($\beta_s = .21, .24$, both $p < .01$); and when entered simultaneously, PPR remained strong ($\beta = .72, p < .001$) and Implicit ISO became non-significant ($\beta = .09$), supporting full mediation (Sobel's $Z = 2.68, p < .01$). Implications for extending IOS and PPR models are considered.

B189

NARCISSISM AND APPROACH-AVOIDANCE MOTIVATION Josh Foster¹, Allison Syklawer¹, Riley Trimm IV¹, Josh Goff¹, Lori Westmoreland¹; ¹University of South Alabama – According to the unmitigated approach model (UAM), narcissism, as measured by the Narcissistic Personality Inventory (NPI), is associated with high approach motivation coupled with low avoidance motivation. That is, narcissists are strongly motivated by reward and weakly motivated by punishment. This poster presents the results of survey and behavioral studies that show support for the UAM. First, scores on the NPI are shown to correlate positively

with measures of approach motivation and negatively with measures of avoidance motivation. Second, NPI scores are shown to predict slower learning in tasks that are learned via punishment avoidance. Third, NPI scores are shown to predict liberal response bias in signal detection tasks. Taken together, these studies provide strong validation of the UAM and suggest that narcissists think and behave in ways that reflect high approach and low avoidance motivation. Discussion focuses on how this motivational disposition can be adaptive or maladaptive depending on the situation.

B190

IMPROVING BODY IMAGE AND APPEARANCE ATTITUDES USING SOCIAL CONSENSUS INFORMATION Ariana Young¹, Gretchen Sechrist¹; ¹University at Buffalo, The State University of New York – Previous research has demonstrated that social consensus information (information about the beliefs of other people) strongly influences individuals' attitudes and behavior. The current study examined the effects of consensus information with respect to body image and appearance attitudes. Participants completed self-report questionnaires during two experimental sessions held two weeks apart. In the first session, participants completed state measures of self-esteem, mood, and body image. In the second session, participants either received favorable consensus information or no information about the beliefs of other members of their ingroup (other University at Buffalo students). Specifically, participants in the favorable consensus condition were informed that other UB students consider a normal, healthy-looking figure as the most attractive body type and were also provided with same-sex images and others' preference ratings of those figures. Next, participants again completed state measures of self-esteem, mood, and body image. Results showed that participants in the favorable consensus condition were influenced by the favorable consensus information regarding others' body type preferences, such that their self-esteem, mood, and body image significantly improved over time. Specifically, participants in this condition showed an increase in self-esteem, better overall affect, and more positive body image evaluations. This research demonstrates the importance of social consensus information in the development and change of body image and appearance attitudes. There are clear implications for the treatment of individuals who suffer from body and eating disturbance disorders, and more generally, those who experience any body or appearance dissatisfaction.

B191

THE RELATION OF SELF-EXPANSION TO WELL-BEING AND RELATIONSHIP QUALITY Natalie Nardone¹, Gary Lewandowski¹; ¹Monmouth University – The self-expansion model states that individuals are motivated to enter close relationships as a means of self-enhancement (Aron & Aron, 1996). This process is facilitated by the extent that one's self is included in the partner's self. Although these processes are related, they are not synonymous. In light of past research showing expanding activities' ability to enhance relationship quality, the current study seeks to determine if the amount of self-expansion in relationships relates to general well-being and relationship quality. One-hundred forty two participants completed measures of self-expansion, inclusion of other in self, general well-being (life satisfaction, subjective happiness, perceived stress, loneliness, personal growth, negative emotion, positive emotion, loss of self), and relationship quality (relationship investments, satisfaction, commitment, and quality of alternatives). As hypothesized, self-expansion was positively correlated with life satisfaction, subjective happiness, personal growth, positive emotion, relationship investments, relationship satisfaction, and relationship commitment, and negatively correlated with perceived stress, loneliness, negative emotion, quality of alternatives and loss of self. A series of regression analyses were conducted to determine the unique contributions of self-expansion and inclusion of other in self on the outcome variables. Results of this analysis reveal that in each case, self-expansion's association with each outcome

remained after including inclusion of other in self in the equation. The only exception was relationship investments in which inclusion of other in self had the greater association. These results show the importance of examining self-expansion's role in general well-being and relationship quality.

B192**UNDERSTANDING DIFFERENCES IN GROUP AND INDIVIDUAL OPTIMISTIC BIAS: AN ANALYSIS OF GROUP DECISION PROCESSES**

Dana M. Lawrence Wallace¹, Verlin B. Hinsz¹; ¹North Dakota State University—Human judgment is imperfect with numerous biases and errors. Optimistic bias is one such error in which people believe they are less likely to experience negative events or more likely to experience positive events than others. Research suggests that groups are also susceptible to these biases and may exaggerate them. Because groups are called on to make many critical decisions, it is important to understand how social and cognitive processes influence decision-making groups and their potential biases. We compare the degree of optimistic bias in 3-person groups and individuals. Results indicated that for negative and positive events, groups did not differ from individuals in optimistic bias. Interestingly, groups expressed more extreme likelihoods in comparison to individuals for neutral events. To determine if similarities and differences in group and individual judgments result from group judgment processes, a social judgment schemes analysis was conducted. Analyses suggest that for positive and negative events in which groups and individuals did not differ, a social judgment scheme of relative equal influence could account for the group judgments. However, for neutral events to which groups differed significantly from individuals, the social judgment scheme was not an acceptable description of the judgment process. These findings suggest that differences between group and individual judgments of optimistic bias do not result from group judgment processes. Rather, some aspect of the bias leads to exaggeration in group judgments. Moreover, the variability in group judgments makes it difficult to predict when they will be more or less biased than individual responses.

B193**HAPPINESS IN (INTER-)ACTION: A NATURALISTIC OBSERVATION APPROACH TO STUDYING MANIFESTATIONS OF WELL-BEING IN DAILY LIFE**

Matthias Mehl¹, Simine Vazire², Shelby Clark¹; ¹University of Arizona, ²Washington University—In this poster we report findings from a naturalistic observation study that sought to identify manifestations of well-being in daily life. The daily lives of 80 undergraduate students were tracked for four consecutive days using the Electronically Activated Recorder (EAR). The EAR is a relatively new momentary assessment tool that samples snippets of ambient sounds from participants' moment-to-moment environments. The EAR complements self-report based experience sampling methods by providing an observer's perspective on participants' naturally-occurring social behaviors and interactions. In recording imperceptibly and unobtrusively, it produces "acoustic logs" of their days as they naturally unfold. A multi-method composite measure of participants' well-being was derived from self-reports of their life satisfaction and self- and informant reports of their happiness. The recorded EAR sound files were coded for information about participants' momentary locations (at home, in school), activities (socializing, studying), interactions (alone, talking to others) and mood (laughing, sighing). Correlations between the well-being composite and the EAR-derived time-use estimates revealed that well-being was related to (a) spending less time alone, (b) more time interacting with others, and (c) less small talk and more deep conversations. Interestingly, these effects were retained and even slightly increased in magnitude after controlling for individual differences in affective personality traits such as Extraversion and Neuroticism. The findings suggest that happiness is robustly related to having more and more meaningful daily social interactions.

B194**RETROSPECTIVE VS. REAL-TIME MEASURES OF EXPERIENCE: COMPARING TWO METHODS OF ASSESSING EVERYDAY ACTIVITIES AND MOOD**

Jana Spain¹; ¹High Point University—The development of new experience sampling techniques has increased interest in studying everyday experience. Today researchers interested in studying daily experience can choose from a variety of methods. Although it is widely acknowledged that each approach offers different advantages and disadvantages, empirical examinations of their similarities and differences are rare because researchers seldom have the opportunity to use multiple methods in a single study. This poster reports the findings from a study which compares the use of two frequently used experience sampling methods: PDAs and diaries. For one month, 61 participants completed diary reports nightly. Each participant also carried a PDA for another 10 days, reporting and evaluating their activities and moods five times daily. The findings show that there was considerable similarity between the two measures of daily experience. For example, individuals who mentioned social events in their diary reports also tended to be socializing when they responded to the PDA ($r = .38, p < .01$). Emotion ratings showed even greater convergence (r s ranged from .36 to .65, all p s $< .01$). There were, however, important points of divergence. Participant evaluations of activities differed across the two methods. Activities reported via diary tended to be perceived as more important and enjoyable while those reported via PDA were seen as more typical. Also, self and informant personality ratings predicted the PDA-measured experiences somewhat better than the diary reports. Thus, selection of the appropriate experience sampling method matters when research questions pertain to activity evaluations not the frequency of daily activities.

B195**THE PREJUDICE-RELEASING EFFECT OF SEXIST HUMOR**

Thomas Ford¹, Christie Boxer², Jacob Armstrong³, Jessica Edel³; ¹Western Carolina University, ²University of Iowa, ³Western Michigan University—Research has demonstrated that, for men high in "hostile sexism"—antagonism toward women (Glick & Fiske, 1996)—sexist humor can have important social consequences. To this point, however, research has been limited to examining the effect of sexist humor on perceptions of sexist events or sentiments (e.g., Ford, 2000; Ryan & Kanjorski, 1998). The present research, thus, builds on previous investigations by addressing the important question of whether exposure to sexist humor can actually foster sexist behavior among men. The results of an experiment showed that hostile sexism predicted the amount of money participants cut from the budget of a women's student organization relative to 4 other student organizations upon exposure to sexist comedy skits but not neutral comedy skits. A perceived local norm of approval of funding cuts for the women's organization mediated the relationship between hostile sexism and discrimination against the women's organization. The present research newly identifies an important negative social consequence of exposure to sexist humor, and thus further helps us understand the role that such humor can play in shaping social interaction. Sexist humor is not simply benign amusement; it can have a deleterious effect on men's perception of the immediate social context and thereby promote the behavioral release of prejudice against women.

B196**PUT-DOWN HUMOR AND COHESION IN GROUPS**

Christine Gockel¹; ¹Chemnitz University of Technology—Put-down humor is the type of humor that may have a particularly strong impact on socio-emotional group processes. It always has a target, and the intent of the speaker is to make fun of someone or something. Therefore, put-down humor always implies something about the speaker's attitude or relationship with a person or object. Observational studies have shown that put-down humor can affect cohesion in a group, and it is assumed to increase cohesion when it refers to outgroup members (as compared to ingroup

members). Two lab studies were conducted to examine the underlying processes and moderators of the put-down humor - cohesion relation. Participants were led to believe that they were able to interact with other group members via headsets. In fact, the contributions of other ostensive group members had been recorded to manipulate the occurrence of put-down humor. We found that put-down humor did not increase participants' attraction to other group members. However, it increased the perception of cohesion among other group members. Participants in the Put-down Humor condition regarded the other group members to be a cohesive unit and perceived them to have more positive emotions, to share more experiences, and to feel safer than did participants in the No Humor condition. Overall, these results suggest that put-down humor can create positive impressions of other group members without increasing one's own attraction to the group. Future research will explore conditions under which put-down humor also increases one's personal attraction to the group.

B197

SATISFACTION AND PERCEPTIONS OF FAIRNESS AND EQUALITY IN MULTI-RACIAL FAMILIES Kerry Kleyman¹, Markus Kemmelmeier¹; ¹University of Nevada, Reno – Many studies have investigated satisfaction of interracial marriages, but few have looked at the impact of belonging to a multi-racial family. The current study investigates the impact of the multi-racial family on an individuals' life satisfaction, as well as their perceptions of fairness and equality within the household within the framework of social exchange theory. The study utilizes a large-scale national survey that reports the racial background of each household member. As most of the previous research has focused on Black vs. White comparisons, the current study expands to include other prominent racial groups (i.e. Asian, Hispanic). Comparisons were made between homogenous families (i.e. all White, all Black), and multi-racial families. As previous research has indicated, homogenous minority family members were less satisfied with life than homogenous White family members; however, multi-racial family members' results were mixed. As predicted, individuals in multi-racial families reported overall high life satisfaction. From the social exchange theory perspective, the more fair and equitable the household situation, the happier the household members will be. As multi-racial families appear to have high levels of fairness and equality within the household, it appears that the cost-benefit ratios in these families are fair, thus, leading to overall life satisfaction.

B198

I WISH I WERE A WARRIOR: THE ROLE OF WISHFUL IDENTIFICATION IN EFFECTS OF VIOLENT VIDEO GAMES ON AGGRESSION IN ADOLESCENT BOYS. Brad Bushman¹, Elly Konijn², Marije Nije Bijvoank²; ¹University of Michigan, ²VU University Amsterdam – This study tested the hypothesis that violent video games are especially likely to increase aggression when players identify with the violent game characters. Dutch adolescent boys with low education ability (N = 112) were randomly assigned to play a realistic or fantasy violent or nonviolent video game. Next, they competed with an ostensible partner on a reaction time task in which the winner could blast the loser with loud noise through headphones (the aggression measure). Participants were told that high noise levels could cause permanent hearing damage. We controlled for habitual video game exposure, trait aggressiveness, and sensation seeking. As expected, the most aggressive participants were those who played a violent game and wished they were like the violent character in the game. These participants used noise levels loud enough to cause permanent hearing damage to their partners, even though their partners had not provoked them. These results show that identifying with violent video game characters makes players more aggressive. Players were especially likely to identify with violent characters in realistic games and with games they felt immersed in.

Poster Session C

C1

THE ROLE OF SELF-EXPANSION AND DESIRED SIMILARITY IN ROMANTIC ATTRACTION

Gary Lewandowski¹, Tara Scarponi¹,
¹Monmouth University – Research shows that among same-sex pairs, when relationship formation is uncertain, similarity is desirable, but when relationship formation is certain, differences are desirable (Aron, Steele, Kashdan, & Perez, 2006). In each case, the desire for similarity or difference is thought to relate to the pursuit of self-expansion. The present study tests this in the context of opposite-sex romantic attraction, and extends previous work by determining if current levels of self-expansion relate to desired similarity. Due to the theorized desirability of self-expansion, it was hypothesized that those who are experiencing a great deal of expansion would prefer a similar partner, while those experiencing less expansion would desire less similarity. Eighty undergraduates who were currently single, completed measures of current self-expansion, self-efficacy, personal growth, and desired hobbies and traits in a romantic partner. As hypothesized, current self-expansion was positively correlated with desired similarity in hobbies/traits such that those with low current self-expansion desired less similarity. Follow-up analyses revealed that self-expansion was uniquely associated with desired similarity even after controlling for self-efficacy and personal growth. This suggests that those with lower current self-expansion may desire less similarity as a means of obtaining additional self-expansion.

C2

MORALITY IN BLACK AND WHITE: HOW MORAL MEANING AFFECTS PERCEPTIONS OF DARKNESS

Gary Sherman¹, Gerald Clore¹,
¹University of Virginia – A persistent moral metaphor equates immorality with physical dirtiness. Consequently, immorality is often associated with darkness/blackness and, conversely, morality with lightness/whiteness. In three studies, we found that these morality-darkness associations can (a) be elicited relatively quickly and (b) bias visual perception. Studies 1 (N = 22) and 2 (N = 38) documented these morality-darkness associations using a Stroop color-word task: participants identified the color of words presented in either black or white font. In both studies, immoral words (e.g., sin) were identified more quickly when in black font than when in white font and the opposite pattern was observed for moral words (e.g., nice). In Study 3 (N = 35), we tested whether this metaphor biases visual perception of darkness, consistent with theories of embodied cognition. Because contextual factors serve as “anchors” in grayscale perception, we predicted that the activated color would serve as an anchor, resulting in a contrast effect; the same shade of gray would appear slightly darker when in the form of a moral word than when in the form of an immoral word. After completion of the Stroop task, each word was presented in a shade of gray. Six gray colorbars were presented below the word and participants selected the gray matching the font of the word. As predicted, the extent to which participants showed morality-darkness associations in the Stroop task was positively correlated with their tendency to overestimate the darkness of moral words relative to immoral words ($r = .47, p < .01$).

C3

POWER AND STATUS ARE CONVEYED IN DOMINANT AND SUBMISSIVE LAUGHTER

Christopher Oveis¹, Mary Y. Liu², Alexsandr Kogan¹, Dacher Keltner¹,
¹University of California, Berkeley, ²University of Michigan – Two studies demonstrate that distinct dominant and submissive forms of laughter map onto power and status. In Study 1, high- and low-status fraternity brothers (N = 48) teased each other in groups of four, and all task-related laughter was coded for appraisal features and acoustic qualities. Dominant versus submissive laughs were louder, higher and more variable in pitch, and more often used by high status laughers. The low power (teasee) role facilitated submissive laughter, while high power (teaser) and audience roles facilitated dominant laughter. These effects were moderated by the status of the interaction partner. In Study 2, dominant and submissive laughs from the participants in Study 1 were presented to naïve observers (N = 51), who estimated the laughers’ status, in a 2 (type of laugh) x 2 (status of laugher) design. Here, we found significant main effects for type of laugh, such that dominant laughs increased status ratings, and status, such that high status laughers were perceived as higher in status. A significant interaction was detected such that status ratings of high status laughers were minimally affected by type of laugh, whereas status ratings of low status laughers were significantly altered by the type of laugh. These results support the assertion that power and status are conveyed in distinct forms of laughter.

C4

ACHIEVEMENT GOALS AND RESPONSES TO DIFFICULTY

Laura Gelety¹, Heidi Grant¹,
¹Lehigh University – Two studies were conducted in order to examine the extent to which different types of goals influence mood, motivation, and performance in response to difficulty. More specifically, we hypothesized that performance goals should be beneficial when tasks are easy. However, these benefits should disappear when the tasks become difficult. For Study 1 participants were asked to complete a set of ten analytical problems. For Study 2, participants were asked to complete two sets of anagrams (a trial set of 5 anagrams and a test set 10 anagrams). In both studies, the experimenter read to participants the task instructions which were framed as either a learning goal or performance goal. In order to manipulate difficulty, participants in Study 1 were interrupted zero or one time by the computer during the problem set while participants in Study 2 received one or four unsolvable anagrams in the trial set (serving as the ‘easy’ and ‘difficult’ conditions, respectively). In addition, participants completed several mood and motivation assessments through-out the experiment. The results of both studies supported our hypotheses. Specifically, in the easy conditions, performance goal participants were more motivated and performed better on the tasks than learning goal participants. However, in the difficult conditions, these benefits disappeared – performance goal and learning goal participants did not differ in task performance. In addition, performance goal participants experienced greater negative affect as well as greater drops in expectancies and motivation than did learning goal participants.

C5

JUST DON'T GET THEM ANGRY: THREAT, WHITE PRIVILEGE AND NEGATIVE EMOTION EFFECTS ON RACIAL POLICY ATTITUDES J. Allegra Smith¹, Bernadette Park¹; ¹University of Colorado at Boulder – Although blatant discrimination on the basis of race is no longer socially or legally acceptable, Whites continue to enjoy many invisible privileges. Research has suggested that increasing awareness of such White Privilege (WP) as a problem could boost support for equality policies. However, programs intended to “level the playing field” necessarily challenge enjoyed privileges, likely producing a sense of threat among Whites. This threat could produce negative emotions that limit the effectiveness of WP awareness as a method of garnering support for such policies. This research examined how belief in WP as a societal problem interacts with threat and negative emotions to affect Whites' evaluations of policies designed to increase equality. Participants read a proposal for a new registration policy designed to help minority students obtain required courses by either taking spots from non-minorities (threat) or by increasing class size to accommodate minority student interest (non-threat). The findings indicate that when policies threaten the majority group, they evoke anger that mediates the relationship between threat and policy support (on both attitudinal and behavioral measures). Moreover, although individual differences in perceptions of WP led to stronger support for an equality policy when anger was low, it had no effect at high levels of anger. Individuals who were very angry about the policy were strongly against it regardless of beliefs about WP, whereas individuals low in anger were more supportive of the policy the more they perceived WP as a societal problem. Implications for legislation and prejudice are discussed.

C6

STEREOTYPING THEM LESS WHEN HATING YOU: AFFILIATIVE MOTIVATION AS MODERATOR OF THE EFFECTS OF OSTRACISM Steven Noel^{1,2}, Rick Cheung^{1,2}, Curtis Hardin²; ¹Graduate Center, City University of New York, ²Brooklyn College, City University of New York – Does ostracism foster friendliness or hostility? Literature presents contradictory results: Ostracism can increase affiliative responses (Maner et al., 2007) but also antisocial responses (Twenge and Campbell, 2003). The present study tested the moderating role of affiliative motivation toward ostracizers. Derived from shared reality theory's affiliative social tuning hypothesis (Sinclair et al., 2005), we hypothesized that one might seek to thwart shared reality with the ostracizers and elevate evaluation of an out-group, unless desiring to build social bonds with the ostracizers. When affiliative motivation was high, the effect of ostracism may be nullified or reversed, thus resembling resilience or an escalated effort for shared reality development. We used a computer-mediated ball tossing game to manipulate ostracism (Williams et al., 2000). Participants indicated attitudes toward African Americans after the game in which they were either excluded or included. To manipulate affiliative motivation, participants were told there were or were not commonalities (i.e., same birthday, favorite food) with the ostracizers and further interaction after the game. The social consequences of ostracism were moderated by affiliative motivation with the ostracizers. When affiliative motivation was low, ostracism elevated evaluation of the out-group, suggesting that ostracism led participants to reduce shared reality with the ostracizers. However, when affiliative motivation was high and there was further interaction, ostracism did not prompt out-group favoritism. Research on consequences of ostracism has focused on dyadic relationships. This research captures the psychological dynamics of the involved triad. Findings suggest that desires to reconcile can carry over to modulate subsequent social cognitions.

C7

ASSOCIATIONS BETWEEN PERSONAL RISK FACTORS AND RISK PERCEPTIONS Jennifer L. Cerully¹, William M. P. Klein¹; ¹University of Pittsburgh – This study explored how people associate their risk factors and risk perceptions after receiving personal risk feedback. 141 people between the ages of 30 and 50 completed a food frequency questionnaire and received feedback about their intake of cholesterol, carbohydrates, and percentage of calories from fat over the previous year. Perceived risk for cancer, heart disease, and diabetes were assessed. No intake information was correlated with cancer risk perceptions, suggesting that when thinking about their cancer risk, people do not consider dietary risk factors. Carbohydrate intake was associated with comparative heart disease risk perceptions ($r = .20$), and cholesterol intake was correlated with likelihood judgments of personal heart disease risk ($r = .21$), indicating that people may consider dietary risk factor feedback to be relevant to their heart disease risk. Both cholesterol and calories from fat were associated with comparative diabetes risk perceptions ($r = .19$ and $r = .21$, respectively). Additionally, calories from fat was associated with likelihood judgments of personal diabetes risk ($r = .20$) and worry about getting diabetes ($r = .19$), suggesting that thoughts about diet play a stronger role when considering risk for diabetes compared to other diseases. These findings indicate that people's a priori mental representations of disease risk moderate the extent to which health feedback might influence their risk perceptions. This work could be expanded to explore the relationship between risk factors and negative outcomes in other domains in which feedback is available (e.g., personality factors and the risk of negative social outcomes).

C8

THE IMPORTANCE OF CULTURAL IDENTITY CLARITY FOR THE SELF AND WELL-BEING Esther Usborne¹, Alexandra Bacopoulos-Viau¹, Donald M. Taylor¹; ¹McGill University – Assessment of the self is largely a comparative process. We theorize that without a clear cultural identity, the individual has no clear template against which to construct a sense of personal identity, and by extension, self-esteem and well-being. This two-part experiment investigated (1) how the clarity of an individual's cultural identity is related to self-concept clarity and personal and collective esteem, and (2) how a manipulation of cultural identity clarity affects feelings of success and well-being. Anglophone Quebecers—a minority group in the province of Quebec— first completed questionnaires assessing the clarity of their Anglophone Quebecer identity. One month later, they completed a deliberative mindset manipulation leading them to perceive this identity as clear, conflicted, or unclear, and participated in an online discussion with a majority group member (Francophone Quebecer). Initial scale responses revealed that cultural identity clarity was positively related to global self-esteem, and that this relationship was mediated by self-concept clarity. Furthermore, cultural identity clarity mediated the relationship between self-concept clarity and collective esteem. Participants who identified highly with the Anglophone Quebecer identity were most affected by the manipulation. Specifically, those who were made to think of their cultural identity as unclear experienced the lowest levels of positive affect and success, and the highest levels of negative affect and uncertainty, compared to those who were made to think of their identity as either clear or conflicted. Results indicate the critical importance of a clear cultural identity for the self and well-being.

C9

PERCEIVED INGROUP PREJUDICE AMONGST MAJORITY AND MINORITY GROUPS Viviane Seyranian¹, Hazel Atuel¹, William D. Crano¹; ¹Claremont Graduate University – Perceived ingroup prejudice refers to the level of prejudice perceived towards an outgroup by one's ingroup. Perceived ingroup prejudice could operate as an injunctive norm (Cialdini & Trost, 1998) informing group members about appropriate and approved behavior towards outgroups. The current

study examined whether perceived ingroup prejudice of ethnic majority and minority groups was predicted by comparisons of ingroup versus outgroup features (Tajfel, 1981), namely, group size and power. Perceptions of outgroup prejudice was also tested as a predictor. Fifty-four majority (White) and minority (Latino) students completed measures comparing their ingroups with three other (ethnic) groups. Six multiple regression analyses showed that predictors of perceived ingroup prejudice differed between majority (White) and minority (Latino) members, and across the groups they rated. For Whites' ratings of Asians, smaller White group size ($\beta = -.53, p < .05$), more White power ($\beta = .33, p < .05$), and perceptions of Asian prejudice towards Whites ($\beta = .54, p < .05$) predicted higher perceived ingroup prejudice. For Whites' ratings of Latinos, smaller White group size predicted more perceived ingroup prejudice ($\beta = -.51, p < .05$). Whites' ratings of African-Americans evidenced no significant predictors. For Latinos' ratings of Whites, lower Latino power than Whites was associated with perceived ingroup prejudice ($\beta = -.36, p = .06$). Latinos' perceived ingroup prejudice towards other minority groups was predicted by perceptions of prejudice towards Latinos (Asians, $\beta = .55, p < .05$; African-Americans; $\beta = .91, p < .05$). These results show that majority-minority perceived ingroup prejudice is related to comparative evaluations of ingroup-outgroup features.

C10

COMPLEMENTARY PROJECTION IN AN AVERSIVE INTER-GROUP CONTEXT: ATTRIBUTING ONE'S FEAR TO OTHER'S AGGRESSIVENESS

Marija Spanovic¹, Norman Miller¹; ¹University of Southern California – Complementary projection is the attribution of the complement (viz. cause) of one's own trait onto another (Campbell, Miller, Lubetsky & O'Connell, 1964). After rating themselves on 27 personality traits, all participants ($N = 61$) were provoked via strongly unfavorable feedback about their anagram performance. Participants then wrote and exchanged essays with a bogus partner who always took the opposite side on the abortion debate and then either slightly unfavorably (viz. trigger) or neutrally (viz. no trigger) evaluated their own essay. This use of the Triggered Displaced Aggression paradigm (Miller, Pedersen, Earleywine, & Pollock, 2003) conveniently allowed assessment of whether fearful participants attribute their fearfulness to an outgroup member's aggressiveness by then having participants rate their partner on the 27 self-rated traits. We examined similarity, contrast, and/or complementary projection by correlating the traits on each list: (+r on same trait = similarity; -r on same trait = contrast; and +r on complementary cross-pairings = complementarity). Distinct from general outgroup bias, complementary projection was found only in the trigger condition and only on the pair of traits that was relevant to the experimentally-induced provoking context (viz. fearful and aggressive). When triggered, the more fearful were self-ratings the more the partner was perceived as aggressive ($r = .51, p < .01$). This suggests that triggered participants justified their own fearfulness by attributing its cause to their partner's aggressiveness. Instances of similarity projection (assumed similarity) appeared only on traits irrelevant to the provoking experimental context and mostly when participants were not triggered.

C11

TRAINING AND RACIAL BIAS IN THE DECISION TO SHOOT

Jessica Sim¹, Joshua Correll¹; ¹University of Chicago – Cultural stereotypes concerning race often have insidious effects. In ambiguous situations, the stereotypic association between Blacks and violence or danger often elicits reactions congruent with the stereotype. In computer simulations, individuals are more likely to shoot Black targets than White targets; at the same time, they are more likely to indicate don't shoot for White targets than Black targets even when race is irrelevant to performance success. When targets conform to the cultural stereotype (armed Blacks, unarmed Whites), decisions are faster and more accurate compared to when targets violate the stereotype (unarmed Blacks, armed Whites). However, training and expertise appear to reduce this bias by

moderating the impact of stereotype activation. To investigate the effect of training, we attempted to heighten the salience of stereotypes by associating Blacks (or Whites) with danger. Predictably, novices who read about Black (White) criminals showed a greater tendency to shoot Black (White) targets in a first-person-shooter videogame. However, the same manipulation had no impact on the level of bias showed by experts who received training on the game. This suggests that experts are able to counteract stereotype accessibility by virtue of increased cognitive control.

C12

LINKING IDENTIFICATION AND PSYCHOLOGICAL WELL-BEING AMONG AFRICAN-AMERICANS: ASSESSING THE ROLE OF COPING APPRAISALS.

H. Robert Outten¹, Michael T. Schmitt¹, Donna M. Garcia², Nyla R. Branscombe³; ¹Simon Fraser University, ²University of Western Ontario, ³University of Kansas – This study sought to expand on previous research which suggests that a sense of shared social identity helps protect disadvantaged groups from the aversive psychological consequences associated with low-status (e.g., Schmitt, Spears & Branscombe, 2003). Using concepts from social identity theory (SIT; Tajfel, 1978) and stress and coping theory (Lazarus & Folkman, 1984) we tested the ability of group identification to foster coping appraisals that in turn predict psychological well-being. The six coping appraisals that we tested varied as a function of level of identity (individual, intragroup and intergroup) and coping strategy (problem-focused and emotion-focused). To examine this mediational process, we assessed individual differences in African-Americans' ($N = 123$) self-reports on multiple variables including: endorsement of coping appraisals, group identification and indicators of psychological well-being. Results showed that group identification positively predicted psychological well-being. Ethnic group identification positively predicted the endorsement of all six coping appraisals, but only individual emotion-focused coping appraisals and group problem-focused coping appraisals mediated the relationship between group identification and psychological well-being. Findings suggest that minority group identification's relationship with well-being is at least partly due to its influence over a person's sense that they and their group can effectively respond to their devaluation. We argue that because members of minority groups face an intergroup threat, appraisals of how well the ingroup as a whole can cope become important predictors of well-being. In addition, future stress and coping research could benefit from the inclusion of group-level appraisals.

C13

CROSS-MODAL INHIBITION?: INTENTIONAL MOTOR INHIBITION PRODUCES INCIDENTAL EMOTIONAL INHIBITION.

Elliot Berkman¹, Lisa Burklund¹, Matthew Lieberman¹; ¹University of California, Los Angeles – Several modalities of self-regulation such as motor control, self-regulation, and thought suppression have been localized neuroanatomically to the right inferior frontal gyrus (rIFG). Might there be a common neural mechanism for self-regulation, and if so, is it possible that activating one form of self-regulation would also activate another? The present line of research is designed to test this intriguing possibility of cross-modal inhibition. Participants completed a modified emotional go/no-go task while their brain activation was measured using functional magnetic resonance imaging (fMRI). In this version of the task, participants were presented with blocks of pictures of emotional faces that were mostly male (or female) and were instructed to button-press only for males (or females) and withhold a press for the other gender. The emotional valence of the face was independent of gender and thus incidental to the task. Results replicated previous research by finding 1) increased rIFG activation during motor inhibition trials and 2) increased amygdala activation during incidental presentation of negative emotional faces. Furthermore, among negative emotional trials, there was increased rIFG and less amygdala activation in the inhibition

condition compared to no-inhibition. Finally, functional connectivity analyses revealed a greater inverse connection from rIFG to the amygdala during inhibition than no-inhibition trial. These results provide the first support for incidental cross-modal inhibition of one kind of emotional response (neural) as a result of intentional motor inhibition.

C14

BACKLASH, GENDER DEVIANCE, AND DEHUMANIZATION: AN EXAMINATION OF DEHUMANIZATION EFFECTS FOR THOSE WHO VIOLATE GENDER STEREOTYPES

Sarah Pennington¹, Nicholas Frogley¹, Stephenie Chaudoir¹, Diane Quinn¹; ¹University of Connecticut – Previous research suggests that people are perceived and treated poorly by others when they defy gender roles and stereotypes. Research on the “backlash effect” (Rudman, 1998) has demonstrated that the violation of gender stereotypes can yield a number of negative outcomes, including being perceived as less likeable and competent and being the target of sabotage by others. In the current work, we examined whether dehumanization (i.e., the denial of full humanness to others; Haslam, 2006) acts as an additional mechanism through which gender deviants may encounter social reprisals. In addition, we also examined whether the severity of gender deviance an individual exhibits (minor vs. major) affects the relative degree of backlash they receive from others. In a study examining evaluations of job candidates, undergraduate participants rated profiles of female or male applicants who exhibited gender stereotypical, minor atypical, or major atypical traits, hobbies, and abilities. Results indicate that female deviants were perceived as exhibiting more uniquely human positive and less negative secondary emotions and traits whereas male deviants were perceived as exhibiting more uniquely human negative and less positive secondary emotions and traits. In addition, results suggest that male targets who display minor atypical attributes were rated similarly to those who exhibit major atypical attributes, whereas female targets who display minor atypical attributes were rated similarly to those who exhibit stereotypical attributes, suggesting that male deviants may need to “deviate” less from gender norms than their female counterparts in order to draw the attention of perceivers.

C15

EXAMINING THE EFFECTS OF ACTION AND INACTION GOALS ON THE ACTIVATION OF PREVENTION/PROMOTION GOALS

Allison Earl¹, Dolores Albarracín¹, Will Hart², Ian Handley³; ¹University of Illinois at Urbana-Champaign, ²University of Florida, ³Montana State University – Action and inaction goals are goals to do and to not do independent of the specific means used to reach those endstates (Albarracín, et al., 2007). As such, they can operate as meta-goals that control activation of other goals. Action goals should strengthen chronic goals normally used for action, whereas inaction goals should weaken these goals. The purpose of these experiments was to further examine the role of action/inaction goals in the control of chronic prevention/promotion tendencies. We conducted two studies examining the effects of action/inaction goals on prevention/promotion goal regulatory focus (Higgins, 1997). Study 1 tested whether action/inaction goals influence the accessibility of prevention/promotion-related words on a Lexical Decision Task (LDT). Study 2 examined whether the effects of Study 1 translated into goal selection on a goal listing task. The results of Study 1 indicated that action goals increased the accessibility of regulatory focus-relevant words. Specifically, promotion-focused people were quicker to respond to promotion-relevant (vs. prevention-relevant and neutral) words on an LDT task when primed with action than inaction. In contrast, prevention-focused people were quicker to respond to prevention-relevant (vs. promotion-relevant and neutral) words on an LDT task when primed with action than inaction. Study 2 replicated the effects of Study 1 by demonstrating that following an action prime, promotion-focused participants were more likely to list promotion-focused goals, whereas prevention-focused participants were more likely to list prevention-

focused goals. Overall, action/inaction goals influenced not only accessibility, but also selection, of promotion and prevention goals.

C16

EFFECT OF THE FEAR-AROUSING COMMUNICATION FOR DISASTER PREPAREDNESS ACTIONS AND LONGITUDINAL CHANGES OF FEAR AND RISK PERCEPTION

Junko Toyosawa¹, Kaori Karasawa², Nobuo Fukuwa¹; ¹Nagoya University, ²Tokyo University – In Japan, risk of serious damage of earthquake has been pointed out and communicated through mass media to the public, but most people don't take actions to prepare for it. Researchers in disaster management consider that one of the causes of this unpreparedness is lack of fear and risk perception, and they are eager to communicate in the fear-arousing manner to the public. However, effect of the fear-arousing communication and the time-course effect of fear and risk perception have not been empirically demonstrated. This study examined the effect of the fear appeal on preparedness actions and longitudinal changes of fear and risk perception over 3 months. Participants were 135 elementary schoolchildren whose school was located in danger zone designated by government authority. They listened to a lecture concerning disaster management that contained the materials to arouse fear and heighten risk perception. They answered the questions about fear of earthquake, risk perception (urgency of earthquake, possibility of injury), and preparedness actions. Data were collected at three different times, that was, before the lecture, right after the lecture, and three months after the lecture. The result showed significant increase in fear and risk perception right after the persuasion, and fear and urgency had positive effects on preparedness actions. It also showed significant decrease in urgency three months after the persuasion. These results suggested that the risk-arousing communication was successful, but urgency didn't last three months. Importance of rapid action before losing the sense of impending crisis, and continuous follow up were discussed.

C17

CULTURAL DIFFERENCES IN AVOIDED AFFECT

Birgit Koopmann¹, Jeanne Tsai¹; ¹Stanford University – Most people say they want to avoid feeling bad, but do people avoid the same negative feelings? Few studies have examined individual or cultural variation in “avoided affect” (the affective states that people want to avoid feeling). Building on Affect Valuation Theory (Tsai, Knutson, & Fung, 2006), we propose that: (1) avoided affect differs from actual affect (the affective states that people actually feel) and is more than the opposite of ideal affect (the affective states that people ideally want to feel), and (2) culture shapes avoided affect more than actual affect, whereas temperament shapes actual affect more than avoided affect. To test these predictions, 62 European American, 65 Asian American, and 32 European international students rated how much they actually felt, ideally wanted to feel, and wanted to avoid feeling different affective states. Consistent with the first prediction, factor analyses revealed separate factors for avoided, ideal, and actual affect. Consistent with the second prediction, cultural differences emerged for avoided affect, but not actual affect. Specifically, Americans reported wanting to avoid high arousal negative states (HAN; fear, hostility, nervousness) more than did Europeans. Also consistent with the second prediction, structural equation modeling revealed that culture (the value placed on hedonism) was more strongly associated with avoided than actual HAN, whereas temperament (neuroticism) was more strongly associated with actual than avoided HAN. Together, these findings suggest that although avoided affect is a distinct construct from ideal affect, like ideal affect, avoided affect varies within and across cultures.

C18

ATTACHMENT, COMMITMENT, AND ACCOMMODATION IN ROMANTIC RELATIONSHIPS

Sisi Tran¹, Jeffry Simpson²,¹ Vassar College, ²University of Minnesota – The present research employs a behavioral observation methodology to examine the association between mental representations formed from past relationships and motives pertaining to the current relationship to predict married couple's reactions to threatening interpersonal situations. The research shows that although negative attachment histories (i.e., greater attachment anxiety) may initially hinder people's tendencies to cope adaptively with threatening events, greater levels of commitment to relationships can serve as a buffer, allowing for less sensitivity to rejection, an enhanced sense of security with the partner, fewer feelings of rejection, and more constructive accommodation strategies. As the present research highlights, individuals' feelings and behaviors are governed not only by expectations formed from past experiences, emotional and behavioral reactions are also impacted by motives and interdependence structures in their current relationships. Moreover, greater commitment to the relationship also serves as a buffer to partners' attachment anxieties, enhancing feelings of security and acceptance, diminishing feelings of rejection, and promoting more constructive and less destructive behaviors. Thus, dyadic vulnerabilities of one partner's attachment insecurities can be buffered by another partner's commitment to the relationship. These findings are discussed in terms of Attachment Theory, Interdependence Theory, and the joint role of past and present relationships in predicting cognitive, emotional, and behavioral reactions to potentially threatening interpersonal situations.

C19

SPATIAL BIAS AND GENDER STEREOTYPES: THE DIRECTION OF AGENCY IN VISUAL REPRESENTATION

Caterina Suitner¹, Maass Anne¹,¹University of Padova – Space matters in everyday life. We experience ourselves and others in space, and we represent our experiences as embedded in space. One of the aspects of spatial representation regards the trajectory along the horizontal vector of the visual field. Based on Chatterjee (2002), we hypothesized that the left-right horizontal trajectory is associated with agency perception. As expected, in a drawing task of dyadic relations, participants assigned different spatial trajectories to different types of relations, with agentic persons being assigned to the position on the left facing right and communal persons, to the right positions facing left (Study 1). However, this confounds the location and direction of the spatial representation. When they were disentangled, the agentic person was associated with the rightward direction, regardless of the stimulus position (Study 2). Study 3 showed that the spatial direction of the visual stimuli is used as a cue to identify the gender of face profiles. In a face categorization task, men's faces were better categorized when their profiles faced right rather than left. Such spatial bias was absent for female faces. The bias is interpreted as consistent with gender stereotypes content, being the stereotypically agentic gender (i.e. males) associated with the agentic representation (i.e. rightward). Spatial representations are imbued with social meaning of agency, which is closely linked to the content of gender stereotypes.

C20

THE SPRINTER EFFECT: WHEN MOTIVATION AND SELF-CONTROL MEET TO OVERCOME EGO-DEPLETION

Danit Ein-Gar¹, Yael Steinhart²,¹Stanford, ²University of Haifa – According to the limited resource view, the self has one limited pool of resources, which it expends whenever it actively changes, overrides, or otherwise regulates responses. The notion that the same resources are used in different tasks leads to the underline assumption that engagement in ego depletion decreases later performance. Often enough either the environment or the individual herself bolsters the importance of the task – as to increase motivation for completing the task. The common sense would assume that increasing motivation and allocating self-control resources for

carrying out the task – would “do the job”. In this research we show that in fact this causes a “sprinter effect”. Highly motivated individuals with high self-control will put more effort into an ego-depleting task, hence they will be more prone to suffer from ego-depletion and as a result perform poorer on a subsequent task in comparison to low motivated or low self-controlled individuals. Study 1, confirms that high motivation leads to exerting greater resources in an ego-depleting task than low motivation. Study 2, shows that dispositional self-control also increases efforts put in an ego-depleting task. Finally, study 3, shows that low (high) self-controlled and high (low) motivated individuals are less ego-depleted and therefore perform better in a subsequent task than high self-controlled and high motivated individuals. These findings suggest that in situations demanding self-control such as health behaviors, externally motivating consumers might cause a boomerang effect and cause high self-control consumers to suffer more from ego depletion and perform poorly over time.

C21

GENDER BIAS OR MOTHERHOOD DISADVANTAGE? JUDGMENTS OF MOTHERS AND FATHERS IN THE WORKPLACE.

S. Gokce Gungor¹, Monica Biernat¹,¹University of Kansas – Research from expectations states theory suggests that status characteristics (gender, race, etc.) guide people's perceptions of the competence of others. Motherhood is another status characteristic that may harm people's judgment of women's employment competence compared to both single women and fathers (Ridgeway & Correll, 2004). The present study investigated this “motherhood disadvantage” hypothesis by assessing the effects of gender, marital, and parental status on performance judgments of job applicants for a blue-collar job. One hundred eighteen undergraduate students judged two candidates for a factory worker position on performance expectations and availability, and made a hiring decision. Participants first saw an “ideal worker” applicant (single male with no child), and then a target candidate who was depicted as a single or married male or female applicant, with either no child or children. Parenthood (regardless of gender and marital status) led to perceptions of less availability for work, but all other findings demonstrated straightforward evidence of gender stereotyping and gender bias: Female applicants (regardless of marital/parental status) were perceived as warmer than male applicants, and as less self-confident, less committed, as less likely to stay in the job. Most importantly, women (32%) were less likely to be hired than men (53%) for the job. Rather than a motherhood disadvantage, this research documented a pattern of old-fashioned gender bias. Results are discussed with regard to social role theory (Eagly & Steffen, 1984), and the possibility that blue-collar jobs trigger gender bias rather than the more nuanced motherhood penalty.

C22

DO MEMBERS UNDERVALUING OTHERS CONTRIBUTE TO GROUP ACTIVITIES?

Atsushi Oshio¹, Hideshi Kodaira², Kenichi Kukiya³,¹Chubu University, ²St Mary's College, Nagoya, ³Kyushu Sangyo University – Recently, Hayamizu, Kino, and Takagi (2003) proposed, “Assumed-Competence based on undervaluing others (AC)” to explain young people's anger and sadness in Japan. Previous study revealed that people with high AC, underestimating values of others, tend to experience more depression and hostility in their interpersonal events than people with low AC. The main purpose of this study was to explore the effect of AC on the evaluation of each other through group activities. Questionnaire was administered to 88 participants who were Japanese university freshmen attending the class on psychological research method. Participants were divided into 12 groups at the first lecture. Each group was required to generate their original questionnaire, conduct research, and report their findings at the end of the course. The 1st wave of our research was conducted at the first lecture, where participants were asked to respond to the Assumed-Competence Scale second version (ACS-2) and 18 adjectives for measuring their anticipated attitude

towards other members. The 2nd wave was conducted at the 11th lecture, where students were asked to respond to ACS-2, Rosenberg's Self-esteem Scale, and evaluate their own and each group member's activity in their work operation. Hierarchical multiple regression analysis indicated that other members evaluate students with high AC or high SE as contributors to group activities. And the AC score significantly decreased in the investigation period. This suggests that group activities have an effect on decreasing the level of undervaluing others.

C23

THE IMPACT OF COMPETITION ON PREJUDICE TOWARDS UNINVOLVED OUTGROUPS Kai Sassenberg¹, Gordon B. Moskowitz², Johann Jacoby³, Nina Hansen¹; ¹University of Groningen, ²Lehigh University, ³University of Bern – Following realistic group-conflict theory, negative interdependence between groups (e.g., competition) leads to prejudice towards the opposing outgroup. Based on research on mindset priming, it is hypothesized that competition increases prejudice, regardless of whether the derogated outgroup is involved in the competition or not. Three experiments demonstrated this "carry-over effect of competition". In Experiment 1 participants remembered an event involving either competition or cooperation; in Experiments 2 and 3 they participated in a competitive, cooperative, or individual assessment of their knowledge. Subsequent measures indicated that competition results in higher levels of prejudice, even when the competition is not related to that intergroup context. Experiment 2 provided also evidence for the homogenization of the outgroup and the ingroup as an outcome competition. Additional evidence suggests that this effect is not driven by the transfer of negative affect or ego-depletion. Moreover, first results on an interindividual difference measure for the competition mindset are reported. The studies were conducted in two different countries using different languages and three different intergroup contexts. Possible underlying cognitive processes and relations to recent work on achievement goals are discussed.

C24

BETTER LATE THAN NEVER? ON THE DYNAMICS OF ONLINE REGULATION OF SADNESS USING DISTRACTION AND COGNITIVE REAPPRAISAL Gal Sheppes¹, Erez Catran¹, Edward Skripnik¹, Nachshon Meiran¹; ¹Ben Gurion University of the Negev – Real life emotion regulation often occurs at some point after an emotion triggering event (ETE) has been introduced, but most previous research has involved regulation before or after the ETE. In a series of experiments, the authors examined online regulation via distraction and cognitive reappraisal by manipulating the strategy initiation point in sadness-evoking films. Distraction was effective even when initiated late, presumably because it involves diluting the ETE contents by mixing them with a non-sad input. By contrast, reappraisal was less effective when initiated late, suggesting a possible point of no return for this strategy: adopting a detached view late in the ETE may be difficult because it involves continued focus on the ETE, and hence requires overcoming a previously formed tendency of identifying with the emotional content.

C25

COMPLEMENTARY STEREOTYPES IN STATUS HIERARCHY: THE ROLE OF GROUP IDENTIFICATION Tomoko Ikegami¹; ¹Osaka City University – The present study investigated the role of group identification in mechanisms whereby complementary stereotypes bolster existing status differences. System justification motives clash with the need to maintain a positive social identity when people do not belong to highest status groups. This motive also causes feelings of guilty toward disadvantaged groups when people belong to higher status groups. However, complementary stereotypes mitigate both conflicts by derogating higher status groups and enhancing lower status groups in status irrelevant dimensions, which justify existent status differences. Although group identification is traditionally thought to lead to

increased ingroup favoritism and outgroup derogation, some theorists argue that people, who are satisfied with group membership because they think their group worth deserves their personal self worth, are less threatened by intergroup comparisons. We therefore hypothesized that such satisfied group identifiers would be more motivated to justify the status quo by applying complementary stereotypes. We tested this hypothesis by conducting a questionnaire study in which Japanese university students completed a university identification scale and rated the status-relevant and status-irrelevant trait dimensions of three outgroup target universities whose academic standing varied. Satisfied identification was shown to be significantly associated with the enhancement of higher-status groups in the status-relevant dimension, but with their derogation in the status-irrelevant dimension. Moreover, satisfied identification was also found to be associated with the enhancement of lower-status groups in the status-irrelevant dimension. The discussion of results focused on the integration of the social identity and system justification theories.

C26

COVERT SELF-AFFIRMATION INCLINATION: AN INDIVIDUAL DIFFERENCE THAT INFLUENCES HOW PEOPLE DEAL WITH SELF-THREATS Suzanne Pietersma¹, Arie Dijkstra¹; ¹University of Groningen, The Netherlands – Self-affirmation theory states that people are motivated to maintain self-integrity. A way to maintain one's integrity is self-affirmation. Self-affirmation manipulations are used to provide people with self-restoring images to deal with a self-threat, resulting in open-mindedness towards threatening messages. The current research shows that besides these externally provided images people can have continuous access to self-generated positive self-images, usable in the face of threat, which we define as people's covert self-affirmation inclination. This inclination is measured as the subjective frequency of reacting with "pop-ups" of positive self-images in the face of a self-threat.

A cross-sectional study among smokers (Study 1; N=239) shows that participants with a strong covert self-affirmation inclination were more open-minded towards the threat (e.g., increased negative emotions and increased risk perception). To illuminate the effects of covert self-affirmation inclination upon the acceptance of persuasive health messages two experimental studies were performed. In both studies participants read a moderately or strongly threatening text about the negative consequences of stress. The covert self-affirmation inclination was determined during pretest. Study 2 (N=101) showed that a strong self-affirmation inclination results in more persuasion, suggesting the spontaneous use of self-generated positive self-images in the face of a self-threat. Study 3 (N=195) aimed at replicating this effect and taking it one step further by including an external self-affirmation manipulation. The results showed that for people with a strong covert self-affirmation inclination, the self-affirmation procedure did not influence persuasion anymore, probably because participants already had access to self-generated positive self-images.

C27

CONDITIONAL VS. UNCONDITIONAL BELONGINGNESS: RELEVANCE FOR SELF-ESTEEM AND SUBJECTIVE WELL-BEING Jochen E. Gebauer¹, Michael Riketta², Gregory R. Maio¹, Geoffrey Haddock¹; ¹Cardiff University, ²Aston University – Belongingness is among the most important determinants of self-esteem (Leary & Baumeister, 2000) and subjective well-being (Baumeister & Leary, 1995). That is, people who generally feel loved and valued by others have higher self-esteem and higher subjective well-being than people who lack such feelings. However, prior research has exclusively focused on the quantity (i.e., the amount) of felt belongingness. This focus is at odds with theoretical claims that it is crucial to distinguish between two opposing qualities of belongingness: conditional vs. unconditional belongingness (cf. Baumeister & Leary, 1995; Fromm, 1956; Rogers, 1951). To close the gap

between this theoretical claim and empirical research, we conducted four studies. First, we constructed and validated a two-dimensional self-report scale assessing quantity of belongingness and the extent to which belongingness is conditional on one's contributions to one's relationships. Both subscales proved to be reliable, valid, and distinct from each other. Second, we obtained independent effects of both subscales on subjective well-being. That is, the more loved and valued participants felt, the higher was their subjective well-being. Further, subjective well-being was also higher the more participants perceived this love and value as unconditional. Third, the amount of self-esteem completely mediated the effect of quantity of belongingness on subjective well-being, whereas the extent to which self-esteem was contingent on one's achievements and accomplishments completely mediated the effect of conditionality of belongingness on subjective well-being. This research highlights the importance to distinguish between quantity and conditionality in the analysis of relations between belongingness, self-esteem, and subjective well-being.

C28
SELF-DISCLOSURE AS A RELATIONSHIP-STRENGTHENING STRATEGY ADAPTIVE TO MOBILE SOCIETIES Joanna Schug¹,

Masaki Yuki¹, William W. Maddux²; ¹Hokkaido University, ²INSEAD—Various studies have shown that North Americans tend to self-disclose more than East Asians. We hypothesized that this difference could be explained by the adaptive role self-disclosure plays in mobile social contexts. In societies high in relational mobility—or the number of opportunities to select new relationship partners—individuals must invest energy in the formation and maintenance of interpersonal relationships, and self-disclosure is a useful tool for this means. In low-mobility contexts however, the costs of self-disclosure (negative reputation, exclusion from current relationships, etc.) outweigh its benefits as a relationship strengthener. We tested this hypothesis using a Japanese sample (n = 95), by measuring relational mobility on the individual level as the number of new friends/acquaintances made in the past month. Next, we measured the likelihood for self-disclosure toward both a close friend and a family member, as well as reasons for and against self-disclosure. We predicted that relational mobility would be more strongly associated with self-disclosure to a friend than to a family member, because friendships are more choice-based and fragile when relational mobility is high and thus require strengthening and maintenance, whereas family relationships are affected by relational mobility to a lesser extent. As predicted, relational mobility was positively correlated with self-disclosure toward a friend, but not to a family member. Furthermore, the motivation for self-disclosure as a relationship strengthening strategy was higher for those with higher relational mobility. Finally, the relationship between relational mobility and self-disclosure toward a friend was completely mediated by relationship strengthening motivations.

C29
THE ROLE OF ISSUE IMPORTANCE IN BIASED ATTRIBUTIONS REGARDING ORIGINS OF PREFERENCES Emma Bäck¹, Peter

Esaiasson², Mikael Gilljam², Torun Lindholm¹; ¹Stockholm University, ²Gothenburg University—Important issues seem to elicit attributional biases regarding origins of attitudes, such that people holding the same attitude as oneself (ingroup) are seen as more rational and less externally influenced than people holding an opposing attitude (outgroup) (Kenworthy & Miller, 2002). The current research examines the role of issue importance for such biases in three studies. In Study 1, students read about pros and cons of prohibiting religious symbols in Swedish schools. They stated their preferred alternative, issue importance, and rated origins of preferences for the ingroup and outgroup. Issue importance was related to attributional biases. This relation was tested in two follow-up studies where high school students read about a hypothetical decision situation where their school was to decide whether to prohibit religious symbols or not. In both studies, participants stated

preferred decision alternative and issue importance. Decision outcome was manipulated to concord or discord with participants' preferences. In Study 2, decision-making form varied so the decision was made by the student council, school authorities or by voting. In Study 3, the student council of participants' own and an adjacent school were going to make the decision together. School size and composition principle of the student council varied. Results showed that biases varied with target group and issue importance in both studies. In Study 2, biases also varied with decision-making form and outcome, although this was not replicated in Study 3. Importance seems to be decisive for biases, and decision-making form and outcome may under some circumstances influence biases.

C30
PREDICTING CHEDDAR BY CHEESE: ECOLOGICAL FALLACIES IN LAY PEOPLE Tobias Vogel¹, Klaus Fiedler¹, Peter Freytag¹, Florian

Kutzner¹; ¹Universität Heidelberg—The term ecological fallacy can be traced back to Robinson (1950), who reported considerable discrepancies between ecological correlations based on aggregate data and correlations based on individual data. In a study on race and illiteracy, he found the correlation between race and illiteracy substantial when computed from the proportions in different districts. Analysing the same data at the individual level showed that there was almost no correlation between the two attributes. While subsequent research examined ecological fallacies in interpreting statistical data, little work has been done on how lay people handle divergent multi-level-correlations. Imagine two boys, Tony and George who both like cheese and sweets whereas they do not like meat and vegetables. Would one say that George likes Cheddar because Tony does? In 2 experiments we show that lay people fall prey to ecological fallacies, i.e. they confuse correlations stemming from different levels of aggregation. In a trial-by-trial learning paradigm, participants were confronted with individual data for two attributes that yield qualitatively different correlations depending on the level of aggregation. Results of Experiment 1 show that lay people commit ecological fallacies, in that their estimates of the divergent correlations assimilate. Results of Experiment 2 rule out an alternative explanation, namely a general disability to discern zero-contingencies.

C31
GENDER-TYPING OF LEADERSHIP REVISITED: STEREOTYPICAL BELIEFS AND PERCEPTIONS OF ACTUAL MALE AND FEMALE MANAGERS Hanna Li Kusterer¹, Henry Montgomery¹, Torun Lindholm¹;

¹Stockholm University—Research on gender-typing of leadership roles has often associated leaders with the male gender role. More recently, this association has diminished regarding the middle management role. One remaining question is how stereotypes of managers relate to perceptions of actual managers. The present study compared stereotypes of male and female managers, and participants' stereotypical beliefs with ratings of their own managers. Employees (n=78) from the bank and insurance sector took part in a questionnaire study, with questions covering a variety of management characteristics. When rating stereotypes, female managers were generally rated more highly than male managers, but no significant differences were found between the ratings of actual female and male managers. Ratings of actual (both genders) managers were often higher than the male stereotype ratings. Still, there was a stronger association between the ratings of actual managers and the same-gender stereotype (e.g., male manager and male stereotype) than the opposite-gender stereotype (e.g., male manager and female stereotype). Hence, these stereotypes appear to be based in "reality" to some extent. It could also be argued that the positive evaluation of the female manager stereotype is a response to the call for a more feminine style of leadership (Eagly, 2003; Fondas, 1997), or a specific case of the general trend to evaluate women more favorably than men (Eagly & Mladinic, 1989), both generated by social desirability concerns in an egalitarian culture. In any case, neither the stereotype ratings nor the ratings of actual managers help to explain the lack of female managers.

C32

RESPONSIBILITY ATTRIBUTION BIAS TOWARDS REDUCING INEQUALITY BY PRIVILEGED OR UNDER-PRIVILEGED: COMPARISON BETWEEN JAPAN AND U.S.A. Mizuka Ohtaka¹, Kaori Karasawa¹; ¹The University of Tokyo – Previous studies based on Weiner's (1995) attribution theory of helping have showed that political orientation, perception of equality, and effort perception determined the responsibility attribution, and the responsibility attributions was the proximal determinant of helping intention (Skitka & Tetlock, 1992; Zucker & Weiner, 1993). The knowledge, however, was mostly based on data from scenario studies conducted in western societies such as the United States. Therefore, this study attempted to generalize the knowledge by conducting the secondary analyses of social survey data that were collected both in Japan and the United States. More specifically, this study focused responsibility attribution bias towards reducing inequality by privileged or under-privileged by analyzing the International Social Survey Program (ISSP) Role of Government III, 1996 (Zentralarchiv für Empirische Sozialforschung), and compared Japan and U.S.A. The results indicated that under-privileged, with low income and little school education, attributed more responsibility of reducing inequality to government than privileged, with high income and little school education. Furthermore, people who have liberal political orientation attributed more responsibility of reducing inequality to government than those who are politically conservative. Therefore, both in Japan and the U.S.A., responsibility attribution bias of reducing inequality by privileged or under-privileged and the effect of political orientation were identified by social survey data. Discussion considered the implications of the findings in Japanese society where reducing inequality is one of the most important political issues.

C33

THE ROLE OF THE VALENCE OF HIGH AND LOW LEVEL CONSTRUCTS IN THE ACQUISITION OF LIKES AND DISLIKES Tina Langer¹, Eva Walther¹; ¹University of Trier, Germany – One mechanism underlying the acquisition of interpersonal likes and dislikes is the formation of an association between a valenced source stimulus and an affectively neutral target stimulus. The perceived valence of a source individual, however, is not necessarily consistently positive or negative. The same individual can be negative regarding abstract (trait) information and positive on a concrete (behavioural) level. Construal Level Theory (CLT; Trope & Liberman, 2003) deals with the psychological implications of these stimuli and proposes that people use a higher construal level when judging more psychologically distal stimuli and a lower level of construal when judging psychologically proximal events. In the present studies, we varied high and low level valence information participants received about a number of source individuals. Within an evaluative learning paradigm, these stimuli were associated with affectively neutral target characters. As predicted by CLT, inconsistent source individuals were evaluated according to the valence of the concrete low level information. The evaluation of target stimuli, however, was stronger influenced by the valence of the high level information. These results indicated that an individual that already possesses evaluative meaning is perceived less distant than the associated previously neutral person.

C34

WE-INTENTIONS: EXPLANATORY MODELS Silvia Mari¹, Dora Capozza², Richard P. Bagozzi³; ¹University of Milan - Bicocca, ²University of Padova, ³University of Michigan – The main aim of this study was to examine the role of identification, when considering intentional social actions (Bagozzi, 2000), that is behavior which involves the joint intentions of two or more people (we-intentions; Toumelas, 1995). Recently, Bagozzi and colleagues (see, e.g., Bagozzi & Lee, 2002) proposed an extended version of the model of goal-directed behavior (MGB; Perugini & Bagozzi, 2001), including social influence factors. A

longitudinal study was performed; the behavior examined was to contribute, together with the other family members, in maintaining a positive family budget (i.e., family expenses must not exceed income). To explain processes, alternative models were considered, among them: the theory of planned behavior (Ajzen, 1991) and the MGB. In the first phase, 481 Psychology students participated and a questionnaire was used. It included measures of we-intentions and a multi-component scale of identification with one's own family. Models were tested with SEM (LISREL 8, Jöreskog & Sörbom, 1999). The theory with the greatest explanatory and predictive power was the MGB. In particular, a second-order factor of identification influenced the we-intentions. In the second phase (N = 300), both pro-active (of concrete support) and foregoing behaviors were measured. Findings showed that behaviors were affected by a general second-order factor of intentionality representing individual and shared intentions to act in favor of the ingroup (family).

C35

OPTIMISM AND THE BELIEF THAT "LIFE GETS BETTER AND BETTER": INVESTIGATING A SUBJECTIVE TEMPORAL PERSPECTIVE FOR LIFE SATISFACTION AND HAPPINESS Michael Busseri¹, Becky Choma¹, Stanley Sadava¹; ¹Brock University – A commonly-held personal theory is that "life will get better and better." When people evaluate their well-being from a subjective temporal perspective, the recollected past typically is rated less positively than the present, and the anticipated future is rated more positively than the present. In Shmotkin's (2005) dynamic systems framework for subjective well-being, such subjective "trajectories" play an important role in promoting positive functioning. However, in previous research we found that steeper upward trajectories for life satisfaction were associated with less adaptive functioning, suggesting that the belief that "life gets better and better" reflects distress and dysfunction, rather than well-being. To examine this issue further, in the present study we examined subjective temporal trajectories in relation to established measures of optimism, hope, and positive illusions. Based on self-reports from 400 undergraduates (Mage = 19.63, 79% female), latent growth curve modeling was used to estimate separate temporal perspective trajectories for life satisfaction and happiness (recollected past, present, anticipated future). Higher life satisfaction and happiness was significantly associated with greater optimism, hope, and positive illusions (rs = .56 to .86). However, steeper upward trajectories for life satisfaction and happiness were significantly associated with less optimism and hope (rs = -.27 to -.73), and, for happiness trajectories, less positive illusions (r = -.55, ps < .05). Therefore, the implied belief that "life gets better and better" is an indicator of lower well-being and less optimism. These findings have implications for Shmotkin's (2005) dynamic systems framework and theories of optimism and temporal self-appraisal.

C36

THE NEED FOR CERTAINTY AS A TRIGGER OF POSITIVE ILLUSIONS WITHIN ROMANTIC RELATIONSHIPS Maya Aloni¹, Sandra Murray¹; ¹University at Buffalo, The State University of New York – Considerable research has shown that people are motivated to perceive their partner and relationship in the most positive light possible, especially when confronted with relationship threats (Murray, Holmes & Griffin, 1996a; 1996b). We hypothesized that the need for certainty triggers such motivated perceptions. In addition, given that people with high and low self-esteem prioritize different relationship goals, we expected positive illusions to be particularly exacerbated for high self-esteem individuals (Murray, Holmes & Collins, 2006). One hundred and thirty three people in dating relationships participated. Participants first completed the Rosenberg (1965) self-esteem scale. We manipulated relationship threat by asking participants to describe their partner's most negative (threat) or most positive (no threat) qualities. We manipulated the need for certainty by way of a scrambled sentence task which included certainty (certainty prime) or neutral (neutral prime) words.

Positive illusions were measured both explicitly (Murray & Holmes, 1997) and implicitly by way of the Partner-IAT (Zayas & Shoda's, 2005). Results revealed the anticipated self-esteem by threat by need for certainty interaction. People with high self-esteem in the certainty prime condition reported stronger positive illusions (on the explicit measures) when describing their partner's negative than positive qualities. In contrast, people with low self-esteem in the certainty prime condition engaged in more implicit positive illusions when describing their partner's negative than positive qualities. These findings suggest that the need for certainty does in fact trigger positive illusions on both explicit and implicit levels and that such an effect is moderated by self-esteem.

C37

AMERICANS: BARBARIANS OR ALLIES? Dora Capozza¹, Elena Trifiletti¹, Loris Vezzali¹, Luca Andrighetto¹, Anna Pasin¹; ¹University of Padova—According to the image theory (Alexander et al., 1999; Herrmann, 1985), perceptions relative to the strategic relations between nations (goal compatibility; relative power; and relative status, namely culture) generate differential outgroup stereotypes (e.g., enemy, ally). In this study, the perceptions Italians have of Americans were revealed, using a direct (Likert-type scale) and an indirect technique (semantic differential used as an indirect measure). The images of ally, barbarian, imperialist and enemy were considered, and one image was added: that of father. Moreover, the effects of the political orientation and identification with the national ingroup were evaluated. It was hypothesized that right-wing participants (N=92, students of Psychology) would adopt the images of father and ally; left-wing participants (N=102, students of Psychology) should instead use the images of barbarian, imperialist and enemy. Identification with the Italian ingroup should make salient the help Americans gave in the liberation from fascism, and the long collaboration between Italy and the United States; it was, therefore, hypothesized that, in right-wing participants, identification positively influences the images of father and ally. Findings, obtained with the direct technique, indicated that right-wing participants only used the image of ally, whereas left-wing participants saw Americans as: barbarians, imperialists, enemies. The application of the indirect technique showed, for right-wing participants, a positive correlation of Americans with ally and father; left-wing participants associated Americans with imperialist, barbarian and enemy. Finally, identification influences, in the right-wing, the perceptions of outgroup as ally and father.

C38

THE SENSE OF LOAD AMONG RECIPIENTS OF SELF-DISCLOSURE Takashi Oguchi¹, Masayuki Harashima¹; ¹Chiba University—Batson, Early & Salvarani (1997) focused on the recipients of self-disclosure from the view points of perspective taking. They revealed that “imaging other” perspective and “imaging self” perspective condition increased the sense of load among recipients of self-disclosure. Contrarily, “objective” perspective condition revealed a diminished sense of load. This study deals with the sex differences of the discloser and the recipient. Moreover, we used a counseling situation video as a stimulus, not voice only. Participants were 128 (63 female, 65 male) university students. Participants watched a counseling DVD for trainees from the exclusive view point of the counselor. The participants could see the client, but could not see the figure of the counselor and could only hear the counselor's voice. After having watched the video, the participants responded as to their affect state and the target, that is, the client personality traits. They were also asked to report if they had the same experience or not as the client in the video. Results showed that females typically felt a greater sense of load than males. In regards to perspective taking, control condition participants who were not instructed about perspective taking felt a lesser sense of load. Especially, the sense of load with negative affects was elevated when participants had experienced before a similar real-life event.

C39

THE GRASS IS ALWAYS GREENER...OR IS IT? THE CONSEQUENCES OF VARIABILITY AND DIRECTION OF INFORMATION, AND RELATIONSHIP UNCERTAINTY FOR THE RELATIONSHIP SOCIAL COMPARISON PROCESS. Lavonia Smith LeBeau¹, Karen Gasper¹; ¹The Pennsylvania State University—Prior research indicates that chronic social comparison tendencies (i.e., comparisons with other people) lead to negative evaluation. The current research addresses why this association exists, and examines the process as it plays out in the domain of romantic relationships. Unlike past research which examines only how the direction of the comparison (seeing only upward vs. downward) alters evaluation, this project investigated the hypothesis that seeing variable comparison information (both upward and downward) would create relationship uncertainty which would lead to more negative relationship evaluations. Participants were either exposed to (Study 1) or allowed to seek (Study 2) variable or non-variable relationship social comparisons and then completed measures of relationship uncertainty and evaluation. As predicted, as the comparisons became more variable and more upward, relationship evaluations became more negative. Furthermore, relationship uncertainty mediated the effect of variability and direction on relationship evaluation. These results have important implications for social comparison theory. As the first studies to expose participants to multiple comparisons in various directions, the results indicate that variability is an important factor in the relationship social comparison (RSC) process. Thus, implicating that future research must include exposure to multiple comparisons in various directions to understand the comparison process. Second, relationship uncertainty unexpectedly mediated the effect of direction of RSCs on relationship evaluation, indicating that uncertainty does more than moderate the effect of comparison direction on evaluation.

C40

YOU'RE HAVING FUN WHEN TIME FLIES: THE EFFECTS OF PERCEIVED PASSAGE OF TIME ON EXPERIENCE EVALUATION Aaron M. Sackett¹, Benjamin A. Converse¹, Anna L. Sackett²; ¹University of Chicago, ²University at Albany, SUNY—Common wisdom asserts that “time flies when you're having fun.” Building off such observations, scholars have long been interested in how psychological experiences influence time perception (e.g., Conti, 2001; Harton, 1939; James, 1890/1950; Vohs & Schmeichel, 2003). The present research examines the reverse causal hypothesis: that the perceived passage of time influences psychological experience. Specifically, we predicted that people would rate experiences more favorably, and be more likely to pursue such experiences further, when time seemed to pass rapidly than when it seemed to pass slowly. To test this hypothesis, participants were asked to complete a novel but somewhat pedestrian word categorization task for a specified length of time (e.g., 10 minutes). Participants completed the task in the absence of time cues (i.e., wristwatches, cell phones, etc.), and we manipulated whether time seemed to “drag” or “fly” by allowing either more or less time to pass during task completion than was ostensibly the case. Results revealed that, relative to participants in the “time dragged” condition, participants in the “time flew” condition (a) rated the task more positively, (b) reported greater excitement about spending more time on the task in the future, and (c) were subsequently more likely to volunteer to be contacted for future studies involving the task, all p s < .05. These results suggest that perceived passage of time may play an important role in people's subjective experience of tasks and events in their lives, with behavioral consequences. Theoretical and practical implications are discussed.

C41
OBSERVING CONFRONTATIONS: THE IMPACT OF CONFRONTATIONS ON WITNESSES' FUTURE BEHAVIOR Heather

Rasinski¹, Alexander Czopp¹; ¹University of Toledo – The effectiveness of confrontations against prejudice in reducing future biased responding may be moderated by various characteristics of the confrontation, such as whether the confronter is a target or a nontarget and what type of prejudice is involved (Czopp & Monteith, 2003; Czopp et al., 2006). Research on third-party observers' reactions to confrontations suggests similar effectiveness and similar moderators (e.g., Rasinski & Czopp, 2007). This study further explores witnesses' responses to confrontations as well as the impact these observations can have on future behavior. 278 White participants imagined themselves in a situation where they observed a fellow student being confronted for telling a racist joke. The joke-teller responded to the confronter in either a hostile or an apologetic manner. Participants indicated their level of agreement with the initial confrontation and the joke teller's subsequent reaction. Participants also assessed the impact of having observed the confrontation by reporting their likelihood of telling and confronting stereotypic jokes in the future. Results indicated that high-prejudice individuals were more likely to agree with a hostile reaction but became less likely to tell stereotypic jokes in the future if they witnessed an apologetic reaction. Confrontations made low-prejudice participants more likely to confront prejudice in the future than high-prejudice participants, and this was especially true after observing a hostile reaction which may have motivated low-prejudice participants to be even more committed. These results suggest that the benefits of confrontations may extend to those who merely witness them.

C42
WHEN FAILING TO BE UNPREJUDICED: THE IMPACT OF INTERNAL MOTIVATION ON AFFECT, EFFORT AND BEHAVIOR AFTER FAILURE Jennifer Fehr¹, Kai Sassenberg¹; ¹University of Groningen

– Knowledge of stereotypes prevailing in society automatically leads to prejudiced behavior. It is known that internal motivation to behave unprejudiced reduces automatic and controlled prejudice. Yet, up to now the process of achieving this ability has not been fully understood. We assume that a central difference resulting from the internal motivation to be unprejudiced is the response to failure in being unprejudiced (e.g., compared to externally motivated). Deriving from research on identity goals (i.e., self-completion theory) we suggest that internally motivated individuals experience failure in being unprejudiced as self-definitional shortcoming. This leads to more negative affect, stronger effort, and better goal achievement on subsequent tasks in the same domain. Study 1 showed that higher levels of internal motivation lead to more discomfort, when failing to be unprejudiced, but not when failing in other domains. In Study 2 increasing internal motivation led to more effort to avoid stereotyping (less errors on a reaction time task) after failure in being unprejudiced (compared to a non-failure condition). In Study 3 it was demonstrated that failure in being unprejudiced actually led to less prejudice in a subsequent task, for highly but not for lowly internal motivated individuals. Taken together, the finding stress the importance of failure for highly internal motivated individuals in regulating prejudice successfully.

C43
THE EFFECTS OF STEREOTYPE ACTIVATION ON WOMEN'S REACTIONS TO LEADERSHIP SITUATIONS, OR HOW READING COSMO MIGHT PREVENT YOU FROM BECOMING CEO Stefanie

Simon¹, Crystal Hoyt²; ¹Harvard University, ²University of Richmond – The perceived congruency that exists between leadership traits and masculine traits, but not feminine traits, creates a gender-leader stereotype. Past research has demonstrated that individuals' responses to activation of such stereotypes can range from negative stereotype-threat type responses to positive stereotype-reactance type responses. Research

has consistently shown that masculine traits are positively related to various leadership outcomes; thus, responses may be due in part to sex-role orientation. The present work investigated the effect of stereotype activation on women's responses to a leadership situation. To this end, prior to performing a leadership task, female participants (n= 60) were exposed to either gender-stereotypic or gender-counterstereotypic magazine advertisements picturing women. Results revealed that women exposed to stereotypic advertisements exhibited more adverse reactions to taking a leadership role than did those exposed to counterstereotypic advertisements. Specifically, women who had been primed with gender stereotypes reported lower perceived performance, self-esteem, well-being, identification with the domain of leadership and intent to lead in the future than did those exposed to counterstereotypic advertisements. Importantly, sex-role orientation moderated the effect such that advertisements had a stronger effect on low, rather than high, masculine-oriented participants' domain identification and intent to lead in the future. These results suggest that stereotypic images of women encourage a sex-typed view of gender roles, which promotes the gender-leader stereotype. Conversely, counterstereotypic images of women encourage a flexible sex-role orientation, including masculine traits. This inhibits vulnerability to the stereotype, consequently, promoting the entry of women into traditionally male-dominated domains, such as top-level leadership positions.

C44
NEURAL EVIDENCE OF RESPONSE CONFLICT AND STRATEGIC CONTROL OF ATTENTION IN AFFECTIVE PRIMING Bruce

Bartholow¹, Monica Schepers², Sarah Lust¹; ¹University of Missouri-Columbia, ²University of Memphis – Researchers have debated whether the affective congruency effect (the facilitation of responses to affective targets preceded by affectively congruent vs. incongruent primes) stems from processes associated with evaluative categorization (including spreading of activation), response-related processes, or both. This experiment investigated the neural locus of the effect using event-related brain potentials (ERPs). Participants completed a primed evaluative decision task in which the proportion of congruent to incongruent trials was manipulated across trial blocks. Responses were faster (and errors fewer) on congruent than incongruent trials unless incongruent trials were highly probable. ERP data indicated that this effect was driven by conflict in the response system, and not by evaluative categorization. Both the lateralized readiness potential (LRP), reflecting response activation in motor cortex, and the fronto-central N2 component, reflecting the conflict monitoring function of the anterior cingulate, indicated that conflict occurred when the response activated by the prime was incongruent with the target response. However, conflict depended on whether the response required by the target was predictable from the prime, not simply whether there was an evaluative match between prime and target. Moreover, the extent of this conflict depended upon strategic allocation of attention to primes: when primes were likely to predict a congruent target, participants allocated more attention to them than when primes were likely to predict an incongruent target, consistent with a conflict management strategy. These data support a response conflict account of affective congruency effects and indicate that conflict depends less on affective matching than on the prime's predictive utility.

C45
THE EFFECTS OF KNOWLEDGE ON ATTITUDE-BEHAVIOR CONSISTENCY: EXAMINING THE ROLES OF COMPLEXITY, RELEVANCE, AND CONSISTENCY Jay K. Wood¹, Leandre R. Fabrigar¹,

Richard E. Petty², Steven M. Smith³, Stephen L. Crites Jr.⁴; ¹Queen's University, ²Ohio State University, ³Saint Mary's University, ⁴University of Texas at El Paso – Two experiments examined the roles of complexity, relevance, and consistency among attitude dimensions in moderating attitude-behavior consistency. For each experiment, a 3 (attitude complexity: simple vs. complex-consistent vs. complex-inconsistent) X 4 (decision

relevance: single dimension-relevant vs. single dimension-irrelevant vs. multiple dimensions-relevant vs. ambiguous-relevant) between-participants experiment was conducted. In experiment 1, complexity of attitudes toward two department stores was manipulated by providing information about a single department (cameras), or consistently or inconsistently favorable multiple departments (cameras, sporting goods, and gardening supplies). Participants then decided which store they would shop at for a camera (single-relevant decision), jewellery (single-irrelevant), a camera, sporting goods, and gardening supplies (multiple-relevant), or which store they would shop at in general (multiple-ambiguous). Experiment 2 replicated experiment 1 with a different set of attitude objects (two universities), and the same core patterns of results were obtained. Overall, attitudes significantly predicted decisions, and the ability of attitudes to predict decisions varied in accordance with their complexity, consistency, and relevance to the decision. Simple attitudes predicted single-relevant, multiple-relevant, and ambiguous behavioral decisions, but were poor predictors of irrelevant decisions. Complex-consistent attitudes predicted all four behavioral decisions well, while complex-inconsistent attitudes were good predictors only of multiple-relevant and ambiguously relevant behaviors. An attitude inference perspective is employed to interpret the results, positing that people consider the various properties of their attitude bases in order to predict how informative an attitude will be for a given behavioral decision.

C46

KILL THEM WITH KINDNESS OR JUST KILL THEM?: EXPLORING PROSOCIAL AND ANTISOCIAL RESPONSES TO INTERPERSONAL REJECTION

Christopher Garris¹; ¹University of Kentucky—Interpersonal rejection hurts. However, the precise nature of the negative effects of rejection is not clear in the literature. Specifically, some researchers find that individuals become aggressive following rejection, while others find that participants become prosocial. It is possible that part of this discrepancy is based on the singular behavioral options (antisocial or prosocial) offered in these studies. The current study sought to clarify this issue by offering both behavioral options in a counter balanced manner, and hypothesized that behavior exhibited would depend on the behavioral option offered first. Secondary goals were to investigate the effect of anticipated future interaction behavior and to explore the potential benefits of behaving prosocially and antisocially on the rejected individual. The sample consisted of 168 undergraduates, who were given the opportunity to behave both prosocially and antisocially after being rejected. Participants were led to believe they were rejected by two other participants, and then given the opportunity to administer unpleasant hot sauce to them and to provide helpful suggestions – the order in which these were presented acted as the behavioral order variable. Participants were also either led to believe that they would be interacting with their rejectors again or not. Consistent with hypotheses, there was an interaction of antisocial behavior across behavioral order and anticipated future interaction, such that rejected participants given the antisocial option first were twice as aggressive when they did not expect a future interaction, while no differences were found between future interaction conditions for those given the prosocial option first.

C47

BALEFUL AND BENEFICENT BEHAVIOR TOWARD OUTGROUPS: THE DISTINCT ROLES OF PREJUDICE, MOTIVATION TO RESPOND WITHOUT PREJUDICE, AND ALLOPHILIA

Jennifer J. Ratcliff¹, Todd L. Pittinsky¹; ¹J.F.K. School of Government, Harvard University—The purpose of the current work was to examine the distinct contributions of prejudice, motivation to respond without prejudice, and allophilia (i.e., intergroup liking), to proactive beneficent and baleful (i.e., malevolent) behaviors directed toward gay men. Researchers typically focus on reducing prejudice as the primary means for improving the life quality of minorities. However, they have been less likely to examine

when and why individuals will engage in behavior intended to aid outgroups. Because of this, prejudice and discrimination are better understood than are their positive counterparts: allophilia (Pittinsky et al., 2007), and proactive beneficent behaviors. Importantly, recent evidence suggests that forging positive intergroup relations may be best achieved by enhancing positive, rather than reducing negative, emotions (Pittinsky et al., 2007). To this end, measures of allophilia (Pittinsky et al., 2007), internal motivation to respond without prejudice toward gay men (Ratcliff et al., 2006), attitudes toward gay men (Herek, 1988), and willingness to engage in proactive behaviors toward gay men (both beneficent and baleful) were administered to a national sample of 175 self-identified heterosexual adults. Findings revealed that allophilia predicted proactive beneficent behaviors toward gay men better than did either internal motivation to respond without prejudice or anti-gay attitudes. In contrast, anti-gay attitudes predicted proactive baleful behaviors to a greater extent than did either allophilia or internal motivation. These results provide further evidence that positive intergroup emotions, rather than reduced prejudice, are the best predictor of beneficent proactive intergroup behaviors.

C48

THE GROWTH MOTIVATION INDEX: DIFFERENTIATING COGNITIVE AND EXPERIENTIAL MOTIVES TOWARD DEVELOPMENT

Jack Bauer¹, Heidi Wayment², Angela Lauer¹; ¹University of Dayton, ²Northern Arizona University—Existing scale measures of growth motivation assess growth globally. Yet research on growth goals and narratives has differentiated two broad forms of growth (Bauer & McAdams, 2004a, 2004b). Cognitive growth deals with learning-oriented goals, psychosocial maturity, meaning-making, and perspective-taking. Experiential growth deals with more social and emotional goals, happiness, and well-being. The Growth Motivation Index, initially a 40-item and later 20-item scale, was developed to measure these two facets of growth motivation in a fraction of the time it takes to code narratives. In two studies (total $n = 361$), cognitive and experiential growth motivations correlated significantly with each other, $r_s = .74$ and $.68$, $p_s < .001$, and correlated significantly with established growth-oriented measures, r_s in the $.20$ to $.50$ range. Regression analyses differentiated cognitive and experiential growth motivations. Cognitive growth motivation corresponded primarily to indicators of cognitive growth (exploratory/informational identity style, trait openness, and cognitive-growth narratives), whereas experiential growth motivation corresponded primarily to indicators of experiential growth (self-esteem, relationship satisfaction, self-acceptance, extraversion, and experiential-growth narratives). Both dimensions mapped onto measures known to integrate cognitive and experiential growth (generativity, identity achievement, personal growth initiative, personal growth satisfaction, and self-compassion). Factor analyses revealed that cognitive and experiential items formed a higher-order factor of “growth” (coefficients from $.63$ to $.74$). These findings suggest that the GMI addresses general growth motivation yet distinguishes cognitive from experiential facets of development in a single questionnaire, much as the narrative measures of cognitive and experiential growth goals but in far less time.

C49

INFORMATIONAL MOOD IMPACT ON MENTAL EFFORT: JUDGMENTS COUNT

Joana de Burgo¹, Guido H.E. Gendolla¹; ¹University of Geneva, Switzerland—Previous studies on the Mood-Behavior-Model (MBM, Gendolla, 2000) have found replicated evidence for an informational mood impact on effort mobilization (see Gendolla & Brinkmann, 2005, for a review): Both appraised demand and effort intensity are higher in a negative mood than in a positive mood. However, most of these studies have assessed rather than manipulated behavior-related judgments. For a more conclusive test, this study manipulated both mood and the judgment for which mood could be used as information. $N = 79$ participants were randomly assigned to a 2

(Mood: negative vs. positive) x 3 (Effort Rule: none vs. enjoy-rule vs. enough-rule) x 2 (Time: mood inductions vs. task performance) mixed model design. The procedure consisted of (1) a habituation period, (2) mood manipulations with movies, and (3) performance of a letter detection task. Effort was quantified as systolic blood pressure (SBP) reactivity. Adopted from a study by Martin et al. (1993) on mood effects on persistence, participants were instructed to evaluate either the pleasantness ("enjoy-rule") or sufficiency ("enough-rule") of their mobilized effort. As expected, mood itself did not mobilize resources during the mood inductions. But during task performance in the no-instructions and the enough-rule conditions, SBP reactivity was stronger in a negative mood than in a positive mood. In the enjoy-rule condition systolic reactivity was stronger in a positive mood. This demonstrates that mood effects on effort mobilization are moderated by the type of judgment for which mood is used as information.

C50

THE EFFECTS OF RACE AND AUDIENCE ON FEEDBACK AND HIRING DECISIONS *Iva Katzarska-Miller¹, Monica Biernat¹; ¹University of Kansas* – Positive bias toward minorities has been documented in research (Harber, 1997; Gaertner & Dovidio, 2000). The current study, using the framework of the shifting standards model, examines the effects of target's race and feedback recipient, on positive bias. Research has found that on zero-sum behaviors (involves allocation of limited resources), pro-majority bias is evident, while on non-zero sum behaviors (involves limitless number of targets without source depletion), pro-minority bias is evident (Biernat & Billings, 2002). In the current study, 62 White undergraduate participants were asked to evaluate two applicants for a peer tutor position (application and a sample essay) and recommend one of the applicants for the position. The race of the first applicant was manipulated (Black vs. White) and the race of the second applicant was consistently White. The recipient of the feedback was manipulated as well (the applicants themselves, or the hiring committee). We hypothesized that pro-Black bias will be evident on non-zero sum ratings and when the applicant is the recipient of the feedback; pro-White bias will be evident on zero-sum behaviors and when the hiring committee is the recipient of the feedback. On some of the non-zero sum ratings there was either no difference between applicants (competence and essay quality ratings), or a pro-Black bias (content comments on essay). On the zero-sum behaviors (hiring) there was a strong pro-Black bias. Essay comments (tone, helpfulness, effort) revealed pro-White bias. The recipient of feedback predictions were not supported.

C51

ACTOR-OBSERVER ASYMMETRY OF INTIMACY: JUDGMENT OF INTIMACY BASED ON OBSERVATION OF INTERPERSONAL COMMUNICATION BETWEEN FRIENDS *Masanori Kimura^{1,2}; ¹Graduate School of Human Sciences, Osaka University, ²Japan Society for the Promotion of Science Postdoctoral Research Fellow* – In our daily lives, it is essential to observe those around us and understand their social network in order not only to maintain interpersonal relationships with them, but also to stave off interpersonal troubles among them. Whereas previous research on interpersonal sensitivity has mainly focused on how people evaluate static aspects of relationships (e.g., social status, family membership), judgment of dynamic aspects of relationships, such as intimacy, has not been well elaborated. However, that kind of judgment is very important because interpersonal relationships are changing constantly. In this experiment, we sought to investigate how people judge the level of intimacy based on observation of interpersonal communication between friends. First, 25 pairs of female friends (i.e. actors) were asked to interact with each other and to rate the degrees of rapport and intimacy. A total of 41 female undergraduates (i.e. observers) were then asked to observe the videotaped interactions of the pairs and to rate the degrees of rapport and intimacy. The results were as follows. First in general, observers rated rapport and intimacy of each pair lower than actors. Second, rapport judgments based on observation

of interpersonal communication between friends were driven by target expressivity. Moreover, target expressivity also influenced observers' intimacy judgments. It was suggested that there might be discrepancies of awareness between actors and observers in interpersonal relationships as well as in interpersonal communication. Finally, we discussed the importance of accurate judgments of dynamic aspect of relationships and the impact of relational mobility in societies.

C52

THE EFFECT OF THREAT ON GENDER-BASED LEADERSHIP DECISIONS *Elizabeth R. Brown¹, Amanda B. Diekmann¹; ¹Miami University* – This research examines the influence of threat on voting for a male or female candidate. Previous research indicates women are less favored as leaders (Eagly & Karau, 2002) and under threat, people like others who adhere to gender stereotypes (Schimmel et al., 1999). This research examines if women are less likely to be selected leaders when voters feel threatened. We expected participants in the threat condition would show a stronger tendency than participants in the neutral condition to prefer a male over female leader. Participants completed a writing task about a threat to their university or watching television. The threat manipulation was followed by reading about a potential political candidate named either Brian or Karen Johnson. Participants rated how likely they would be to vote for the candidate. A 2 (threat) x 2 (leader sex) x 2 (participant sex) ANOVA revealed a significant Threat x Leader interaction ($p=.05$). Consistent with previous research, participants in the no threat condition preferred to vote for a male over female leader. Contrary to our hypothesis, participants in the threat condition preferred to vote for a female over male leader. These findings illustrate that threat influences leadership choices (Landau et al., 2004), although in a counterintuitive manner. Current research is investigating mechanisms behind this effect, particularly focusing on whether threat evokes a need for nurturance rather than protection. In line with the female gender role, female candidates may have an advantage if threat evokes nurturance needs.

C53

HINDSIGHT BIAS AND RETROACTIVE PESSIMISM: THE AFFECTIVE BENEFITS OF UNCERTAINTY REDUCTION *Mike Morrison¹, Rachel Smallman¹, Neal Roese¹; ¹University of Illinois at Urbana-Champaign* – Retroactive pessimism refers to increased hindsight bias (i.e., a tendency to see the past as relatively inevitable) for negative personal events, which serves to diminish the affective sting associated with those events. We examined retroactive pessimism by assessing participants' predictions and recollections of the 2006 U.S. midterm elections. Retroactive pessimism (indexed by the association between hindsight bias and affect ratings) was pervasive, and indeed was evident even for those for whom the election outcome was positive (i.e., retroactive optimism). Expectancy proved to be a key moderator, such that an unexpected loss heightened retroactive pessimism. These findings indicate that retroactive pessimism is more pervasive than previously assumed, and is perhaps best interpreted as an example of the more general principle that uncertainty reduction is affectively rewarding.

C54

POWER AND THE EXPECTED DURATION OF NEGATIVE EMOTIONS *Scott Willermuth¹, Margaret Neale¹; ¹Stanford University* – The current research suggests that how powerful one feels can affect how long one expects negative emotions stemming from negative events to last. Specifically, an experiment demonstrates that people in powerful states-of-mind (Galinsky, Gruenfeld, & Magee, 2003) estimate that negative outcomes will leave them feeling bad for shorter amounts of time than do people in neutral and powerless states-of-mind. People in powerful states-of-mind did not estimate that positive emotions would last longer than did people in neutral or powerless states-of-mind. In sum, the research suggests that people in powerful states of mind believe they will recover emotionally from negative events more quickly than do other people.

C55**IDENTIFYING MEDIATORS OF MESSAGE FRAMING EFFECTS**

Mary Gerend¹; ¹Florida State University – Message framing—providing equivalent information in terms of either gains or losses—has proven to be an effective strategy for promoting behavior change across a range of health practices. Nevertheless, few studies to date have successfully identified variables that mediate mediating framing effects. The goal of this study was to identify mediators of message framing effects. Female college students (n = 237) were randomly assigned to receive a gain- or loss-framed message about a new vaccine to prevent infection by human papillomavirus (HPV)—the virus responsible for cervical cancer. After reading the message, participants rated their intentions to receive the HPV vaccine once it was available. Five variables from the Health Belief Model served as putative mediators: perceived susceptibility and severity of HPV infection, perceived benefits and barriers of the HPV vaccine, and self-efficacy to obtain the HPV vaccine. Effort was also examined as a potential moderator of framing effects, thus messages varied in the amount of effort required to get vaccinated (low vs. high). A frame by effort interaction was observed such that the loss-framed message led to greater HPV vaccination intentions than did the gain-framed message, but only among participants in the low effort condition. Perceived susceptibility and self-efficacy emerged as mediating variables. Exposure to the loss-framed low effort message increased perceptions of susceptibility and self-efficacy which, in turn, were associated with greater HPV vaccination intentions. Findings begin to fill an important gap in the social health psychology literature by identifying mediators of message framing effects.

C56**INTUITIVE PROCESSES IN DIAGNOSTIC DECISION-MAKING: CLASSIFICATION AFTER CONSCIOUS VERSUS UNCONSCIOUS PROCESSING**

Marieke de Vries¹, Rob Holland¹, Cilia Witteman¹; ¹Behavioural Science Institute, Radboud University Nijmegen, the Netherlands—Unconscious, intuitive processing sometimes results in better decisions than conscious, deliberative processing (e.g. Dijksterhuis, 2004; Dijksterhuis, Bos, Nordgren, & Van Baaren, 2006; Wilson, 2002). When a decision task is complex, conscious, deliberative processing may result in less optimal decisions, due to the low processing capacity of conscious thought (e.g. Nørretranders, 1998; Wilson, 2002). Moreover, deliberate information processing seems to be handicapped by suboptimal weighting of the importance of attributes in decision-making, based on their accessibility, plausibility, or ease of verbalization (e.g. Dijksterhuis, 2004; Dijksterhuis et al., 2006; Wilson et al., 1993; see also Tversky & Kahneman, 1974). We focused on conscious versus unconscious processing in a complex and important part of diagnostic decision-making, i.e. classification. Participants read two case descriptions from the DSM IV Casebook (Frances & Ross, 2001). They were randomly assigned to either a conscious-processing-condition (i.e. consciously thinking about the information they read in the case description for four minutes) or an unconscious-processing-condition (i.e. performing an unrelated puzzle task for four minutes, cf. Dijksterhuis, 2004; Dijksterhuis et al., 2006). Our main dependent measure was the number of correct classifications. In line with our hypothesis, we found that compared to conscious processing, intuitive processing increased the number of correct classifications. Our results extend the merits of unconscious processing to a different type of decision task. This strengthens support for the idea that unconscious, intuitive processing can be advantageous when decision tasks are complex. Moreover, our results have important implications for theorizing on diagnostic decision-making and its practice.

C57**AFFIRMING RELATIONSHIPS AND SELF-AUTHENTICITY**

Theresa E. DiDonato¹, Joachim I. Krueger¹; ¹Brown University – The present work builds on a growing line of research that emphasizes the dynamic

interplay between the self and relationships. It approaches the study of the self from an interpersonal perspective, specifically examining how being part of a close, personal relationship can contribute to changes in access to, and expression of, the authentic self. It was hypothesized that individuals participating in affirming relationships would exhibit greater self-authenticity in the form of increased self-awareness, unbiased processing, and relational authenticity than individuals in less affirming relationships. Affirming relationships were characterized by the Michelangelo Phenomenon, which describes a pattern of affirmation wherein the partner holds perceptions and enacts behaviors that help move the self towards the self's ideal. Forty Brown University students, all of whom indicated they were currently in romantic relationships, participated in this study, completing a series of relationship-oriented and self-oriented questionnaires. Our findings support a theoretical model in which interpersonal processes play a role in inhibiting or promoting self-authenticity. Correlational and regression analyses showed significant positive associations between movement towards the ideal, self-awareness, and relational authenticity. While both optimism and self-esteem were related to awareness, the Michelangelo Phenomenon was experienced independently of both characteristics. Further, while no component of the Michelangelo Phenomenon was predicted by relationship length, all three were reliably predicted by time spent per week interacting with the partner, and by relationship quality. This research supports the idea that social processes, above and beyond personal characteristics, contribute to changes in self-authenticity.

C58**THE SOCIAL-COMMUNICATIVE FUNCTION OF JUSTICE: THE INFLUENCE OF COMMUNICATION GOALS ON THE USE OF JUSTICE ARGUMENTS**

Remco Wijn¹, Kees van den Bos¹; ¹Utrecht University – Several researchers have emphasized the importance of justice in social relations. Specifically, it has been suggested, but never tested empirically, that fairness is a persuasive force and that it signals impartiality and legitimizes one's actions. Building on this observation, we suggest that people will make more use of justice in their arguments when they are trying to be persuasive than when they do not have this communication goal. In a new line of research involving four experiments we show that this is indeed the case. When people are given the opportunity to prepare for an upcoming communication task by choosing words from a list, they choose more justice-related words when this upcoming task is a discussion in which they have to be persuasive than when the discussion involves the mere answering of questions. Three subsequent studies show the same pattern when we measured real language use. People with a persuasion goal make more use of justice in their written language than people with an accuracy goal or no goal at all. This is particularly the case when unfairness is directed at the participant him or herself and communication is anonymous. Instead, when people are known to their communication partner they make more use of justice in their language when unfairness is directed at others. We conclude that justice does have a persuasive force in language and for this reason people use it strategically in their communication.

C59**JEALOUSY: NOVEL METHODS AND NEURAL CORRELATES**

Carly Peterson¹, Eddie Harmon-Jones¹; ¹Texas A&M University – Two experiments were designed to examine several issues concerning jealousy. First, we sought to develop a controlled laboratory method of inducing psychologically meaningful jealousy. Second, we sought to examine whether this jealousy was associated with relatively greater left frontal cortical activation, a pattern of activation previously seen in approach-motivated anger. In the first experiment, men and women played Cyberball, a computer ball toss game, in which a chosen attractive male or female rejected or accepted them. Following the game, self-reported jealousy was measured. Results revealed a significant three-way interaction, which indicated that men rejected by an attractive woman

and women rejected by an attractive man reported the most jealousy. A second experiment revealed that this self-reported jealousy to rejection was associated with greater relative left frontal cortical activation. Discussion focuses on this novel method of inducing jealousy and how jealousy may be related to anger.

C60

EXAGGERATION VS. REALITY IN THE ACADEMIC CONTEXT: IMPLICATIONS FOR STRESS AND PERFORMANCE *Greg Willard¹, Richard H. Gramzow²; ¹Northeastern University, ²University of Southampton* – Self-enhancement—the motive to achieve and maintain a positive self-concept—distorts the accuracy of self-evaluation. The extent to which these distortions are adaptive has been the subject of a prolonged debate. This literature is divided because findings are ambiguous in interpretation. It is impossible, in absolute terms, to determine accuracy of self-evaluations using the strategies employed in previous research. Correlates of these indeterminate indexes therefore demonstrate nothing with respect to psychological concomitants of inaccuracy. The present research surmounts this limitation by focusing on exaggeration of specific, objective, and verifiable information. Study 1 examined academic exaggeration—the tendency to report higher grade point averages (GPAs) than official records indicate—as a predictor of behavioral composure during interviews about academics and social relationships, and a stressful public speaking task. Exaggeration predicted greater composure and enhanced speech performance. Study 2 focused on performance across the collegiate career, and students' awareness of their actual GPAs when they exaggerate. A manipulation made this reality salient by informing participants that self-reports would later be verified (devoid of interpersonal accountability). This manipulation reduced the tendency to exaggerate. An initial tendency to exaggerate predicted improved performance upon graduation. However, when reality was made salient, any tendency to exaggerate instead was associated with longitudinal performance decrements. Bending the truth in one's favor appears to be a normative and adaptive response. However, this is not always the case. When reality is salient, a smaller minority continue to bend the truth, and any tendency to exaggerate appears to have negative consequences.

C61

WIPING OUT GROUP INVESTMENT: HOW EGO DEPLETION INFLUENCES INTERDEPENDENTS' SOCIAL INVOLVEMENT *Monika Bauer¹, Galen V. Bodenhausen¹; ¹Northwestern University* – People high in interdependence have been found to put more into (in terms of investments), but also get more out of (in terms of belonging need fulfillment), their social groups (Bauer & Bodenhausen, 2006). If interdependents are more invested in their groups, are they less susceptible to the influence of forces that have been hypothesized to underlie social disengagement (Putnam, 2000)? In the current study, we focus on one of the variables that are hypothesized to lie at the root of social disengagement, namely overwork. The cognitive consequence of overwork, mental tiredness, can be well simulated in a laboratory environment with ego depletion manipulations (Baumeister, Bratslavsky, Muraven, & Tice, 1998). Consequently, we activated an interdependent mindset in participants, and then manipulated depletion as well as the social / non-social nature of the activity they performed. We were interested in examining whether depletion would modulate interdependents' greater involvement in social compared to non-social tasks. The data largely confirmed that people primed with interdependence are more likely to enjoy themselves, and to invest themselves (in terms of expended effort and actual performance) while working with others compared to working alone, so long as they are not depleted. When interdependents were depleted, they invested less in a task when working in a group, compared to working alone. These data provide initial support for the idea that the group advantage usually

evidenced in interdependents' task effort and performance gets wiped out under conditions of ego depletion.

C62

THE PATHOPLASTIC RELATIONSHIP BETWEEN INTERPERSONAL PROBLEMS AND SHAME BASED FEAR OF FAILURE *Aidan Wright¹, Aaron Pincus¹, David Conroy¹; ¹The Pennsylvania State University* – Fear of failure (FF) is an achievement motive associated with negative physical and mental health outcomes and impaired achievement (Conroy, 2001). In evaluative situations, FF is associated with anticipating the consequences of shameful affects, leading to either appeasement behaviors or rage reactions. Different responses to anticipated shame may be due to personality differences. One model appropriate for linking FF and personality is pathoplasticity, which proposes that personality and psychopathology mutually influence each other's expression (Widiger, et al, 1999). Individual differences in personality (i.e., interpersonal style) may lead to different maladaptive interpersonal behaviors in an effort to cope with anticipated shame. Based on the FF literature, it was anticipated that individuals high in FF would cluster into two distinct interpersonal groups, one reporting hostile-dominant (i.e., shame-rage) and one reporting submissive (i.e., appeasement) interpersonal problems in response to anticipatory shame. Just prior to a Sudoku competition, participants (N = 400) completed the Performance Failure Appraisal Inventory (PFAI; Conroy, et al, 2002) and Inventory of Interpersonal Problems-Circumplex (IIP-C; Alden, et al, 1990). IIP-C responses of participants (N = 60) scoring 1 SD above the mean on the PFAI were cluster analyzed revealing a two-cluster solution. Application of the structural summary method for circumplex data (Gurtman & Pincus, 2003) confirmed two clusters located in the Domineering and Nonassertive octants of the IIP-C respectively, consistent with predictions. Results indicate that interpersonal style influences the problems associated with FF. Implications of interpersonal pathoplasticity in FF provide an integration of motivation, emotion, and interpersonal behavior.

C63

INTEGRATING MULTIPLE SOCIAL IDENTITIES INTO THE SELF-CONCEPT: PROCESSES AND CONSEQUENCES *Roxane de la Sablonnière¹, Catherine Amiot², Nazgul Sadykova³; ¹Université de Montréal, ²Université du Québec à Montréal, ³American University – Central Asia* – Confronted with social changes, people in many countries face the challenge of integrating multiple social identities into their sense of self. The aim of the present studies is to investigate this integration process. Two competing hypotheses were tested: 1) one's new social identities will gain importance without significantly impeding on existing identities (i.e., additive integration), and 2) adding a new identity will lead to a decrease in the importance of one's original identity (i.e., restrictive or subtractive integration). In addition, we hypothesized that the integration of identities is associated with both intrapersonal and intergroup consequences. The first study compared two samples of Kyrgyz students (Ns=110 and 225) whose levels of contact with the American identity differ. Results supported the idea that identity integration is a subtractive process and that its consequences can be both positive and negative. The second study (N=94) validated our conclusions using a longitudinal methodology.

C64

INDUCED DISGUST INCREASES DISTANCE ESTIMATES ON MAPS *Simone Schnall¹, Davi Bugmann¹; ¹University of Plymouth* – An experiment is reported that investigated the influence of non-relevant disgust on participants' estimates of distances between cities on a map. Disgust was experimentally induced by having participants fill out the Disgust Sensitivity Scale (Haidt, McCauley & Rozin, 1994), which involves considering a variety of potentially disgusting situations. After being induced to feel disgust, participants systematically gave higher

distance estimates between city pairs in an on-line distance estimation task than participants who were in a neutral emotional state, $F(1, 32) = 4.71, p = .04$. Importantly, the overestimation occurred universally for all city pairs, as indicated by a non-significant interaction of condition and distance estimates, Greenhouse-Geiser F value $F(3.59, 115.15) = 1.16, p > .33$. We suggest that incidental feeling of disgust can establish a psychological boundary, and as a consequence influence cognitive distance. Just like physical barriers (McNamara, 1986), in-group and out-group concerns (Burriss & Branscombe, 2005), or perceptual entities (Coren & Girgus, 1980) can lead to subjectively altered impressions of the physical world, our data suggest that a temporarily induced feeling of disgust can also establish a psychological boundary, and as a consequence can influence cognitive distance even when the feeling itself is irrelevant to the judgments at hand. Thus, the notion that vision simply produces an accurate reflection of the world as it is needs to be reconsidered to incorporate current states of the perceiver that might be emotional or motivational in nature.

C65

COMPENSATION EFFECTS: THE RELATIONSHIP BETWEEN WARMTH AND COMPETENCE Ana P. Nunes¹, Charles M. Judd¹, Vincent Y. Yzerby², Kerwyn Nicolas²; ¹University of Colorado, Boulder, ²Université Catholique de Louvain, Louvain-la-Neuve, Belgium – The ability to form impressions of other individuals, groups, etc. is essential to our ability to comprehend and react to the world around us. Warmth and competence have been shown repeatedly to be fundamental trait dimensions such that how a person is perceived on these two primary traits can transform or color all other perceived stable traits an individual may possess. A compensatory effect, where those rated as high on one dimension are rated as low on the other dimension when comparing two groups or individuals, has been shown in recent research. Using interview questions designed and tested to predict warmth or competence judgments of those to whom the questions are directed, the current study attempts to replicate the compensatory effects in a more naturalistic setting, an interview scenario where participants organized in triads interact. Participants are both perceivers and targets. Compensatory effects were observed irrespective of perceiver membership in a judged target group and in the presence of real ongoing social interaction with interviewees who were randomly assigned to their roles. Such effects offer strong evidence for the compensatory process and the spiral of confirmation that the chosen interview questions evoke. Notably, the effect was absent in judgments of the self as an individual member of the group.

C66

AND I THOUGHT I WAS BAD! THE IDIOT EFFECT IN SOCIAL JUDGMENT Matthew J. Lindberg¹, G. Daniel Lassiter¹, Jason K. Clark², Patrick J. Munhall¹; ¹Ohio University, ²Purdue University – When people outperform another person, they subsequently rate that person's ability higher than do uninvolved observers. Lassiter and Munhall (2001) contend that this "genius effect" occurs because people spontaneously use the self as a reference point in evaluating a defeated other. That is, to the extent that people a priori view themselves as highly competent at the performance task, this positive self-assessment should lead them to conclude that the person they defeated need not be so bad. What happens, however, when people believe a priori that their own level of a particular skill is abysmal? In such cases, Lassiter and Munhall hypothesized that an idiot effect would occur instead. That is, people's negative self-assessment should lead them to rate a person they unambiguously outperform as more inept than do uninvolved observers. After completing a "computer-programming test," participants evaluated their own aptitude in this domain and that of a confederate. Study 1 found that participants rated an outperformed confederate's aptitude lower than did observers. Importantly, observers given the expectation that the participant was minimally competent also rated the

confederate, who was outperformed by the participant, lower than no-expectation observers. Study 2 demonstrated that the idiot effect also occurs when participants are outperformed. Consistent with the idiot, but not the genius, effect, participants rated the confederate significantly lower in programming aptitude than did no-expectation observers, despite being outperformed by the confederate. This research provides the first empirical evidence of this novel phenomenon and supports its proposed nonmotivational underpinning.

C67

"PLAYING THE VICTIM": THE SELF-ENHANCING AND SELF-DEFLATING EFFECTS OF SELF-VICTIMIZATION FOLLOWING SOCIAL COMPARISON Shannon M. Rauch¹, Kevin P. McIntyre², Adam Aholt³, Dan Jaster³; ¹Eastern Illinois University, ²Boston College, ³Saint Louis University – The social psychological literature identifies numerous techniques that individuals use to protect themselves from threatening information about the self, including self-affirmation, derogating others, and self-serving attributions. Anecdotal evidence suggests that threatened individuals may also engage in self-victimization, a technique where individuals identify themselves as the victims of others' transgressions. Focusing on one's victim-status could provide explanations for unfavorable outcomes for the self and subsequently lead to more positive self-perceptions. However, self-victimization could also have negative implications for the self, given that it could prime feelings of disreputability and inferiority. To test whether or not "playing the victim" has positive effects on self-evaluation, participants ($N = 61$) received upward or downward social comparison information about a peer's academic performance and were then given (or not) the opportunity to report on past instances of victimization by completing the Transgression Occurrences Measure (McCullough, Emmons, Kilpatrick & Mooney, 2007). Participants who were reminded of their status as victims reported lower state self-esteem and marginally more negative affect than participants who were not able to self-victimize, suggesting that self-victimization has negative consequences for the self. However, following downward social comparison, self-victimization led to more positive ratings of self performance relative to the comparison target and more favorable self-evaluations of domain-related traits, compared to the absence of self-victimization. When participants received upward social comparison information, however, self-victimization led to less favorable performance ratings and self-evaluations. Results suggest that the effectiveness of self-victimization as a self-enhancement strategy may depend on social contextual factors.

C68

DEATH AND NATURE: THE IMPACT OF MORTALITY SALIENCE ON CONCERN FOR THE ENVIRONMENT Matthew Vess¹, Jamie Arndt¹; ¹University of Missouri-Columbia – Despite numerous reports highlighting the devastating impacts that many human activities are having on the planet, a number of environmentally damaging activities continue to persist. The present research aimed to illuminate a potential underlying motivation for such activities by examining how existential fears associated with the awareness of mortality can influence levels of environmental concern. Terror management theory (TMT; e.g., Greenberg, Solomon, & Pyszczynski, 1997) posits that much human behavior is aimed at attenuating the anxiety associated with mortality. Using hypotheses derived from TMT, Goldenberg and colleagues (e.g., 2001) have shown that heightened mortality concerns (mortality salience: MS) motivate increased efforts to view humans as distinct from the rest of nature, because doing so mitigates the anxiety associated with the knowledge that we are ultimately creatures fated for death and decay. Based on this, it was hypothesized that the motivation to symbolically elevate humans above the rest of nature may in turn engender lower levels of concern for the impact of human activities on the environment. Supporting this analysis, Study 1 showed that individuals endorsed ecological ideals less following MS. In Study 2, this effect was shown to

be moderated by the extent to which individuals derive self-esteem from behaving in pro-environmental ways. Specifically, following MS, those high in environmental self-esteem showed more concern for the environmental impact of human land development, while those low in environmental self-esteem showed less concern. The conceptual and practical implications of these findings are discussed.

C69

DECREASING THE SEX SEGREGATION OF EMPLOYMENT: EFFECTS ON OCCUPATIONAL INTERESTS AND THE COMPATIBILITY OF FAMILY AND CAREER Anke Goerzig¹, Alice H Eagly²; ¹University of Birmingham, ²Northwestern University – According to social role theory (Eagly et al., 2000), the sex segregation of employment is one basis of gender roles. Traditional roles assign a career role to men and a family role to women. Modern nontraditional roles require that women, more than men, combine family and career roles equally. This research investigates the influence of a traditional versus nontraditional sex segregation of employment on men's and women's own family and career role orientations as well as on their occupational interests. Male and female participants received descriptions of traditionally male- and female-typed occupations including bogus statistics for sex ratios that either increased or decreased the actual sex segregation of those occupations. Regression analyses revealed that family and career orientations were negatively related with increased segregation but positively related with decreased segregation. This effect was significant for women but only marginal for men. Further, a 2 (sex segregation) × 2 (occupation sex-type [with 3 occupations nested within each type]) × 2 (participant gender) mixed model ANOVA revealed significant main effects for gender and sex segregation, which were qualified by a significant Gender × Sex Segregation interaction. Women's interest in occupations was greater with decreased than increased sex segregation, whereas men's interest did not differ between conditions. These results confirm that career and family orientations are perceived to be more compatible when the sex segregation of employment is less traditional. In addition, women's occupational interests are greater when sex segregation is weaker. Further implications will be discussed.

C70

FANTASY FRIENDS: IMPRESSIONS OF PERSONALITY BASED ON WORLD OF WARCRAFT CHARACTERS Daniel Catterson¹, Samuel D. Gosling¹; ¹University of Texas at Austin – With over 8 million active players, World of Warcraft (WoW) is the world's most popular multiplayer online role-playing game. Players from around the world create their own WoW characters and engage in a range of tasks and activities, many of which involve interactions with other online characters in a dynamic and open environment. Due to the large amount of time people invest in the game, as well as the high level of cooperation and communication required to advance to higher levels, players often develop friendships exclusive to the game. Yet are people really getting to know each other through playing WoW, or are the impressions they make online different from the ones they might make if they knew each other in real-life? The current study examines online interpersonal perception by comparing the accuracy of impressions based on online interactions to those made offline. Over 160 regular WoW players participated in an online survey that measured numerous personality traits, including the Big Five. To obtain peer-ratings, participants provided the names of two people who knew them exclusively from WoW and two people who knew them exclusively from real-life interactions. Comparisons were made between personality assessments from the participant and assessments from their online and real-life friends. Accuracy analyses revealed some traits to be effectively communicated via online interactions. Overall, the data suggest that individuals can make fairly accurate personality assessments from online encounters that mirror those made from real-life encounters.

C71

EXPERIMENTAL EVIDENCE FOR SELF-REGULATORY DEPLETION IN THE SOCIALLY ANXIOUS Niels Christensen¹, Leah Speck¹, Juralee Smith¹; ¹Radford University – One hallmark of social anxiety is engaging in persistent, negative thoughts following social interactions. One explanation for such ruminations is that the socially anxious have reduced self-regulation in the aftermath of social interactions, which decreases their ability to distract themselves from negative thoughts. The first step in exploring this hypothesis is demonstrating that the socially anxious experience self-regulatory depletion following social interactions. Undergraduates were classified as having high versus average levels of social anxiety, and subsequently participated in one of three conditions. In the key condition, students engaged in a five-minute social interaction with a confederate. The remaining two conditions served as controls: either five minutes of no tasks or five minutes of a cognitive task ("Don't think about a white bear."). Next, all participants watched a video of unpleasant images and were asked to control their outward display of emotion. As the students watched, their facial expressions were recorded on video. Two independent coders evaluated the amount of emotional expressiveness in each participant's video on a scale from 1 (low) to 5 (high). Analyses revealed a marginally significant interaction between social anxiety and condition, $F(2, 87) = 2.76, p = .06$. Planned comparisons confirmed greater expressiveness (suggesting lower self-regulation) for the highly anxious in the social interaction condition ($M = 3.08$) than following no tasks ($M = 2.11$), $t(87) = 2.07$. Those with normal anxiety did not differ in their expressiveness across the social interaction and control conditions ($M_s = 2.46$ and 2.76 , respectively).

C72

THE EFFECTS OF SOCIAL RESPONSIBILITY ON SCREENING INTENTIONS FOR EMBARRASSING AND NON-EMBARRASSING MEDICAL EXAMS Frank Coffaro¹, Christine Harris¹; ¹University of California, San Diego – Past work has found that people who are prone to embarrassment are also likely to report being more socially responsible. Embarrassment, however, has typically been implicated as a barrier to obtaining preventative medical exams particularly when the exams are perceived as embarrassing. Therefore, the relationship between social responsibility, embarrassment, and intentions to obtain preventative medical exams appears unclear. Two studies were conducted in which social responsibility was manipulated to determine if social responsibility influences screening intentions for both embarrassing (Study 1) and non-embarrassing (Study 2) medical exams. In each study, judgments of the embarrassment associated with the medical exams, perceptions of medical risk, and future intentions to obtain preventative exams were measured. In Study 1, half the participants read a message that doctors recommend regular screening. The other half also read that family members and friends expect their loved ones to be socially responsible by getting screened for cervical cancer. The results indicated that priming social responsibility decreased future screening intentions for an embarrassing medical exam. Study 2 was identical to Study 1 except the target exam was a regular dental check-up. The results from Study 2 indicated that priming social responsibility increased screening intentions for a non-embarrassing medical exam. Results from these experiments suggest that priming social responsibility increases perceptions of embarrassment for embarrassing medical exams which then leads to decreased screening intentions. In contrast, priming social responsibility for non-embarrassing medical exams appears to have no effect on perceived embarrassment and leads to increased future screening intentions.

C73**BENEVOLENT SEXISM: A LEGITIMIZING IDEOLOGY THAT WOMEN USE TO MAINTAIN A GENDER STATUS QUO**

Jennifer Zimmerman¹; ¹DePaul University – We know from system justification research (Jost & Banaji, 1994) that members of low status groups will justify current systems that ultimately disadvantage them. I propose that women's endorsement of benevolent sexism, a type of sexism that on the surface seems to be positive but actually serves to subjugate women, acts as a legitimizing ideology that undermines policy supporting women's equality and helps justify a gender status quo. Three hundred eighteen undergraduate female students completed the social dominance orientation scale (SDO), benevolent sexism items from the ambivalent sexism inventory (ASI), and women's policy items. In order to test my hypothesis, I conducted a mediation test where social dominance orientation was a predictor variable, benevolent sexism was a mediator, and women's policy was an outcome variable. Based on a Sobel mediation test, the relationship between SDO and women's policy was significantly reduced when endorsement of benevolent sexism was added as a mediator. This significant mediation illustrates how women who score higher on social dominance orientation use benevolent sexism as a justification for opposing egalitarian policies that benefit and empower women. The current study makes unique contributions because it identifies how endorsement of seemingly positive ideas about women (i.e., benevolent sexism) can lead women to justify an unequal gender system and oppose policies that would directly benefit them.

C74**THE EFFECT OF REGULATORY FOCUS ON RESPONDING TO AND AVOIDING SLIPS IN A LONGITUDINAL STUDY OF SMOKING CESSATION**

Paul T. Fuglestad¹, Alexander J. Rothman¹, Robert W. Jeffery¹; ¹University of Minnesota – In a longitudinal study of smoking cessation, we examined the effects of regulatory focus (Higgins, 1998) on responding to slips (i.e., smoking after quitting) and avoiding slips. Based on findings that regulatory focus can affect people's ability to initiate and maintain behavioral change (Fuglestad et al., in press), we hypothesized that people high in promotion-focus, because they eagerly pursue desired end-states, would be resilient to initial slips, whereas people high in prevention-focus, because they vigilantly preserve desired end-states, would slip less once they have quit. We also examined the extent to which these effects depend on one's perceived ability to quit (i.e., self-efficacy; Bandura, 1997). The active intervention program was 2 months, followed by 15 monthly assessments (N=590). Promotion- and prevention-foci were measured using the Regulatory Focus Questionnaire (Higgins et al., 2001). Survival analyses (using SAS Proc Genmod) of responses to initial slips revealed that people higher in promotion-focus, but not prevention-focus, were more likely to quit again, but only if they were high in self-efficacy ($\chi^2(2)=13.73$, $p<.01$). Of participants quit for 2 months, survival analyses of time to slip revealed that people higher in prevention-focus, but not promotion-focus, were less likely to slip, but only if they were high in self-efficacy ($\chi^2(2)=9.16$, $p=.01$). Results suggest that higher promotion-focus is beneficial for responding to initial set-backs in behavioral change, whereas prevention-focus is beneficial for not slipping once initial success has been achieved. Moreover, for people low in self-efficacy, regulatory foci do not predict responding to and avoiding slips.

C75**A TIME-LINE OF AFFECTIVE DECLINE DURING AN OSTRACISM EXPERIENCE**

James H. Wirth¹, Eric D. Wesselmann¹, Kipling D. Williams¹, Daniel K. Mroczek¹; ¹Purdue University – Ostracism – being ignored and excluded – is a painful experience shown to reduce mood and thwart basic fundamental human needs; belonging, self-esteem, control, and meaningful existence (Williams, 1997, 2007). Previous research has relied upon retrospective accounts of the ostracism experience; the actual online subjective experience of being ostracized has

yet to be explored. The goal of this study was to track participants' affective experience during an ostracism episode using a continuous-response dial device. Participants continuously turned a dial to indicate their positive or negative affect during a game of Cyberball while they were ostracized or included. Several personality measures were assessed prior to participation in Cyberball. Participants were quite good at using the dial, reporting a high degree of engagement in the study. The rate and degree of reduction in affect was analyzed from their dial response. Responses from this time course approach indicate that ostracized participants had their affect dramatically reduced while included participants experienced little change. Ostracized participants' affect dropped by approximately 70% after a 2 1/2-minute ostracism experience. Participants began affectively reacting to ostracism after approximately 40 seconds. Ostracized participants uniformly felt negative, but some individuals began their decline in affect quicker than others. Females, highly conscientious individuals, and those low on extraversion demonstrated a quicker decrease in affect post-ostracism compared to their counterparts. Continuous-response measurement allowed us to examine subtle nuances in immediate reactions to ostracism. Individuals consistently felt negative after ostracism, but the speed of their decline may vary based on individual differences.

C76**PERCEIVING MONETARY CHANGES: WHY THE EURO APPEARED TO BE A PRICE BOOSTER**

Rainer Greifeneder¹, Tobias Greitemeyer²; ¹University of Mannheim, ²Ludwig-Maximilians-Universität München – In an unprecedented currency change, twelve European countries changed their individual currencies for a common one on the first of January 2002. Despite the fact that objective economic measures indicated a stable overall price level, people in most participating countries were convinced that prices had risen sharply (Flash-Eurobarometer, 2003). To explain this illusion, several mechanisms have been suggested, including, for instance, selective outcome correction processes (Traut-Mattausch, Schulz-Hardt, Greitemeyer, & Frey, 2004). The present research proposes an additional mechanism that may explain the substantial, remaining variance. In particular, we suggest that the differential perception of gains versus losses (Prospect Theory, Kahneman & Tversky, 1979) may account for the discrepancy between perceived and factual price changes. Building on the characteristics of the 'value function', we postulate that price increases (losses to consumers) are perceived as being more intense than price decreases (gains to consumers) of the same relative magnitude. Due to this differential perception, the overall price level should be perceived to increase even if individual price increases versus decreases equalize each other (stable price level). To test this reasoning, three experiments were conducted. The results of these experiments support the outlined hypothesis. In particular, it was found that price increases were rated as being more intense than price decreases of the same relative magnitude. Moreover, the results indicate that the suggested mechanism is not confined to currency changes, but is likely to influence the perception of monetary changes in general. Implications of these results for the perception of change are discussed.

C77**GENDER BACKLASH AND AMBIVALENT SEXISM: FEELING DEVIANANT PROMPTS FEAR AND LOATHING (OF WOMEN)**

Emily E. Good¹, Stephanie A. Goodwin²; ¹The Pennsylvania State University, ²Purdue University – Socially marginalized groups – including women – endorse cultural stereotypes, even those that derogate their own groups. Fear of sanctions for gender-deviant behavior may explain women's internalization of sexism; endorsing status-quo gender ideologies may reduce gender backlash in the wake of prior deviance. Previous research suggests that women are especially concerned about gender backlash (Rudman & Fairchild, 2004). We extended this research, proposing that fear of backlash prompts people to endorse ambivalent sexism. We

further hypothesized that publicizing deviance would moderate these effects, increasing both fear of backlash and ambivalent sexism. We manipulated: 1) whether participants believed they were gender deviant (normative vs. deviant), and 2) the alleged publicity (public vs. private) of their gender-deviant status, measuring fear of backlash and ambivalent sexism. As predicted, gender-deviant status increased fear of backlash ($F(1,85) = 15.02, p < .001$). However, the effect was qualified by publicity ($F(1, 85) = 4.35, p < .02$). Gender-deviant participants were equally concerned about backlash regardless of the publicity of their deviance. In comparison, gender-normative participants were significantly more concerned about backlash when they believed their scores would become public rather than remain private ($F(1, 46) = 10.54, p < .01$). With regard to ambivalent sexism, the three-way interaction between participant gender, deviance, and type of sexism ($F(1,85) = 7.96, p < .01$) was significant. Gender-deviant women reported somewhat more benevolent sexism than their gender-normative peers. In contrast, gender-deviant men reported significantly more hostile sexism than their gender-normative peers. These data suggest that men who fear backlash over their own gender deviance show increased animosity toward women.

C78

CONTEXTUAL INFLUENCES ON THE EFFECTS OF OSTRACISM ON TARGETS *Joan Poulson¹; ¹SUNY Canton* – Social exclusion in laboratory studies and real-world situations produces a number of adverse outcomes for targets. Targets tend to express lower self-esteem and more depressed mood states after being excluded by others (Williams, 2000). However, other studies indicate that results are not always consistent. For instance Twenge et al. (2003) suggest that targets' mood states and self-esteem are actually not significantly affected by exclusion. One large source of contradiction seems to be the paradigms researchers are using to study exclusion. That is, in some studies targets are left out of a game of catch, in other studies they are told they were rejected by a group, and in still other studies they are ignored during a conversation. Although all are forms of ostracism, it may be that different types of exclusion lead people to different psychological outcomes. In two studies this idea was explored. Study 1 was an internet-based study in which participants imagined themselves in an ostracism scenario and reported how they would respond. Study 2 involved face-to-face interactions with perpetrators. In each study participants were randomly assigned to one of three ostracism paradigms: ball-toss, conversation, or being last-picked by a group. Results indicate that targets excluded by being told they were last-picked by other group members are most severely negatively affected, and targets excluded from a game of catch tended to be less severely affected. Additionally, coping strategies, and personality attributes may serve to mediate the effects of ostracism and will be discussed.

C79

CAUSAL UNCERTAINTY AND STEREOTYPE USE: THE MEDIATING ROLE OF PERCEIVED TYPICALITY *Jessica Gonzalez¹, Gifford Weary¹, Stephanie J. Tobin²; ¹The Ohio State University, ²University of Houston* – According to the causal uncertainty (CU) model (Weary & Edwards, 1996), some people chronically doubt their ability to detect and understand causal forces underlying events and behaviors. These high CU individuals are chronically motivated to increase their subjective sense of accurate causal understanding. In order to do so, they utilize both effortful and efficient information processing strategies (for review see Weary, Tobin, & Edwards, in press). One such efficient strategy is category-based processing (cf., Fiske & Neuberg, 1990). Previous research has demonstrated that when presented with an ambiguous scenario, high CU individuals do not make stereotype-consistent judgments; low CU individuals do stereotype (Weary, Jacobson, Edwards, & Tobin, 2001). Additional research has replicated this finding under cognitive load, and provided indirect evidence that lack of stereotyping on the part of high CU individuals results from poor perceived target-category fit (Tobin,

Weary, Brunner, Han, & Gonzalez, under review). The purpose of this study was to provide direct evidence that perceived target-category fit mediates the association between high CU and lack of stereotyping. Participants were presented with information describing an honor student or a junior; half of the details were consistent with the honor student stereotype. Then participants were asked to predict the student's GPA. Participants also rated the degree to which the student resembled a typical honor student or junior. As predicted, low CU individuals stereotyped, whereas high CU individuals did not. Also as predicted, mediational analysis indicated that perceived typicality mediated the effects of CU and category information on GPA estimates.

C80

EFFECTS OF THE USE OF POWERPOINT ON LEGAL DECISION MAKING *Jaihyun Park¹, Neal Feigenson²; ¹Baruch College-CUNY, ²Quinnipiac University* – PowerPoint is being used more often in American courtrooms, yet there has been almost no research on its effects on legal decision making. A study was designed to explore the effects of lawyers' use of PowerPoint on liability judgments in a racial discrimination case involving fairly complicated statistical evidence. The study examined whether the use of PowerPoint could affect liability judgments through central and/or peripheral routes in the context of Elaboration Likelihood Model (Petty & Cacioppo, 1986). Participants watched videotaped opening statements for plaintiffs and defendant. The defendant's responsibility was judged to be significantly greater when the plaintiffs used PowerPoint slides than when they did not. Furthermore, PowerPoint's impact was greatest when its use was unequal: The defendant was found least responsible when the defendant used PowerPoint and the plaintiffs did not. PowerPoint functioned partly as a peripheral cue to judgment: When the plaintiffs used PowerPoint, participants found the defendant's lawyer to be significantly less well prepared and less persuasive, and these perceptions mediated the effect of PowerPoint on the defendant's judged responsibility. Policy and theoretical implications of the findings are discussed.

C81

PRIMING HONESTY REDUCES SELF-ENHANCEMENT *Elanor F. Williams¹, Tom Gilovich¹; ¹Cornell University* – Self-enhancement has personal benefits but social costs. Because of its potential negative ramifications, it is important to understand to what extent people reveal their overly positive self-evaluations to others. Research has shown that accountability to other people can reduce self-enhancement. The question remains, however, whether this reduction is strategic, or an automatic protective process that occurs when the possibility of evaluation exists. It may be that making more modest self-evaluations in social situations becomes automatized, and minimal reminders of societal pressures toward honesty could reduce one's natural tendency toward self-enhancement. Inspired by Rasinski et al. (2005), we devised a priming procedure whereby participants were to choose which of three synonyms was closest in meaning to a target word. In the priming condition, four of eight target words and their synonyms were related to the concept of honesty (e.g., trustworthy, genuine, true), with the rest unrelated to honesty; in the control condition, all eight words were unrelated to honesty. After completing this measure, participants rated themselves using percentile scales on twelve positive traits known to produce self-enhancing ratings. Participants in the honesty condition gave themselves significantly lower ratings across the twelve traits than did participants in the control condition. It is also of note that two versions of this experiment using target words related to accuracy (without a social component) failed to produce the same effect. We believe this demonstrates that reductions in self-enhancement are not always strategic, and that even simple social cues can prompt more modest self-assessments.

C82

WHEN DO VALUES AND GOALS CONVERGE? *Tierra Stimson¹, Daniel Ozer¹*; ¹University of California, Riverside – Folk psychology suggests that the goals persons seek to attain arise from, and so should correspond to their values and ideals. But discrepancies between “want” and “ought” are frequently observed and addressed in self-discrepancy theory (Higgins, 1987), self-determination theory (Deci & Flaste, 1996), and personal strivings theory (Emmons, 1989). We hypothesize that the relations between “want” and “ought” may depend on the domain of interest. For example, because religion is an important part of an explicit and directly socialized value system for a portion of the population, values and goals may cohere more tightly in this rather than in other domains. A mixed gender and ethnicity sample (N=129) of undergraduate introductory psychology students completed a modified version of the Schwartz values survey (Schwartz, 1992) and a 65 item goal questionnaire that assessed goal importance in several different life domains (Kaiser & Ozer, 1997). Religious and financial goals were more strongly associated with values than were goals in other domains. Valuing more tradition and conformity and less pleasure and enjoyment of life is related to a higher desire to observe religious traditions, strengthen religious beliefs, and experience spiritual growth. Valuing more power and wealth and less loyalty and honesty is related to a higher desire to budget and save money. Relations between goals and values are markedly lower in other domains. These results suggest that accounts of the discrepancies between “want” and “ought” may need to be contextualized to address the role of goal content.

C83

CORTISOL INCREASES DURING INTERRACIAL ENCOUNTERS PREDICT (OVER-)CORRECTION OF BIAS *Katrina Koslov¹, Wendy Berry Mendes¹*; ¹Harvard University – There is a tension between the physiological threat that White Americans can experience during interactions with African Americans and their self-reported reactions to these encounters. White Americans’ physiological reactions to Black partners have been shown to include increased blood pressure, vasoconstriction, and greater corrugator activity. More consciously controlled responses often reveal a different pattern of responses, specifically greater liking and more positive evaluations of Black partners. This disjunction has led several researchers to suggest that Whites might “over-correct” their self-reported responses during interracial interactions. We explored whether over-correction was more likely to occur with those who were the most threatened or anxious during interracial interactions. In a two-stage study, we first examined participants’ choice for Black and White celebrities in a forced choice paradigm. During this task we manipulated cognitive load so as to limit some participants’ ability to “correct.” In the second phase, we examined White participants’ cortisol reactivity during a stressful laboratory task where they were evaluated by two Black interviewers. As expected, those in the “no load” condition chose more Black celebrities than White celebrities. Furthermore, participants in the “no load” condition who had the greatest increases in cortisol during the interracial interaction showed the greatest preference for Black celebrities (appeared to “correct” most). This effect was not observed in the load condition, when presumably participants could not correct their choices. The discussion considers what these results can tell us about how stress and anxiety influence choices and behaviors in intergroup interactions.

C84

STEREOTYPES OF THE HOMELESS: THE TARGET'S PERSPECTIVE *Carolyn Weisz¹, Renee Houston¹*; ¹University of Puget Sound – This study adds to the literature on perceptions of discrimination by members of stigmatized groups. The goal of the study was to examine homeless individuals’ beliefs about outgroup members’ perceptions of the homeless and to compare these beliefs with actual perceptions of the homeless reported by homeless and non-homeless individuals.

Participants from Pierce County, WA, who were homeless (N = 214) and not homeless (N = 50) rated five statements representing negative stereotypes about the homeless as true or false (e.g., “Most of the homeless are drug addicts or alcoholics.” “Most of the homeless do not want to work.”). Homeless participants also rated the same items by indicating the answer that they thought non-homeless individuals would choose most often. We predicted and found that homeless participants thought outgroup members would endorse significantly more items as true than outgroup members actually endorsed and than homeless individuals endorsed as true themselves. The mean number of items actually endorsed by homeless and non-homeless individuals did not differ significantly. Among homeless individuals, the tendency to perceive discrimination against one’s group, whether accurate or not, is important to understand because it may have practical consequences for well-being and for intergroup and help-seeking behavior.

C85

THE DEGREE OF ROLE CONGRUITY PREDICTS THE DEGREE OF PREJUDICE TOWARD WOMEN AND MEN *Anne Koenig¹*; ¹University of San Diego – Role congruity theory of prejudice (Eagly, 2004; Eagly & Diekmann, 2005) states that prejudice arises from an incongruity between group stereotypes and social role characteristics. Thus, differences in role congruity should predict the magnitude of prejudice. For example, if stereotypes of men are more congruent with the politician role than the police officer role, a male target should be rated more positively in the former versus latter occupation even though politician and police officer are both male-dominated roles. We tested this prediction by first assessing gender stereotypes and role requirements and computing a measure of role congruity between the mean-levels of the two ratings. In a second session, prejudice toward men and women in the context of feminine (e.g., psychiatrist) and masculine (e.g., economist) roles was measured. Participants played the role of a vocational counselor, rating the suitability and positivity of both a male and female target and ranking the targets in each role. The results followed role congruity theory predictions: Male targets were significantly more suitable than female targets in agentic occupations, whereas female targets were significantly more suitable and more positive than male targets in communal occupations. Importantly, role congruity (assessed in the first session) was correlated with the rank of the male or female target (assessed in the second session) across the roles. In summary, participants used information about the target’s sex in evaluating the person for a given role and were sensitive to the degree of incongruity between gender stereotypes and role characteristics.

C86

REDRESSING PAST WRONGS *Emily Schryer¹, Michael Ross¹, Craig Blatz¹*; ¹University of Waterloo – There has been little experimental research on the psychological benefits of redress for victimized and non-victimized groups, or which forms of redress are most effective in redressing past wrongs. Some scholars (e.g. Minnow, 2002) have argued that a combination of an apology and compensation is the most effective form of redress, and that either apologies or compensation alone seem cheap or insincere. In the current study, female and male university students read a news story about derogatory comments allegedly made by a male minister of education about women in academia. They were told that the minister did or did not provide an apology for his remarks and financial compensation in the form of an education fund. Female participants reported more negative affect, were less forgiving of, and more supportive of punishing the perpetrator than males regardless of whether an apology or compensation was offered. For both genders, an offer of an apology was associated with greater forgiveness; in contrast, compensation was associated with a decrease in both negative affect and desire for retribution. The perceived importance of the compensation package differed according to the gender of the participant and the offer on the table. When neither an apology nor compensation was offered, the

education fund was rated as equally important by men and women; however, when only an apology was offered, the education fund was rated as less important by men and more important by women. The implications of these findings will be discussed.

C87

NEUROTICISM AND EXTRAVERSION MODERATING THE INTERACTION OF POSITIVE AND NEGATIVE DAILY EVENTS PREDICTING NEGATIVE AFFECT Julie Longua¹, Tracy DeHart¹, Howard Tennen²; ¹Loyola University Chicago, ²University of Connecticut Health Center—Very few studies have examined the interaction of positive and negative daily events predicting affect, and research that has explored this interaction has failed to find evidence of either buffering or dampening effects (e.g., Nezlek & Plesko, 2003). The goal of the current study was to determine whether neuroticism or extraversion moderated the buffering and dampening effects. A 30-day diary methodology on 505 college students examined whether neuroticism or extraversion moderated the interaction between positive daily events and negative daily events on both positive and negative daily affect. Multilevel analyses conducted using PROC MIXED within SAS revealed that there was a significant interaction among neuroticism, positive events, and negative events predicting negative affect. Specifically, for individuals low in neuroticism positive daily events buffered the effect of negative daily events on negative affect. This buffering effect was not found for individuals high in neuroticism. In addition, we also found a significant interaction among extraversion, positive events, and negative events predicting negative affect. For individuals high in extraversion, positive daily events also buffered the effect of negative daily events on negative affect. This buffering effect was not found for individuals low in extraversion. We found no evidence of negative events dampening the impact of positive events on positive affect differentially for people high versus low in neuroticism or extraversion. The current study advances our understanding of how neuroticism and extraversion influence within person associations among daily positive and negative events predicting daily negative affect.

C88

WEAK SOCIAL IDENTIFICATION PREDICTS ALIENATION, LESS COLLECTIVE ACTION, AND HOPELESSNESS FOR YOUNG LEBANESE ADULTS Nassim Tabri¹, Michael Conway¹; ¹Concordia University—This study concerned social identity, alienation, involvement in collective action, and feelings of hopelessness for young adults living in a country with severe intergroup conflict (i.e., Lebanon). Participants were students (N = 632) recruited from four universities, who belonged to the various groups. In 2007, they completed self-report measures of the above mentioned constructs that were created for the present study. The two social identity scales included affective (e.g., attachment) and evaluative (e.g., pride) aspects of identity (Ellemers et al., 1999). Alienation included powerlessness, isolation, and cultural estrangement. Collective action included reports of group-level action (e.g., public demonstrations). Hopelessness was for oneself, one's group, and one's country. Our expectations were that weak identification with one's group and weak identification with Lebanon would predict feelings of alienation, which in turn would lead to more hopelessness and less collective action to support one's group. All the scales were reliable. Structural equation modeling was conducted with the two identity variables as predictors, alienation as a mediator variable, and collective action and hopelessness as dependent variables. Compared to alternative models, this model provided an excellent fit ($\chi^2(3) = 3.43, p = .33, CFI = 1$, and $RMSEA = .02$). Across the different groups, individuals who identified less with their group ($\beta = -.52$) or with Lebanon ($\beta = -.12$) were likely to report feeling more alienated, and these feelings of alienation predicted less collective action ($\beta = -.10$) and more hopelessness ($\beta = .35$). All β s, $p < .05$.

C89

THE EFFECTS OF METAPHORS ON IMPRESSION FORMATION Randall A. Renstrom¹, Nathaniel D. Krundick¹, Victor C. Ottati¹; ¹Loyola University Chicago—Previous impression formation research confirms that literal trait (e.g., "hostile") and stereotype (e.g., "African-American") expectancies can influence a perceiver's interpretation of ambiguous behaviors performed by a target person. In some cases, however, perceivers may possess a metaphorical expectancy regarding a target person (e.g., "My boss is a baby"). The present research demonstrates that metaphorical expectancies of this nature can produce analogous effects on the interpretation of ambiguous behavior. Participants received a behavioral passage about a person named Donald that was ambiguous with regard to hostility. The passage also included a metaphor which described Donald. The metaphor either implied hostility ("Donald is a pit-bull", "Donald is a Nazi") or was neutral ("Donald is a bird"). The serial position of the metaphor was also manipulated, with the metaphor either coming at the beginning or at end of the passage. Participants then rated Donald and his behaviors along a series of trait dimensions. Results showed that participants rated Donald's behaviors to be significantly more hostile when the metaphor implied hostility and when it came before the ambiguous paragraph rather than after ($B = -0.570, p = 0.04$), suggesting that metaphors act as an expectancy or frame that guides the processing and interpretation of subsequently presented information.

C90

HAVING FUN VS. CAPITALIZING: DIFFERENTIAL INTERPERSONAL BENEFITS OF POSITIVE INTERACTIONS Shannon M. Smith¹, Harry T. Reis¹; ¹University of Rochester—Previous research has shown that capitalizing on a positive experience by telling another who responds with enthusiasm leads to increased relationship satisfaction (Gable, Reis, Impett, & Asher, 2004). Likewise, engaging in novel and arousing activities with another is associated with relational well-being. Fraley and Aron (2004) found that strangers who participated in a humorous vs. a non-humorous interaction experienced greater closeness. Further, couples who engaged in a fun and exciting activity reported more increases in relationship quality than couples who took part in a mundane task (Aron et al, 2000). While capitalization and fun activities both have beneficial relationship effects, the two processes appear qualitatively distinct, and may have different effects on relational intimacy. We predicted that while capitalization and fun activities would both contribute to liking for an interaction partner, capitalization would be more strongly associated with indicators of interpersonal intimacy. Participants interacted with a female confederate in one of three randomly assigned conditions: capitalization, fun interaction, or control. In the two experimental conditions, participants felt closer to and liked the confederate significantly more than those in the control condition, though the capitalization and fun conditions did not differ. However, capitalization participants felt the confederate was more responsive to their needs, and reported more trust in the confederate and greater willingness to disclose personal details to the confederate than fun condition participants. Results were generally maintained one week later. These findings suggest that the quality of positive interpersonal interactions has implications for relationship intimacy.

C91

WHEN PARTNERS CHEAT: USING INTERDEPENDENCE THEORY TO PREDICT INFIDELITY Natalya Maisel¹, David A. Frederick¹, Proud Usahacharoenporn¹, Sena A. Holbert¹, Janet Lever²; ¹University of California, Los Angeles, ²California State University, Los Angeles—Understanding the predictors of infidelity is crucial because infidelity is the leading cause of divorce in the United States (see Hall & Fincham, 2006). In this study, we focused on predictors from Interdependence Theory and from Rusbult's Investment Model (e.g., Rusbult, Martz, & Agnew, 1998), which proposes that three components promote

commitment to one's relationship: how satisfied one is with the relationship (Relationship Satisfaction), the quality of potential alternative partners (Quality of Alternatives), and how much one has invested in the relationship (Personal Investments). Further, we examined whether sexual satisfaction (Sexual Satisfaction) and perceptions of how one's current relationship compares to one's past relationships (Comparison Level) influence commitment. Unlike past research examining these factors in small community or college samples, we tested the association of these constructs to actual infidelity in an Internet study of over 50,000 visitors to MSNBC.com. This enabled us to examine the usefulness of these constructs in dating, cohabiting, and married participants, and to test whether the factors promoting fidelity varied according to relationship length and sexual orientation. As predicted, individuals who reported less relationship and sexual satisfaction, higher quality alternatives, higher comparison levels, and fewer personal investments were more likely to report infidelity, supporting the usefulness of these constructs. Interestingly, quality of alternatives was the strongest predictor of infidelity for lesbian, bisexual, and heterosexual women as well as heterosexual and bisexual men. In contrast, the strongest predictors for gay men were relationship and sexual satisfaction, suggesting different factors may promote commitment for gay men.

C92

STATUS-BASED ASYMMETRIES IN THE RELATIONSHIP BETWEEN NEED FOR CLOSURE AND INGROUP FAVORITISM

Emily Fisher¹, Christopher Federico¹; ¹University of Minnesota – Individual differences in the Need for Closure (NFC; Webster & Kruglanski, 1994) are known to predict differences in ingroup favoritism. Specifically, those high in NFC are more likely to favor the ingroup and evaluate it more positively than others. This study extends this research by examining the hypothesis that NFC will result in affective favoritism for the ingroup only when such favoritism is made evaluatively "plausible" by the belief that others in general perceive a status difference between the ingroup and outgroup. On this basis, it was predicted that a perceived imputation of higher status to the ingroup by others would moderate the relationship between NFC and outgroup hostility, such that NFC would be more strongly related to hostility toward outgroups among participants who believe that others see the status gap in favor of the ingroup as larger. In a survey study, 160 participants completed the NFC scale, rated the social statuses of various racial groups as most people see them, and indicated their attitudes about the racial groups through trait ratings. As predicted, there was a significant interaction between imputed status differences and NFC. When imputed status differences between the ingroup and outgroups were low, NFC was only moderately associated with differences in the trait ratings. However, when imputed status differences between the ingroup and outgroups were high, higher NFC levels were much more strongly associated with larger differences between the group ratings. Implications of these results will be discussed.

C93

KILLING THE PAIN: PAIN THRESHOLD AS BOTH A PREDICTOR OF AND BUFFER AGAINST REACTIVITY TO MORTALITY SALIENCE

Geoff MacDonald¹; ¹University of Toronto – Imagined pain has been used as a control condition in terror management studies, but little research has examined the association between perceptions of experienced pain and mortality salience. In 3 studies, measures of pain threshold (time taken to report first pain sensation) and tolerance (time to discontinuation of the painful stimulus) were taken before and after a mortality salience manipulation. These were followed by evaluations of criminal acts. Across studies, participants with low self-esteem who reported high pain thresholds at baseline responded to mortality salience with higher pain threshold reports and more harsh transgression judgments than controls. Those with high self-esteem who reported high

pain thresholds at baseline reported higher pain thresholds, but not more harsh judgments, in response to mortality salience only when the pain task was challenging. When the pain task was not challenging, these participants reported harsher evaluations of transgressions. Effects were weaker, in opposite directions, and less stable for those with low pain thresholds at baseline. No effects of the manipulation on pain tolerance were found in any study. The results suggest that a) those who report high pain thresholds at baseline are higher in psychological defensiveness, b) mortality salience influences reports of pain but not experienced pain intensity, and c) physical toughness and being tough on crime may be interchangeable buffers against mortality salience. Overall, the research highlights a connection between psychological vulnerability and perceptions of physical vulnerability. The work also raises questions about the degree to which imagined pain can replicate actual painful experience.

C94

THE TIME-COURSE OF JUDGMENT ACCURACY ON THE INTERPERSONAL PERCEPTION TASK

Miles Patterson¹, Mark Tubbs¹, Glenn Carrier¹, Lacie Hodo²; ¹University of Missouri-St. Louis, ²St. Louis University – This study developed a new methodology and instrumentation for measuring the time course of judgment accuracy on the 15 videotaped scenes of the Interpersonal Perception Task (IPT-15). Measuring continuous judgments on the IPT-15 required the integration of a revised IPT format with a computerized system for recording participants' momentary reactions to the stimulus scenes. Response options for all scenes were reduced to two alternatives, designated as "left" or "right" on a dial mechanism (a potentiometer) spanning a scale from 0 to 10. Thus participants could reflect their relative judgments as soon as each scene started by turning the dial from a neutral point of 5 either to the right (with 0 at one end of the dial) or to the left (with 10 at the other end of the dial). In this way, participants could register their relative judgments on a 0-10 scale and accuracy could be measured by the deviation from the neutral point of 5. Potentiometer readings were averaged over each 5-second interval across the scenes and stored in a computer file. The results showed that on 8 of the 15 scenes, accuracy was significantly greater than chance in 25 seconds or less, and on 5 of the scenes, accuracy was significantly greater than chance in 10 seconds or less. Thus, the present study demonstrated the utility of a new system for measuring the time course of social judgments and found additional evidence for how quickly people form accurate judgments from "thin slices" of behavior.

C95

HOW THE STATUS OF MINORITIES WITHIN ORGANIZATIONS SHAPES PREFERENCES FOR ORGANIZATIONAL DIVERSITY

Miguel Unzueta¹, Kevin Binning¹, Matthew Alcalá¹; ¹University of California, Los Angeles – We propose that support for policies that promote racial diversity is partly driven by the distribution of racial minority employees across the various levels of the organizational hierarchy. With raw numbers of minorities held constant, we predicted that an organization with a greater concentration of minorities in low status jobs would be perceived as being less diverse than an organization with a greater concentration of minorities in high status jobs. Moreover, on the basis of research on group-interest, which suggests that individuals foster attitudes that favor groups to which they belong, we hypothesized that Whites would be particularly likely to oppose diversity policies for organizations with diversity in the upper levels of the organizational hierarchy. Conversely, minorities should be particularly supportive of diversity policies for organizations with diversity in the lower levels of the organizational hierarchy. 246 college students were randomly assigned to evaluate an organization in terms of its fairness towards minorities and need for diversity policies. The information about the organizations was held constant except for the distribution of diversity in low, middle, and high status jobs. Consistent with our hypotheses, Whites were significantly more opposed to efforts to further diversify

than were minorities, but this was particularly true when diversity was present in high status jobs. Moreover, perceived fairness towards minorities mediated this Ethnicity (White vs. Non-White) \times Structural Diversity (low vs. middle vs. high) interaction on support for diversity. Implications for an increasingly diverse American society are discussed.

C96

INVESTIGATING THE ROLE OF FRIENDS IN THE SELF-PRESENTATION STRATEGIES OF THE SOCIALLY ANXIOUS Ellen J. Glenn¹, Beth A. Pontari²; ¹Northwestern University, ²Furman University – Socially anxious people desire to leave a positive impression on others, but doubt their ability to do so (e.g., Schlenker & Leary, 1982). This apprehension results in using protective but ineffective self-presentation strategies. However, having friends present during social interaction leads to better social performance for socially anxious people (Pontari, 2006). We examined if friends' presence encourages socially anxious people to demonstrate the more assertive self-presentation strategies of self-promotion and self-disclosure. With a friend present or not, socially and nonsocially anxious participants (N = 61) completed written information to be shown to a supposed interaction partner before meeting face-to-face. To assess self-promotion, participants described themselves to their partner on personal traits (e.g., reserved, confident). To measure self-disclosure, participants selected five topics (out of fourteen) that were not at all, somewhat, or very self-disclosing to discuss in their face-to-face meeting. We hypothesized that socially anxious participants with a friend present versus not present would demonstrate more self-promotion and self-disclosure but that friends' presence would not affect nonsocially anxious participants' self-presentation. Analyses revealed that both socially and nonsocially anxious participants engaged in more self-promotion with friends present versus not present, partially supporting the hypothesis. For self-disclosure, analyses revealed that more socially anxious participants with friends present (93.33%) versus not present (46.67%) selected the most self-disclosing topics to discuss, but friends' presence did not affect topic selection of nonsocially anxious participants. These findings suggest that friends may help socially anxious people by promoting the use of more effective strategies to navigate social life.

C97

FORGIVING YOU MAKES US HAPPY: THE ROLE OF CONSTRUCTIVE COMMUNICATION AND SELF-DISCLOSURE IN THE LINK BETWEEN FORGIVENESS, INTIMACY, AND RELATIONSHIP SATISFACTION. Colin Perrier¹, Nancy DeCourville¹, Stanley Sadava¹; ¹Brock University – Empirical research on forgiveness in romantic relationships has been limited, particularly with respect to including both romantic partners. The current study expands on the work of Fincham and Beach (2002) to examine communication pathways (i.e., role of constructive communication and self-disclosure) between forgiveness, intimacy, and relationship satisfaction. A community sample of 206 heterosexual couples (M length of relationship = 6.8 years, SD = 8.5 years; 33% married, 7.3% engaged) completed a web-based survey assessing trait forgiveness, communication patterns, self-disclosure, different facets of intimacy, and relationship satisfaction. Structural equation modelling was used to test the proposition that level of trait forgiveness in one partner is associated with higher levels of constructive communication and self-disclosure by both partners, which are, in turn, associated with higher levels of intimacy and relationship satisfaction. Alternative models were also tested. Hypothesized pathways were significant, indicating individual and partner effects. Significant sex differences also emerged. Results are discussed with emphasis on the importance of forgiveness in facilitating communication and intimacy in romantic relationships. Future directions for dyadic examinations of forgiveness and implications for marital therapy are also considered.

C98

HOW CULTURE MODERATES THE RELATIONSHIP BETWEEN SELF AND OTHER JUDGMENTS OF WARMTH AND COMPETENCE Abigail Hazlett¹, Amy J.C. Cuddy¹; ¹Northwestern University – The centrality of warmth and competence is well-documented in research on perception of others (Cuddy, Fiske, & Glick, 2007) and the self (Wojciszke & Abele, in press). The present research simultaneously considers both, examining the effect of social context on people's preferences to be seen as competent or warm. In two cross-cultural studies (conducted in S. Korea and the U.S.), participants chose how they would prefer to be seen – as competent or as warm – by a variety of others (e.g., family, co-workers, other nations), then rated those same others on competence and warmth. Results from both studies supported our hypotheses. First, we found a pan-cultural tendency to match preferences for how the self should be seen to how the other is seen. That is, participants in both cultures generally wanted to be judged as competent by others whom they judged as competent, and as warm by others whom they judged as warm. However, this relationship was moderated by core cultural values, such that people in the more interdependent culture, S. Korea, perceived ingroup members (e.g., family) as warm, but preferred to be seen by them as competent, in order to be a valuable group member. People in the more independent culture, the U.S., did not reveal a special pattern for ingroup members, preferring to both see them and be seen by them as warm. Our findings suggest that self and other judgments on these two central trait dimensions are indeed related and that core cultural values moderate this relationship.

C99

INTUITIVE DUALISM: A BIAS IN REASONING ABOUT THE MIND AND BRAIN Caroline Proctor¹, Woo-kyoung Ahn¹, Paul Bloom¹; ¹Yale University – Modern neuroscience tells us that the brain is the source of all mental life. Yet it has been proposed that it is a natural (Pinker, 2004) and perhaps innate (Bloom, 2004) human bias to think of the mind as Descartes did, as a distinct and independent entity from the brain. We report an experimental test for such a bias towards mind-brain dualism by probing intuitions about whether mental phenomena can affect the brain and vice versa. Thirty-two students and 56 internet users read about characters who were cured of a mental disorder by either taking medication or undergoing psychotherapy. Participants were asked to what degree they thought the cure had affected the character's mind, his brain, his thoughts, and his neural activity. A significant interaction in effectiveness ratings yielded a pattern consistent with intuitive dualism: participants assumed that a medication cure did not affect the mind as much as it did the brain. Conversely, they thought a cure through therapy did not affect the brain as much as it did the mind. In a second task, participants selected which one of three positions best represented their explicit beliefs about the mind-brain relationship. Although 73% of participants endorsed a materialist brain-dependent view of the mind, the dualist bias held regardless of responses on this task. These results are suggestive of a strong folk intuition that the mind and brain are separate entities, both of which can influence behavior. Different modes might have different consequences for judgments of blame and responsibility.

C100

THE ROLE OF PASSION IN THE COACH-ATHLETE RELATIONSHIP Marc-André K. Lafrenière¹, Sophia Jowett², Eric G. Donahue¹, Robert J. Vallerand¹; ¹Université du Québec à Montréal, Research Laboratory on Social Behavior, ²Loughborough University, School of Sport & Exercise Sciences – Vallerand et al. (2003) developed a dualistic model of passion wherein two types of passion are proposed: obsessive (OP) and harmonious (HP) passion that predict adaptive and maladaptive outcomes, respectively. Past research has shown that HP (but not OP) is positively associated with high quality relationships within the passionate activity (Philippe, Vallerand, & Houliort, 2007). In the present research, we were interested

in understanding the role of passion in the coach-athlete relationship. We hypothesized that only HP would facilitate the quality of the coach-athlete relationship. In Study 1 ($n = 157$ athletes), using partial correlations (controlling for the other type of passion), HP was positively correlated with all subscales (closeness, commitment, complementarity) of the Coach-Athlete Relationship Questionnaire (CART-Q; Jowett & Ntoumanis, 2004), while OP was only positively correlated with commitment. In Study 2, coaches ($n = 106$) completed the Passion Scale, the Interpersonal Relationship Quality Scale toward their players (Senécal, Vallerand, & Vallières, 1992), the short PANAS scale (Watson, Clark, & Tellegen, 1988), the Life Satisfaction Scale (Diener et al., 1985) and measures of situational positive emotions (high-activation and low-activation) while coaching. Using structural equation modeling analysis, we demonstrated that both HP and OP led to high-activation positive emotions. Moreover, only HP positively predicted low-activation positive emotions which were conducive to high quality relationships. Furthermore, the quality of the relationships significantly predicted higher subjective well-being. Future research directions are proposed.

C101

WHEN WINNING IS EVERYTHING: ON PASSION AND AGGRESSION IN SPORT

Eric G. Donahue¹, Blanka Rip¹, Robert J. Vallerand¹; ¹Université du Québec à Montréal – Passion is defined as a strong inclination toward an activity that people like, that they find important, that they invest time and energy, and in which the activity has been internalized in their identity. Recent theory and research (Vallerand et al., 2003) have supported the existence of two types of passion for activities, a harmonious and obsessive passion which have been found to be related to different affective, behavioral, cognitive, and interpersonal consequences. The present research reports two studies, which examine the interplay between passion and aggressive behavior in sports. In both studies, it was hypothesized that players who are obsessively-passionate about basketball should report higher levels of aggressive behaviors than harmoniously-passionate players. In Study 1, results demonstrated that athletes with an obsessive passion for basketball scored higher on the reactive aggression scale (Bredemeier, 1975) than athletes with a harmonious passion. In Study 2, we looked at the role of identity self-threat as a moderator of the effects found in Study 1. Because the passionate activity is more relevant to identity for obsessively-passionate players, it was predicted that when they have the opportunity to display aggression, they should display higher levels of aggressive behavior under self-threat than harmoniously-passionate players. However, no differences were expected between obsessively and harmoniously-passionate players in the self-affirmation condition, because self-affirmation reduces identity threat (Steele, 1988). These hypotheses were supported in Study 2. Overall, these findings suggest that identity processes are important in understanding the link between passion and aggressive behavior.

C102

STATUS AND PRONOUNS: A META-ANALYSIS

Ewa Kacwicz¹, James Pennebaker¹, Ethan Burriss¹; ¹University of Texas – Nonverbal behavior has been the focus of most research on status. However, very few studies have examined verbal differences in the ways in which people of lower and higher status communicate, including differences in linguistic style. Multiple studies within our lab suggest that those in a higher position of power use pronouns differently than those with less power. A meta-analysis was run on four studies to determine the strength of our findings. Status manipulations were only effective for study one, thus, for study two and three, we correlated perceptions of status with pronouns. Study four was a natural study, which consisted of e-mails from higher and lower status people. Findings provide strong evidence that people of higher status use fewer first-person singular pronouns ($d = .95$). In addition, there was a medium effect size ($d = .44$) for use of first-person singular plural. Higher status people used more “we”

relative to lower status people. None of the other pronouns differed based on status. As indicated by the use of first-person singular pronouns, lower status people are more self-focused and more concerned with the impression they are making on higher status people. “We”, on the other hand, is slightly more complicated. The word can be used as a distant royal “we” or a close, connective “we”. Because most of these studies dealt with individuals working together we hypothesize it is the latter “we”. A persons' relative status can be powerfully observed in their use of pronouns.

C103

SOCIAL COMPARISON AS A SELF-REGULATORY MEASURING STICK: THE ROLE OF COMPARISON DIRECTION AND SELF-CONSTRUAL

Kevin P. McIntyre¹, Donna Eisenstadt²; ¹Boston College, ²John Jay College of Criminal Justice – Social comparison is an important source of self-relevant information and, as such, has been implicated in a wide variety of self-related processes (e.g., self-evaluation, self-enhancement). In the current study, we examine the effects of social comparison on self-regulation. We suggest that social comparison functions as a self-regulatory measuring stick by prompting assessments of one's match to self-standards for the comparison domain, resulting in changes in the magnitude of perceived self-discrepancies. Specifically, we hypothesize that social comparison results in discrepancy enlargement or reduction depending on the direction of comparison (upward vs. downward) and self-construal (i.e., contrast vs. assimilation). To test this, 120 undergraduates completed an intelligence test and received feedback about their performance and that of an ostensible partner, whose score was either higher (upward comparison) or lower (downward comparison) than that of the participants. In addition, after completing the test, but prior to receiving feedback, participants were primed with either an independent (inducing contrast) or an interdependent (inducing assimilation) self-construal. Participants then rated self-discrepancies for traits related and unrelated to the comparison domain. In support of our hypotheses, a significant interaction emerged in which participants in the upward contrast and downward assimilation conditions reported larger self-discrepancies than participants in the upward assimilation and downward contrast conditions. In addition, this pattern of results emerged only for traits within the comparison domain, consistent with the notion that the self-regulatory function of social comparison is domain specific.

C104

BUFFERING EFFECTS OF TRUST ON ATTACHMENT INSECURITY

Yanna J. Weisberg¹, John S. Kim¹, M. Minda Oriña¹, Jeffrey A. Simpson¹; ¹University of Minnesota – Adult attachment orientations strongly predict how individuals react during interactions with their romantic partners. Highly anxious individuals, who worry about the permanence of their romantic relationships and are hypervigilant to cues that their partner might leave them, are especially adversely affected by negative interactions with their partners. These destructive tendencies can lead highly anxious persons to view single, isolated events in their relationships as diagnostic of the entire relationship, exacerbating their worries. One defining feature of attachment security is trust. Highly anxious individuals tend to be uncertain about whether they can truly trust their partners in times of need. This uncertainty is likely to increase their vigilant search for relationship diagnostic information. In our study, a large sample of married couples individually completed a battery of relationship questionnaires and then engaged in a 10-minute videotaped problem-solving interaction with their spouses. Highly anxious individuals reported significant decreases in perceived closeness measured both before and immediately after the interaction. Importantly, however, this result was moderated by interpersonal trust, such that having greater trust in one's current partner buffered the negative effects of being highly anxious. That is, individuals who scored higher in attachment anxiety and lower in trust experienced the greatest

decreases in closeness, whereas those who scored higher in both attachment anxiety and interpersonal trust did not experience declines. These results highlight the important buffering role that higher levels of interpersonal trust can have on attachment insecurity. (236 words)

C105

IS BARACK OBAMA AMERICAN ENOUGH TO BE THE NEXT PRESIDENT? THE ROLE OF ETHNICITY AND NATIONAL IDENTITY IN AMERICAN POLITICS *Thierry Devos¹, Debbie Ma², Travis Gaffud¹*; ¹San Diego State University, ²The University of Chicago – Recent research has demonstrated a tenacious propensity to more readily ascribe the American identity to Whites than to ethnic minorities (Devos & Banaji, 2005; Devos & Ma, in press). Interest in this American=White effect is timely given that a front runner in the 2008 presidential election is African American. The goal of the present research was to determine the role of ethnicity and national identity in the construal of political candidates, as well as to identify correlates of the American=White effect. We examined the extent to which Barack Obama was explicitly and implicitly viewed as being more or less American than Tony Blair. Participants self-reported the extent to which they perceived these targets as being American and completed two Implicit Association Tests assessing the strength of association between these targets and the attribute American. Explicitly, Barack Obama was perceived as being more American than Tony Blair. However, an effect in the opposite direction was observed at the implicit level when the targets were categorized based on their ethnic identity (American=White effect), but not when they were categorized based on their personal identity. Political orientation and explicit prejudice towards Blacks were reliably, but weakly, correlated with these effects. Further, the implicit ascription of the American identity to the targets accounted for participants' willingness to vote for them, over and above the effects of political orientation and explicit prejudice. These findings emphasize the role that ethnicity and national identity play in the construal of political candidates and, more broadly, in American politics.

C106

NEUROTICISM PREDICTS LEVEL OF AND DAILY FLUCTUATIONS IN PHYSICAL HEALTH SYMPTOMS IN THE NATIONAL STUDY OF DAILY EXPERIENCES *Heather King¹, David Almeida¹*; ¹The Pennsylvania State University – Previous research has demonstrated that aspects of personality such as neuroticism contribute to mean levels of global and daily health. The present analyses contribute to this literature by assessing linkages between neuroticism and day-to-day fluctuations in daily health symptoms. The sample is comprised of 1265 adults between 33 and 84 years of age who participated in the second wave of the National Study of Daily Experiences (NSDE), a satellite project of MIDUS (Midlife in the United States Study). Respondents completed a baseline questionnaire assessing personality traits as well as eight consecutive daily telephone interviews. Each day respondents indicated if they experienced each of 27 symptoms (e.g., cough, nausea, and headache). The sum of the daily symptoms was aggregated across the eight interviews to create the mean level of symptoms as well as the intra-individual standard deviation (ISD) for each respondent across the study week. Initial analyses revealed substantial intra-individual variation (approximately 40% of the total variation). A series of multiple regressions showed that neuroticism predicted the mean number of physical symptoms reported across study days, as well as day to day fluctuations in daily symptoms (as indexed by the ISD). This effect on ISD remained when controlling for the mean of symptoms. The results suggest there is a need to examine daily fluctuations in self-reported health and point to personality, specifically neuroticism, as an important predictor of this variation. Additional analyses investigate how stability and change in neuroticism over 10 years contribute to intra-individual variation in daily symptom reports.

C107

THE PURSUIT OF HAPPINESS: AN INVESTIGATION OF HAPPINESS IN RELATION TO FORGIVENESS AND PHYSIOLOGICAL FLEXIBILITY IN YOUNG ADULTS *Charlotte Witvliet¹, Nova Hinman¹*; ¹Hope College – This study investigated happiness in sixty-two undergraduate research participants (31 M, 31 F). Their baseline heart rate variability was measured using spectral analysis of R-R intervals collected over a two-minute duration. Participants then completed a survey to measure their level of happiness with their lives right now, trait forgiveness, and responses to a personally painful interpersonal offense in which they self-identified as the victim. Participants' happiness had a significant positive relationship with their current life satisfaction ($r = .56$, $p < .001$) and dispositional forgiving scores ($r = .31$, $p < .05$). Current happiness was also significantly related to how participants had responded to a hurtful real-life interpersonal offense. Greater happiness was associated with lower use of emotional suppression, rumination, grudge-holding, and revenge-seeking (all r s $-.32$ to $-.42$, $ps < .01$). Although unrelated to one's empathy for the offender or one's commitment to or valuing of forgiveness, happiness was significantly related to having experienced a forgiving change of heart for the offender ($r = .29$, $p < .05$). Physiologically, higher happiness was significantly correlated with better vagal tone, as indicated by the High Frequency component of the power spectrum ($r = .29$, $p < .05$), and with lower sympathovagal balance scores ($r = -.41$, $p < .001$). These data show that happiness was associated with more forgiving responses and a stronger parasympathetic nervous system, which has a calming function and aids in the ability to adapt to internal and external stressors.

C108

DO YOU BELIEVE IN ATHEISTS? TRUST AND ANTI-ATHEIST PREJUDICE *Will Gervais¹, Azim Shariff¹, Ara Norenzayan¹*; ¹University of British Columbia – Recent polls (e.g., Edgell, Gerteis, & Hartmann, 2006) have consistently found that atheists are the least liked group in America today, a kind of prejudice that has been rarely explored. This anti-atheist prejudice is surprising because atheists are not a cohesive or a visible minority group. However, if people feel that religion provides a unique and necessary source of morality, then they may dislike those who are not believers primarily because of moral distrust towards them. This suggests a distinct origin for anti-atheist prejudice that sets it apart from ethnic, racial, and gender prejudice. We explored this hypothesis using both explicit and implicit measures in two experiments. Implicit measures relied on the Implicit Association Task (IAT, Greenwald, McGhee, & Schwartz, 1998). We tested whether anti-atheist prejudice is specifically related to distrust, rather than a general impression of unpleasantness. Then we examined whether reading short passages either attacking religious belief or detailing how common atheists actually are would affect distrust for atheists. As predicted, anti-atheist prejudice was driven specifically by distrust. In addition, when participants read a passage attacking religious belief they tended to distrust atheists even more; when participants learned how common atheists are, distrust for atheists decreased. In sum, distrust appears to be an essential component in anti-atheist prejudice, however it is quite malleable.

C109

FORGIVENESS IS HARD: COGNITIVE AND PHYSIOLOGICAL ASSESSMENTS OF REAPPRAISAL, SUPPRESSION, AND RUMINATION RESPONSES TO A REAL-LIFE OFFENSE *Ross Knoll¹, Charlotte Witvliet¹, Nova Hinman¹, Alicia Hofelich², Andrew Jarosz³*; ¹Hope College, ²University of Michigan-Ann Arbor, ³Michigan State University – The present study investigated how cognitive load and physiological reactivity were impacted by offense rumination and two coping strategies. In this experiment sixty-four participants (32 M, 32 F) were asked to identify and ruminate about a real-world offense they previously experienced and to utilize one of two randomly assigned

copying strategies: suppression of negative emotions or reappraisal of their response to that particular offender. Compared to offense rumination, both coping strategies decreased systolic blood pressure and skin conductance levels ($F_s > 4.22$, $p_s < .05$). Several findings suggested that reappraisal may have required significantly greater effort. A significant interaction showed that at the beginning of the study, reappraisal increased heart rate versus offense rumination, suggesting greater cardiovascular demand; but by the end of the study, both reappraisal and suppression decreased heart rate compared to rumination ($F = 4.45$, $p < .05$). Throughout the study, the facial muscles involved in frowning the brow (corrugator supercilii) and narrowing the eyes (orbicularis oculi) increased during reappraisal ($F_s > 4.37$, $p_s < .05$), suggesting that reappraisal may have required increased concentration. Stroop analyses showed that reappraisal decreased accuracy over time on incongruent color-naming trials ($F = 4.70$, $p < .05$), suggesting that reappraisal was associated with greater cognitive load. Overall, findings suggest that reappraisal requires greater effort than suppression, but that with practice, both strategies reduce physiological arousal associated with offense rumination.

C110

THE DEVELOPMENT OF THE SENSITIVITY TO DISGUST MEASURE (SDM): RELIABILITY AND VALIDITY ASSESSMENT

Ellen R. Gordon¹, Rolf Holtz¹; ¹Ball State University – Disgust is a primary emotion in personality and social psychology. However, the current most popular disgust measure has serious psychometric weaknesses (Haidt, McCauley, & Rozin, 1994); and it does not assess moral disgust. These concerns limit the range of phenomena to which this scale can be applied. Our current research develops the reliability and validity coefficients for a new measure: The Sensitivity to Disgust Measure (SDM). Participants ranging in age from 21 to 83 years ($M = 46.03$; $n = 598$) rated the disgustingness of events described by 167 elicitor items. Principal components factor analyses extracted five disgust domains that accounted for 52.66% of the variance: body products, animals, death and body envelope violations, sex, and moral transgressions. The alpha coefficient for the total scale is .90; the subscale coefficients range from .78 to .87. These reliability coefficients represent a substantial improvement over the Haidt et al. (1994) measure for which subscale reliability coefficients range from .40 to .58. Interestingly, low correlations between the SDM moral subscale and the other four SDM subscales evidence the relatively orthogonal nature of moral disgust (correlations from .07 to .32). Criterion-related validity was assessed by correlating the SDM scores with participant scores from the Haidt et al. (1994) measure ($r = .70$, $p < .001$), the Contamination Subscale of the Padua Inventory ($r = .36$, $p < .001$), and The Big Five Neuroticism scale ($r = .12$, $p < .05$), and Openness to New Experiences scale ($r = -.17$, $p < .001$).

C111

MIMICKING WHAT IS DONE OR WHAT IS MEANT? UNDERSTANDING THE MECHANISMS OF MIMICRY

Betsy App¹, Tara Van Bommel¹, Daniel N. McIntosh¹, Catherine L. Reed², Eric J. Moody¹; ¹University of Denver, ²Claremont McKenna College – Emotional mimicry—quick and spontaneous matching of another's expressions—is a well documented phenomenon, but its underlying causes are not established. One possibility is that mimicry occurs only through direct mirroring, or exact visual matching of a stimulus. A second possible mechanism is that observers mimic another's expression due to conceptual matching, that is, because observing the other's expression causes a matching emotion in the observer that is then expressed. This study tested whether conceptual matching occurs by determining whether viewing an emotional facial expression causes facial mimicry alone (direct mirroring) or also causes expressions matching the emotion in unobserved, non-facial regions (conceptual matching). Forty-six participants viewed angry and frightened faces while electromyographic (EMG) sensors measured muscle activity causing four actions: knitted brows (related to anger),

raised eyebrows (fear), fist making (anger), and defensively raising hands at the wrist to face palms outward (fear). Replicating past work, participants' faces mimicked both angry and fearful facial expressions ($p < .001$). Consistent with conceptual matching, participants' arm muscles demonstrated fist-making activity when observing angry faces and hand raising when observing fearful faces ($p = .06$). Results suggest that mimicry is not merely an exact visual mirroring response but also involves conceptual affective processes. Because the occurrence of the directly mirrored facial expressions was more rapid (<1500 ms after stimulus onset) than the conceptually matched movements (beginning around 1500 ms), sources of mimicry may be distinguishable through time course analyses. Results have implications for understanding rapidly occurring socio-emotional processes.

C112

IT'S HOW YOU SAID IT: DIFFERENCES IN HOW MEN AND WOMEN SPEAK AND ARE EVALUATED

Alexandra Suppes¹, Robert M. Krauss¹, Niall Bolger¹; ¹Columbia University – What role does voice play in impression formation and do listeners have different expectations about male and female voices? Vocal pitch is a feature of voice that is known to be highly sexually dimorphic. In this research we explore the acoustic differences between how male and female talkers use pitch while making political arguments, and we go on to show how features of vocal pitch are differentially used to evaluate the quality of political arguments made by men and women. Aside from the differences in average speaking pitch, in study 1 we have found that women's pitch tends to vary more, that they use a greater range of pitch and that their distribution of pitch used is bimodal, compared to men whose pitch is normally distributed. In study 2 we found that the same features of vocal pitch are used differentially to evaluate male and female talkers. Specifically, we found that greater pitch variability predicted higher evaluation scores for men, but that for women, less pitch variability predicted higher evaluations scores. We present correlational evidence that women, more than men, may use their voice in a way that reflects social norms about how members of their gender should speak, but that, in the context of political arguments, gender incongruent vocal behavior may be preferred for members of both genders.

C113

THE ROLE OF CONTEXT IN INDIVIDUALS' PREFERENCES FOR PROCEDURAL JUSTICE

N. J. Schweitzer¹, Michael J. Saks¹, Ian Tingen¹, David Lovis-McMahon¹; ¹Arizona State University – Procedural justice theory generally asserts that individuals are quite sensitive to procedures, independent of outcomes. A growing body of research, however, demonstrates that in many situations, individuals will condone or even promote the violation of rules and the abandonment of procedures in order to bring about a desired outcome. Extending this previous work, we presented participants with three scenarios that varied in their societal importance: a baseball game, a high-school final exam, and a courtroom trial. Within each scenario, the protagonist was faced with the decision to violate a rule in order to bring about a just outcome, or to follow the rule and allow the unjust outcome to occur. We manipulated the protagonist's decision, such that half of the scenarios involved following the rule to its unjust result, and the other half involved breaking the rule to produce a just result. Among other questions, we asked participants to rate the appropriateness of the protagonist's actions. A clear difference in the participants' judgments emerged: When the context was of low societal importance (i.e., baseball game), participants strongly favored rule adherence; however, when the context was of high importance (i.e., courtroom), the participants favored just outcomes even if achieving them meant violating rules and laws. Participants were split when the context was of moderate importance.

C114

POLICY SETTING BY CONSENSUS VS. SECRET BALLOT: THE "HOME FOR DINNER" SIMULATION Paul Schaffner¹; ¹Bowdoin College – Group decision making by consensus may enhance both decision outcomes (better choices) and group processes (e.g., cohesion). However, given a complex, repeated task with outcome feedback that enables learning over decision cycles, a decision method that captures and publicizes the diversity of members' private opinions may yield better performance. Secret ballot voting can provide such information. In groups of five or individually, 145 undergraduates acted as the board of directors of a simulated non-profit agency providing meals to shutins. Their charge was to reverse deteriorating agency performance trends. Quarterly for six to nine simulated quarters, boards set values for five policy variables. Twelve groups each chose policies by consensus or secret ballot voting. Twelve nominal groups were created from the choices of 27 people who performed the task individually; nominal group policies followed the same decision rule (median value wins) used in voting groups. Each board received agency performance feedback at the close of each quarter. In all three conditions, agency performance gradually improved but varied considerably across groups and agency goals. Consensus groups outperformed voting and post-hoc groups during early decision cycles, but voting groups outperformed consensus and post-hoc groups during later cycles. Consensus participants reported they chose the best policies more often than did voting participants. Voting participants reported they less often changed personal policy preferences or supported policies they believed were suboptimal. Results are interpreted in relation to research on social decision schemes and social influence in groups.

C115

THE PROPENSITY EFFECT IN NARRATIVES: WHEN THE FUTURE SEEMS MORE INEVITABLE THAN THE PAST. Florian Fessel¹, Neal Roesel¹, Justin Kruger²; ¹University of Illinois at Urbana-Champaign, ²New York University – Research on the hindsight bias has demonstrated that people, once the outcome of a particular event is known, routinely overestimate how predictable the outcome was in foresight. Roesel et al. (2006), however, discovered the so-called propensity effect in which people become hyperconfident regarding one particular event outcome when assigning event probabilities in foresight. The propensity effect occurred in conditions with moving stimuli (video animations) but not with static ones (diagrams), leading the authors to hypothesize that an intuitive understanding of physics underlies the phenomenon. The current study investigated whether the propensity effect might also occur in traditional hindsight bias paradigms involving written scenarios, and whether the narrative flow of the presented material moderates the occurrence of the effect in such paradigms. Seventy-six participants read about events that occurred during a fictitious primary election campaign between two politicians for an open seat in the Idaho State Senate. Half of the participants learned about the outcome of the election but were asked to disregard what they knew about the election results (hindsight condition), while half of the participants had to estimate how the election would end (foresight condition). Crossed orthogonally, half of the participants saw the events in chronological order (high narrative flow condition), while half of the participants saw the election events out of order (low narrative flow condition). The propensity effect occurred in the high (but not low) narrative flow foresight condition, such that likelihood judgments of the actual outcome exceeded both high and low narrative flow hindsight judgments.

C116

OPTIMIZING THE RELIABILITY OF THE DOT PROBE TASK AS A MEASURE OF ATTENTIONAL BIAS: A TIME-COURSE ANALYSIS Kurt Peters¹, Bertram Gawronski¹, Roland Deutsch²; ¹University of Western Ontario, ²University of Würzburg – The dot probe task is often used as a measure of attentional bias toward negative stimuli in social cognitive research. Recent evidence suggests, however, that the dot probe task tends to be highly unreliable (e.g., Schmukle, 2005). In the present research, a time-course analysis of effect sizes and internal consistencies of the dot probe task was conducted to provide a clearer picture of variation in the task's reliability as a function of response cutoffs. An evaluative learning paradigm was used to create valenced target faces for use in the dot probe task. Analyses of attentional bias toward these targets in the dot probe task revealed that internal consistency peaked with response cutoffs around 400-600 ms; in addition, the a priori prediction that negative targets should attract more attention than positive targets was more strongly supported in this range. By contrast, internal consistency and effect sizes of attentional bias were close to zero for typically employed response cutoffs around 1000-2000 ms. The present findings suggest that the commonly used response cutoffs are suboptimal for a reliable measurement of attentional biases. Using shorter response cutoffs may increase the reliability of the dot probe task as a measurement tool of attentional biases in social cognitive research.

C117

THE EFFECTS OF SMILING ON PERCEIVED WARMTH AND COMPETENCE Tay Hack¹, Donal Carlston¹; ¹Purdue University – Previous research suggests that people evaluate others on two primary dimensions - warmth and competence - and that judgments along these two dimensions vary in response to a target's social group. Because facial expression often affects the perceptions of others, the present study investigated how smiling influences the perceived warmth and competence of members of different social groups. We additionally were interested in whether people's own judgments would differ from those they believe others would make. Participants rated color photos of faces varying in race, age, and gender on traits relating to warmth and competence. Some participants rated smiling faces and other participants rated the same faces with neutral expressions. Some rated their own perceptions, and some guessed how they thought others would rate the faces. Results indicated that African-Americans faces were judged to be more warm than competent, but that White faces were judged to be more competent than warm. Although facial expression did not moderate these effects, facial expression did interact with age and gender. That is, when older persons and females were not smiling, they suffered a substantial decrease in ratings of warmth. Smiling males, on the other hand, were perceived to be least competent. Self-other perspective did not moderate these findings. Results from this study suggest that cues used to infer traits of warmth and competence are a joint function of a target's facial expression and group membership. Such results have important implications in domains ranging from impression formation to intergroup processes.

C118

COMING OUT AND PASSING: DISABILITY IDENTITY MANAGEMENT IN HIGHER EDUCATION Bridget Hilarides¹, Kathryn Oleson¹; ¹Reed College – Students with disabilities generally score lower on measures assessing academic self-concept and self-efficacy than their peers without disabilities. However, qualitative accounts of the experiences of students with disabilities suggest that identity management strategies may yield positive outcomes, offering a source for reducing maladaptive responses and self-conceptions. In the current study, we extend past research by quantitatively measuring the relationships between disability status, identity management strategies, and academic self-variables. A sample of 89 college students (44 students with disabilities, 45 students without disabilities) completed measures

assessing academic self-variables (e.g., academic self-concept, self-efficacy for learning, self-doubt about abilities). Students with disabilities completed an additional disability identity management measure (e.g., disclosure of disability-related information, disability effects, perceived discrimination). We found that students with disabilities scored lower on measures of academic self-concept and academic self-efficacy than their peers without disabilities. Students with disabilities also reported a tendency toward experiencing more anxiety and having more self-doubt about their abilities. Results indicate that disclosure as a disability identity management strategy is importantly related to these academic variables, as well as to the perceived effects of the disability experience. Specifically, higher rates of disclosure to peers and professors at school were correlated with lower rates of self-doubt about ability, concern for performance, and anxiety. Furthermore, disclosure predicted higher perceptions of disability positive effects and lower perceptions of negative effects. These results suggest that identity management deserves more attention as a strategy for improving the academic experiences of students with disabilities.

C119

PERCEIVERS' CONFIDENCE IN AUTOMATIC INFERENCES OF GOALS AND TRAITS Kristin Stecher¹, Jason Plaks²; ¹University of Washington, ²University of Toronto – When perceivers view behaviors, they make spontaneous inferences not only about the traits of actors but also about their goals (Hassin, Aarts & Ferguson, 2005). However, do people fluidly process both goals and traits or is it difficult to switch frames? In our study of 71 participants at the University of Washington, we demonstrated that perceivers make simultaneous spontaneous goal and trait inferences. Confidence ratings provide additional support for the automaticity of these inferences. Participants were given a traditional false recognition paradigm to assess spontaneous inferences. Behaviors presented in Phase I cued traits or goals. In Phase II, participants were presented again with photos of the actors and asked to recall goal or trait cues as correctly or incorrectly paired with the actor. Error rates were assessed. Our overall 2 (Inference Type) × 4 (Cue Condition) within participant ANOVA was significant $F(1,58)=24.68, p<0.001$. When we looked at specific pairwise differences between means, Tukey's HSD procedure revealed that participants made spontaneous inferences for traits and goals simultaneously ($p<0.001$). In order to assess automaticity using a subjective measure, participants completed a confidence rating after each recognition task. When we entered confidence as a predictor in our ANOVA, there was no main effect suggesting that participants are unaware that they are making more errors in the "spontaneous inference" conditions. These findings demonstrate that perceivers make inferences about goals and traits simultaneously and that this process is automatic.

C120

AFFECT, COGNITION, AND CULTURE: HOW MOOD ACTS ON CULTURALLY DOMINANT THINKING STYLES Minkyung Koo¹, Gerald Clore¹, Jongmin Kim², Incheol Choi²; ¹University of Virginia, ²Seoul National University – The present research examined the effect of mood on cognitive processes among European Americans and East Asians. According to the affect-as-information hypothesis (Clore et al., 2001), positive and negative affect works as "go" and "stop" signals, respectively, for using accessible knowledge and dominant responses. It suggests that people in happy (vs. sad) moods would rely more heavily on a thinking style that is dominant in their culture -- analytic thinking for Westerners, holistic thinking for East Asians (Nisbett, Peng, Choi, & Norenzayan, 2001). However, a competing hypothesis suggests that affect and culture exert independent effects on cognitive processes. It has been found that positive mood activates relational/global processing, whereas negative mood encourages local/item-specific processing (e.g., Gasper & Clore, 2002; Isen & Daubman, 1984). This line of research suggests that positive affect should enhance holistic thinking and

negative affect analytic thinking, regardless of cultures. We tested these two competing hypotheses by comparing European Americans and Koreans in similarity judgments (Study 1) and causal perceptions (Study 2 & 3). We found evidence supporting the affect-as-information hypothesis. European Americans displayed a more analytical pattern of thinking in happy mood (vs. holistic in sad mood). In contrast, Koreans showed a more holistic pattern in happy mood (vs. analytic in sad mood). The results imply that affect serves as feedback about processing, such that positive affect enhances and negative affect inhibits culturally normative processing.

C121

INDIVIDUAL DIFFERENCES AND THE ROLE OF AFFECT IN GOAL DISENGAGEMENT Carrie Carmody¹, Jutta Heckhausen¹; ¹University of California, Irvine – Life-span theory and evolutionary psychiatry researchers have conceptualized goal disengagement as essential for managing life situations where the attainment of chosen goals has become impossible. Empirical studies have demonstrated adaptive effects of goal disengagement under conditions of low controllability of goal attainment for both enhancing positive affect and lowering negative affect. However, affect itself may play a critical role in facilitating goal disengagement. This study aims at exploring the potential role of affect as a signal in the process of goal disengagement. A sample of 106 college students was used in an experimental and quasi-experimental design to test the possibility of a link between low mood and goal disengagement. Those experiencing mood decreases (reductions in positive affect) disengaged from impossible tasks significantly sooner than those experiencing mood increases (increases in positive affect). Additionally, those individuals with a predisposition to disengage as measured by the OPS scale experienced greater mood decreases in the face of an impossible task and disengaged more rapidly than others in the study indicating that individual differences may be at work in cognitive recognition of probability in goal attainment. Study results support the previously hypothesized role of affect in goal disengagement. However, while it was assumed that negative affect changes would drive the process, negative affect remained stable and it was the decrease in an individual's positive affect that appeared to drive the process of goal disengagement with personality differences mediating the change in affect. (238 words)

C122

EVERYONE IS DOING IT: THE IMPACT OF Pervasiveness ON STANDARDS OF INJUSTICE. Alexander M. Schoemann¹, Nyla R. Branscombe¹, Anca M. Miron²; ¹University of Kansas, ²University of Wisconsin Oshkosh – How groups perceive their past injustice towards outgroups depends on their definition of injustice (standards of injustice). High standards increase the threshold for labeling an act as unjust (Miron, Branscombe, & Biernat, 2007). Identifying other groups as perpetrators of similar injustices may be a strategy to reduce negative emotions related to injustices by the ingroup. The goal of this study was to examine the effect of pervasiveness, defined as the extent to which unjust acts are common to multiple groups, on the standards of injustice held by the perpetrators of injustice. We predicted that pervasiveness of injustice would be used by perpetrators to legitimize their past actions. European-American participants read a scenario describing past injustices toward Native Americans. The injustices were described as being uniquely inflicted by Americans (unique condition), inflicted similarly by a variety of groups throughout the world (pervasive condition), or no information was given about pervasiveness of the injustices (control condition). Participants' standards of injustice and emotional responses to the unjust acts were assessed. Participants' standards of injustice demonstrated that the perception of pervasiveness was used as a legitimizing strategy, $F(2,83)= 3.33, p=.041$, with participants' standards of injustice being higher in the pervasive condition than the unique condition and control condition. Participants

in the pervasive condition felt less anger about the injustice committed by their group, $F(2,83)=8.43$, $p<.001$, and less empathy toward the victims, $F(2,83)=8.29$, $p=.001$, compared to the other two conditions. Perceived pervasiveness affected standards of injustice, which resulted in the legitimization of past actions.

C123

STANDING UP FOR YOUR BELIEFS: AN EXAMINATION OF THE MEDIATING ROLE OF ATTITUDE STRENGTH ON CONFORMITY IN A GROUP POLITICAL DISCUSSION

Devonna Lucas¹, Gabe Kossman¹, H. Colleen Sinclair¹; ¹Mississippi State University – The purpose of this project was to determine whether the strength of pre-existing attitudes played a role in one's likelihood to conform. 130 participants initially completed a survey to measure their position on gay rights (for/against). Two weeks later, participants returned and were randomly placed in either a face-to-face or online political discussion condition. At the beginning of the discussion, a vote was taken on 6 gay-rights issues. The voting was rigged such that three confederates voting before the participant all voted the opposite of the participant's beliefs. The participant voted fourth followed by one more confederate. A 20-minute discussion on gay rights followed the first set of voting. After the discussion, the participant and confederates had a second vote on the same 6 gay-rights issues. Conformity was measured by how often the participant voted with group, as opposed to voting according to their pre-existing attitude. Including the variables of participant position, discussion environment, and pre-existing attitude strength, we ran a regression to predict conformity rates. This regression revealed that the participants' stance on gay rights ($B = -.20$, $SE = .02$, $\beta = -.63$) and their attitude extremity ($B = -.18$, $SE = .04$, $\beta = -.34$) were significant predictors of the participants' conformity. Environment was only marginally significant ($B = .07$, $SE = .04$, $\beta = .11$). Anti-gay rights participants were more likely to conform, however those with stronger attitudes were less likely to conform. Implications for understanding individual differences in susceptibility to social influence will be addressed.

C124

FACETS OF COMMUNALITY AND AGENCY AND THEIR RELATION TO RUMINATION ON SADNESS

Giuseppe Alfonsi¹, Michael Conway¹, Dolores Pushkar¹, Constantina Giannopoulos¹; ¹Concordia University – The present study was conducted to address the relation of dimensions of communality and agency to rumination on sadness for white and visible minority individuals (cultural group membership was defined by census categories used by Statistics Canada). Participants were recruited at a booth on a university campus and asked to fill out a packet of questionnaires. Within the packet, they completed the Extended Personal Attributes Questionnaire (EPAQ; Spence, Helmreich, & Holahan, 1979). The EPAQ is a measure of five different facets of sex role orientation (i.e., agency, communality, unmitigated agency, unmitigated communality, and verbal aggression). They also completed the Rumination on Sadness Scale (RSS; Conway, Csank, Holm, & Blake, 2000), which measures individual differences in a person's tendency to dwell on feelings of sadness. Multiple regressions were performed with participants' EPAQ scores as predictors of rumination. Analyses were conducted separately for gender and cultural group resulting in four separate regressions: white men, white women, visible minority men and visible minority women. For all groups, the strongest relation was that more agency was associated with less rumination. For all but visible minority men, communality predicted more rumination. For white men and women, greater unmitigated agency was associated with more rumination. These and other findings are discussed in terms of theoretical accounts of sex differences in rumination on sadness. Overall, agency and communality may explain a great deal about individual differences in rumination. Cultural group and gender played a smaller role than was expected.

C125

CONSTRUAL-MODERATED AUTOMATIC ASSOCIATIONS BETWEEN TEMPTATIONS AND GOALS

Jo Sasota¹, Kentaro Fujita¹, Jo Sasota; ¹The Ohio State University – Fishbach, Friedman, and Kruglanski (2003) demonstrated that self-control benefits from cognitive associations between temptations and goals, whereby temptations facilitate thoughts about overriding goals. Two experiments tested the hypothesis that mental construals of self-control conflicts moderate facilitation of goals by temptations. Consistent with previous research (Fujita et al., 2006), abstract (high-level) vs. concrete (low-level) construals were hypothesized to enhance processes that promote self-control. Participants were induced to construe events at high- vs. low-level construals using previously validated priming procedures. They generated superordinate category labels vs. subordinate exemplars for objects, respectively, in Study 1 (Fujita et al., 2006), whereas they generated superordinate ends vs. subordinate means of an instrumental action in Study 2 (Freitas et al., 2004). Participants then completed a sequential priming task, which measured the accessibility of words related to diet goals (e.g., carrot) that followed prime words consisting of temptations (e.g., cake) vs. control words (e.g., table). Participants also reported how important the goal to eat a healthy diet was to them to ensure that dieting represented a relevant self-control domain. As predicted, high-level construals promoted facilitation of goals by temptations. Moreover, this effect of construals was evident only among those concerned with dieting, suggesting the goal-relevant functionality of this phenomenon. Collectively, these findings highlight the importance of mental construals in self-control processes as the adaptive use of cognitive associations between temptations and goals occurred only when one can see the forest for the trees (i.e., construe events at high- vs. low-levels).

C126

A PERSUASION APPROACH TO STEREOTYPE CHANGE

J. Shelly Paik¹, Bonnie L. MacDougall¹, Kelly Jellous¹, Leandre R. Fabrigar¹, Jennifer Peach²; ¹Queen's University, ²University of Waterloo – Presentation of stereotype-inconsistent individuals has generally been ineffective in changing beliefs about a group. Stereotypes, by definition, contain category-level information so presenting disconfirming individuals may not be seen as sufficient justification for changing the stereotype. This program of research investigates if the level of information underlying initial beliefs (individual vs. category) and the level of disconfirming persuasive information (individual vs. category) influence belief change. In Experiment 1, participants read either individual or category-level information about a fictitious group. In the persuasion phase, participants received individual or category-level information that contradicted their initial stereotypes. A main effect of persuasion type found that category-level information produced more stereotype change than individual-level information. Also, there was a significant interaction between type of information at formation and persuasion, indicating a relative matching effect with category-level persuasion producing more stereotype change regardless of formation condition and individual-level persuasion being particularly ineffective against category-level formation. To examine whether this finding is a general phenomenon, not restricted to just social groups, Experiment 2 examined this using a fictitious animal. There was a marginal main effect of persuasion type with category-level information producing slightly more belief change than individual-level information. Again, evidence for a relative matching effect emerged with no difference between individual and category-level persuasion for individual formation, but with individual-level persuasion being particularly ineffective against category-level formation. Taken together, these results show the importance of considering the level of information when attempting to change beliefs about groups and other categories of objects.

C127

MAINTAINING THE SYSTEM: THE EFFECTS OF TOKENISM ON MERITOCRACY AND ORGANIZATIONAL IDENTIFICATION.

Kelly Danaher¹, Nyla Branscombe¹; ¹University of Kansas – Victims of tokenism favor individual mobility strategies, although those fail to change the status of the token group and maintain existing power differentials (Reynolds et al., 2000; Wright, 2001). The current research tested whether tokenism maintains meritocracy beliefs and organizational identification among members of the token group, despite awareness that tokenism is a form of discrimination. Women first read that their university's Board of Regents was composed of an equal ratio of women to men (open condition), a 1:9 ratio of women to men (token condition), or no women (closed condition). Participants in the closed condition were significantly lower on meritocracy beliefs compared to the open and token conditions, $F(2, 86) = 3.30, p < .05$, which did not differ. Women in the closed condition reported less identification compared to participants in the open and token conditions, $F(2, 86) = 3.52, p < .05$, which did not differ. Women in the open condition reported gender discrimination to be less pervasive than those in the token and closed conditions, $F(2, 85) = 4.87, p < .05$, which did not differ. Thus, while token systems increase women's recognition of the injustice experienced by their gender group, they also maintain women's meritocracy beliefs and organizational identification. Tokenism keeps women participating in the system by maintaining common American ideologies and participating at the organizational level by maintaining organizational identification.

C128

"SUZY AND SARA ARE NOW FRIENDS!" IS FACEBOOK A TOOL FOR EVALUATING THE SELF?

Lalit Ramchandani¹, Amy Hackney-Hansen¹; ¹Georgia Southern University – Facebook.com is a widely used social networking website with over 2.5 million college age (18 - 24) users. Profiles of users on these websites usually include photographs, dating status, list of friends, and interests along with other attributes. Despite their popularity, little research has investigated the impact of such social networking sites. One of the few studies conducted (Valkenburg, Peter, & Schouten, 2006) found that frequency of usage of a friend-networking website (CU2) indirectly affected social self-esteem and well-being in a sample of Dutch adolescents. In a related vein, we hypothesized that social comparison (Festinger, 1954) would be positively related to facebook usage in college students. One-hundred and sixty-two participants completed a social comparison measure (Gibbons & Bunnk, 1991) ($\alpha = .91$) and an internet and facebook usage scale ($\alpha = .83$). The internet and facebook usage scale measured frequency of internet and facebook usage, time spent on facebook, and type of activities engaged in when accessing facebook. Social comparison scores were calculated for social comparison, upward comparison, and downward comparison. Results showed significant positive correlations between upward, but not downward, social comparison and internet and facebook usage. We suggest that for students high in upward social comparison, facebook has become a tool to evaluate the social self. The potential effects of such social comparisons on the self-concept, self-esteem, and behaviors warrant further study.

C129

ONLY IF YOU WANT TO: HELPER MOTIVATION AND RECIPIENT OUTCOMES

Netta Weinstein¹, Ryan D. Acuff², Richard M. Ryan¹; ¹University of Rochester – For many reasons, help is often offered to others. But when help is not autonomous, driven instead by external or internal pressures, it has the potential to stifle rather than promote well-being of others and may be ultimately unproductive. Two studies examined the impact of helper motivation on help effectiveness and recipients' reactions to help. In Study 1, 114 friends were randomly assigned to be helpers or recipients in a map completion task. Helpers guided recipients through maps using a prescribed route to which recipients did not have

access. Recipients could receive a prize if helpers guided them accurately and effectively through the maps. Helpers who reported greater autonomous motivation to help (assessed subsequent to the task) engendered higher positive affect and self-esteem in their recipients. Furthermore, autonomous helpers guided their recipients through more mazes and were more effective guides, as indicated by fewer dead-ends and route mistakes made by recipients. In Study 2, 96 students agreed to help researchers by compiling packets for an unrelated study. Requests for help by the experimenter utilized either controlling or autonomy supportive language. Third-party recipients of controlled help (naïve to condition) experienced less positive affect, vitality, and self-esteem. Autonomous helpers were more helpful, as indicated by completion of more packets, and were perceived as more effective helpers by their recipients. Results of both studies indicate helper motivation impacts quality of help and recipient experience. Discussion focuses on possible mediators of these effects such as effort, quality of engagement, and perspective taking.

C130

THE THRILL OF THE HUNT: INTRINSIC MOTIVATION, VIOLENT CONTENT AND DISPOSITIONAL AGGRESSION IN VIDEO GAME PLAY

Andrew Przybylski¹, Richard Ryan¹, Paul Knowlton¹; ¹University of Rochester – Parents and experts express concerns about violent content in modern video games. In light of this, it is noteworthy that little empirical research to date has investigated whether violent content enhances motivation or enjoyment of play in video gaming contexts. Two studies applied the framework of Cognitive Evaluation Theory (CET; Deci & Ryan, 2000) to assess in-game experiences of competence and autonomy. In addition, we assessed or manipulated violent game content, and measured dispositional aggression to explore the role each plays in motivating engagement. In Study 1, 103 participants played a modified version of a popular video game. Dispositional aggression was assessed, and after play in game autonomy and competence, intrinsic motivation, and game value were recorded. Between conditions violence level was manipulated. Results showed no main effects for violent content. Instead, intrinsic motivation was predicted by autonomy and competence factors. Dispositional aggression interacted with condition to predict additional variance in game value, but not intrinsic motivation. Persons low in aggression valued the game less. In Study 2, video game players ($n = 1548$) were surveyed about their favorite video game; and these were coded for violence level. Results again showed that game autonomy and competence were the principle determinants of game outcomes. Again, dispositional aggression interacted with violence level to predict variance in game value, but not intrinsic motivation. These results suggest that violent content is not sufficient to account for preoccupation with video games. Violent content is as likely to detract value from play as contribute to it. C131

SEARCHING FOR THE BOUNDARIES OF IMPLICIT ATTITUDE MALLEABILITY

Jennifer Joy¹, Brian Nosek¹; ¹University of Virginia – Dasgupta and Greenwald (2001) observed that implicit preferences for Whites compared to Blacks can be reduced via exposure to positive Black and negative White individuals. We investigated whether the priming affected racial attitudes exclusively, or whether positive Black individuals promoted egalitarian goals more generally. Participants ($N = 1,303$) viewed individuals from one of four categories, manipulated between subjects: positive elderly people, positive Black people, positive female scientists, or a control condition of cartoon characters. All participants completed four Implicit Association Tests (IAT) measuring age, race, sex attitudes (control), and stereotypic associations between gender and academics. Irrespective of exposure to Black people, elderly people, or female scientists, participants showed strong implicit preferences for White people, younger people, and associated men with science domains. These effects were not influenced by the order of the dependent measures. Despite high power, viewing positive Black

individuals did not reduce implicit pro-White bias, nor implicit biases for other social categories (age, gender), indicating limited malleability in our paradigm. A second web-based study increased the procedural similarities of our paradigm to Dasgupta and Greenwald's (2001). Although successful in replicating the original effect, the effect magnitude was relatively weak. We speculate that finding a substantial malleability effect may depend on the presence of an experimenter - absent in our web studies - via a social tuning mechanism (Sinclair, Lowery, & Hardin, 2005).

C132

IMPLICIT INTERGROUP ATTITUDES IN SOUTH AFRICA Kristina Olson¹, Kristin Shuttts¹, Elizabeth Spelke¹, Mahzarin Banaji¹; ¹Harvard University - It is now well established that although members of majority groups, such as White Americans, show strong implicit ingroup preference members of minority groups, such as Black Americans, show no such preference. Possible explanations for such a discrepancy include socio-economic status as well as statistical dominance. South Africa provides a laboratory in which crucial tests can be performed to distinguish between these hypotheses because although Black South Africans are socio-economically disadvantaged, they constitute 80% of the population. In Study 1 Black South Africans completed a Black-White IAT and their result matched that of Black Americans: they showed no ingroup preference. In Study 2, variation in group labels was created to emphasize the outgroup's negativity and the ingroup's positivity. Across four IATs we used all combinations of the racial labels Black and White and the ethnic labels Xhosa (participants' ethnic group) and the more negative label Afrikaner to assess Black-White attitudes. Results suggest that using the label Afrikaner produced slightly more pro-ingroup attitudes than did the label White but still participants showed no significant ingroup preference. Study 3 investigated intergroup attitudes by contrasting the ingroup (Xhosa) with a neighboring South African group (Zulu) and other African groups (Foreigners). Participants demonstrated strong ingroup preference in both comparisons. From such data we conclude that implicit intergroup attitudes are sensitive to the relative status of groups and that only compared to groups of similar social status do members of lower status groups show ingroup preference.

C133

A NEW APPROACH FOR INVESTIGATING THE NATURE OF INDIVIDUAL DIFFERENCES IN STRESS VULNERABILITY: EVIDENCE FROM A DIARY STUDY Nicole Wilson¹, Yuichi Shoda¹; ¹University of Washington - Evidence from retrospective reports suggested that individual differences in everyday stress can be characterized by reactivity and exposure to specific kinds of situations (Wilson & Shoda, 2007). We sought to replicate this finding while minimizing recall bias by utilizing a diary methodology. Participants (N = 101) completed 8 - 16 daily diary entries by logging into a website and indicating the frequency (i.e., exposure) with which each of 28 stressors was encountered since the last diary entry, as well as the extent to which each was stressful (i.e., reactivity). Stressors were coded according to categories used by Bolger and Schilling (1991) and for the potential for social rejection. Participants high in neuroticism reported greater exposure to stressors than those low in neuroticism ($p = .007$). Furthermore, beyond overall exposure to stressful situations, multi-level modeling indicated this differential exposure was especially pronounced for situations rated high in overloads at school ($p = .049$) and arguments with others ($p = .014$). There was no difference in overall exposure to stressors as a function of rejection sensitivity. However, those high in rejection sensitivity reported greater exposure to stressors rated high on potential for social rejection ($p = .001$), overloads at school ($p = .031$), and finances ($p = .029$). Analysis of reactivity data similarly suggests meaningful differences in the kinds of situations that undergraduates find stressful. These results provide evidence that individual differences

can be characterized in terms of the kinds of situations to which individuals are most exposed and are most vulnerable.

C134

MORTALITY SALIENCE AND THE STIGMATIZATION OF PERSONS WITH AIDS Kristin Weibust¹, Carol Miller¹, Sheldon Solomon²; ¹University of Vermont, ²Skidmore College - Persons with AIDS are stigmatized because of fears about their illness and because many people associate AIDS with behaviors such as drug use, promiscuity, and homosexuality. Additionally, it has been suggested that people may associate AIDS with death, and that this association may increase the stigma of AIDS (Crandall, 1991; Pryor, Reeder, and Landau, 1999). However, this hypothesis has never been empirically tested. The notion that the association of death with AIDS increases the stigmatization of persons with AIDS is consistent with terror management theory, which describes the effects of subconscious fears of death. Research on terror management theory has shown that making mortality salient (for example by having people think about death) increases positive responses to people who uphold one's cultural worldviews and increases derogation of people who threaten one's worldviews. Two studies examined the role of mortality salience in the stigmatization of persons with AIDS. Study 1 found that consciously thinking about AIDS primed people with thoughts about death. Study 2 found that mortality salience decreased people's desire to socially distance themselves from a person with AIDS. In the liberal population in which these studies were conducted, being intolerant of people with AIDS is inconsistent with people's worldviews. Consequently, participants may have tried to appear accepting, or may have actually become more accepting, of persons with AIDS when mortality was made salient. Follow-up studies are currently being conducted to examine these explanations.

C135

ON THE INFLUENCE OF A GROWTH-ORIENTED AND A DEFICIT-ORIENTED NEED TO BELONG ON INTRAPERSONAL AND INTERPERSONAL ADJUSTMENT Geneviève Lavigne¹, Robert Vallerand¹; ¹Université du Québec à Montréal - The need for belongingness (need to form and maintain strong, stable interpersonal relationships, Baumeister & Leary, 1995) has led to much research over the past decade. While it is typically assumed that such a need is basically invariant in people, we propose that some individual differences may exist. Specifically, two forms of belongingness needs are proposed: a growth-oriented need (intrinsic need oriented toward interpersonal actualisation) and a deficit-oriented need (extrinsic need oriented toward interpersonal deficit reduction or repair). The purpose of the present research was to uncover the different interpersonal and intrapersonal outcomes resulting from these two needs orientation. Using SEM analysis, Study 1 (n=105) revealed that a growth-oriented need predicts lower levels of social anxiety while a deficit-oriented need predicts higher social anxiety and loneliness as well as lower self-esteem. Study 2 (n=219) showed that a growth-oriented need positively predicts the personal growth and self-acceptance dimensions of participants' eudaimonic well-being (Ryff, 1995), while a deficit-oriented need negatively predicts these dimensions. The effects of both studies were obtained while controlling for a general need to belong (NTB scale, Leary, 2006). Furthermore, Study 2 investigated the predictive role of people's attachment style (Bartholomew, 1990, Bowlby, 1969, 1982) on their belongingness need-orientation. Results showed that secure and fearful attachment styles were respectively positive and negative predictors of a growth-oriented need, while preoccupied and dismissing attachment styles were respectively positive and negative predictors of a deficit-oriented need to belong. Overall, the present results support the distinction between the two types of belongingness need.

C136

SHAME IN A “SHAME BASED” CULTURE: SHAME-PRONENESS, GUILT-PRONENESS AND MENTAL HEALTH IN CHINA. *Chang Su¹, Lian-rong Guo², Michaela Hynie¹; ¹York University, Toronto, On, Canada, ²Anshan Normal University, Liao Ning, China* – Research in Western cultures has uncovered negative relationships between shame-proneness, guilt-proneness, and mental health (Bertoldi, 2003; Tangney, 1994). The experience of shame in Eastern cultures, however, may be more positive. Shame in China is seen as an essential element of morality and virtue (Babcock & Sabini, 1990) and the absence of shame is seen as immoral (Xie & Qian, 2000). Thus, shame-proneness may show positive relationships with mental health in a Chinese sample. In this study, the relationships between shame-proneness and guilt-proneness with mental health and with the Big Five personality traits were examined. 130 students (72 female, 58 male) were recruited from Anshan Normal University in China (Age: M = 21.5, SD=.87). Participants completed the Test of Self-Conscious Affect (Tangney, et al., 2000), the SCL-90 (Derogatis, 1975), and the Big Five Inventory (John, Donahue, & Kentle, 1991) in Mandarin. Similar to research in Western cultures (e.g., Abe, 2003), guilt-proneness correlated positively with agreeableness and shame-proneness correlated negatively with extraversion. In contrast to Western research however, shame-proneness was positively correlated with neuroticism and negatively related to conscientiousness. As in Western samples, shame-proneness was strongly related to psychological maladjustment. Shame-proneness was significantly related to elevated total SCL, somatization, anxiety, hostility, interpersonal sensitivity, phobic anxiety, paranoid ideation, psychoticism, and the additional factor, whereas guilt-proneness was unrelated to any SCL subscales or the scale overall. Guilt-proneness therefore had no association with mental health. Despite the importance of shame in Chinese culture, however, shame-proneness had similar negative associations as in Western cultures.

C137

THE NATURALISTIC FALLACY: FROM “IS” TO “OUGHT” AS A MEANS OF SYSTEM JUSTIFICATION *Danielle Gaucher¹, Aaron Kay¹, Jen Peach¹, Mark Zanna¹, Steve Spencer¹; ¹University of Waterloo* – Moore (1903) coined the term naturalistic fallacy to describe the notion that people perceive the way things currently are (i.e., descriptive norms) as the way things should be (i.e., injunctive norms). To date there has been little empirical research examining the mechanisms underlying the naturalistic fallacy, or even documenting its existence. In the present research we sought to empirically demonstrate the existence of the naturalistic fallacy and examine the role of system justification in producing this bias. Across four studies we first manipulated a descriptive norm and then, through various means (including open-ended responses, likert-scale responses, and implicit associations), assessed the extent to which participants engaged in the naturalistic fallacy – that is, construed the descriptive norm as injunctive. Three studies confirmed the existence of a motivated bias to reconstrue what is normative, even when objectively unfair, as what should be normative. Support for our presumed driver of this effect was also obtained. In each study, participants were most likely to engage in the naturalistic fallacy in conditions that strengthened the system justification motive. A fourth study demonstrated the behavioural implications of the naturalistic fallacy. In this study, participants under high system threat who were told that there were few female CEOs not only subsequently believed there should be few female CEOs but also derogated a female business student by rating her as less likable, competent, and professional. Directions for future research are discussed.

C138

FEAR AND ATTACHMENT: SNAKE FEAR MODERATES SOCIAL REGULATORY CONDITIONING WHEN SNAKES ARE THE UNCONDITIONED STIMULUS *Lane Beckes¹, Jeffry A. Simpson¹; ¹University of Minnesota* – A novel form of interpersonal learning is predictable by integrating Mikulincer and Shaver’s (2003) model of interpersonal attachment and Nelson and Panksepp’s (1998) neurobiological model of an integrated social emotion system. Based on these models, we predicted that when one feels distressed, and others are responsive to one’s distress, one should implicitly learn to associate feelings of security with those responsive others. In this study we tested whether distress was necessary for the association to be learned (as would be predicted from Shaver and Mikulincer’s model). To do so we backward paired snakes (below awareness) or rolling pins with responsive faces repeatedly in a learning stage (snakes followed by faces). In a test stage we used the faces as primes for words associated with attachment security (e.g. trust) and insecurity (e.g. rejection). We found that faces previously paired with snakes (relative to those paired with rolling pins) led to faster response times to secure words in a lexical decision task, and slower response times to insecure words (replicating an earlier study of ours). This indicates increased feelings of security associated with the faces. These effects were driven by individuals high in snake fear as would be predicted by Mikulincer and Shaver’s model, adding to our previous findings, and further supporting both models and their integration. These results provide evidence for an attachment related learning mechanism based on the social regulation of emotion after a distressing event. This study provides strong evidence for the importance of distress in the process.

C139

PRIMING AND INTOLERANCE OF AMBIGUITY: SELF-VERIFICATION VERSUS SELF-ENHANCEMENT *Stephanie Fowler¹, Christopher Leone¹; ¹University of North Florida* – Priming ideas - especially self-concepts - influences how subsequent information is processed (Smith, 1998). Completing an intolerance of ambiguity scale might prime self-concepts thereby influencing how attitudes are expressed. This influence might take one of two forms (Sedikides & Strobe, 1997). If intolerant individuals are motivated by self-verification, then they will express extreme attitudes when their sense of self is primed. If intolerant individuals are motivated by self-enhancement, then they will express moderate attitudes when their sense of self is primed. Half of our participants first completed a measure of intolerance of ambiguity (Budner, 1962) and later expressed their attitudes about several issues after being given time to think about these issues; half of our participants first expressed their attitudes about several issues after being given time to think about these issues and later completed a measure of intolerance of ambiguity. When participants were primed (i.e., first completed a personality measure), more moderate attitudes were expressed by individuals who were otherwise intolerant of ambiguity. When participants were not primed (i.e., later completed a personality measure), more extreme attitudes were expressed by individuals who were otherwise intolerant of ambiguity. In this study, priming self-concepts vis-à-vis intolerance of ambiguity elicited self-enhancement motives (i.e., a desire by participants to appear - if only to themselves - as more tolerant). The circumstances under which (a) other motives might be elicited and (b) other personality factors might be affected similarly are avenues for future investigations.

C140

AN EXPERIMENTAL TEST OF THE EMOTION IN RELATIONSHIPS MODEL *Laura Wallace¹, Lane Beckes¹, Jeffry A. Simpson¹; ¹University of Minnesota* – Berscheid’s (1983) Emotion in Relationships Model (ERM) predicts that hot emotion (i.e. emotion with physiological arousal) occurs when our expectations of partners are violated. If violations are beneficial to our well-being, we experience positive

emotion; if violations threaten our well-being, we experience negative emotion. We tested these predictions by having romantic couples play a "game." Specifically, they could accrue points (money) in rounds of the game. After certain rounds, each participant's "partner" chose to either share points with the participant or retain points for themselves. Participants were not actually playing with their partners, so we controlled the partner's apparent behavior. We also manipulated participant's expectations of their "partner's" behavior by making them believe their partner would "share" or "keep" on most rounds. We predicted that (1) When participant's expectations are violated (e.g., they expect their partner to share, but their partner keeps), they experience more emotional arousal than when their expectations are not violated and (2) Participants would experience a negative reaction to their partner keeping, and a positive reaction to their partner sharing. Results revealed that: (1) Arousal increased when expectations were violated, regardless of which expectations, and (2) participant's reactions were negative when their partner kept points, and positive when their partner shared points. These results support the ERM. To our knowledge, this is the first lab-based experimental test of the ERM, an influential theory in interpersonal relationships research.

C141
STRENGTH OF WHITE IDENTIFICATION AND PERCEPTIONS OF WHITE PRIVILEGE

Nobuko Mizoguchi¹; ¹Ohio University – The majority of work examining social identity suggests that stronger group identification is associated with greater intergroup discrimination. From this perspective, level of White identification is assumed to be negatively associated with beliefs in the existence of White privilege because acknowledging White privilege poses a threat to the legitimacy of the status quo and accomplishments of the White racial group. Conversely, however, Steele (1990) has argued that belonging to the White racial group elicits feelings of guilt that arise from perceptions of unfair White advantage. Indeed, Knowles and Peng (2005) suggest that White identification may be defined as a power-cognizant identity, marked by Whites' awareness of their unearned privilege. The present research aims to reconcile this discrepancy by proposing that motivation to uphold egalitarian values moderates the relationship between level of White identification and perceptions of White privilege. A correlational study was conducted to examine the hypothesis that the correlation between White identification and perceptions of White privilege was significantly more positive among egalitarians than among non-egalitarians. There was a statistically significant positive correlation between White identification and perceptions of White privilege among high egalitarians ($r = +.45$), and a negative but non-significant correlation ($r = -.14$) among non-egalitarians, and the difference between the magnitude of these two correlations was statistically significant. The results support the hypothesis that egalitarian motivation moderates the relationship between White identification and perceptions of White privilege.

C142
PEARLS IN THE DESERT: DEATH REMINDERS PROVOKE IMMEDIATE DEROGATION OF EXTRINSIC GOALS, BUT DELAYED INFLATION

Spee Kosloff¹, Jeff Greenberg¹; ¹University of Arizona – Perspectives in social and clinical psychology indicate that thinking about death can influence the importance individuals place on extrinsic goals - aspirations concerned with obtaining external signs of achievement (i.e., wealth and fame). Studies of post-traumatic growth (e.g., Kinnier et al., 2001; Noyes, 1980) suggest that explicit contemplation of one's mortality should make pursuits of externally contingent reward seem trivial, affording no reliable or authentic fulfillment. Terror management research (e.g., Greenberg et al., 2000) has shown, however, that when thoughts of death are active outside current focal attention, individuals bolster culturally sanctioned standards of self-worth in order to procure a sense of symbolic immortality. We therefore conducted two studies examining the hypotheses that (a) immediately after an explicit

reminder of mortality (mortality salience; MS), individuals will trivialize extrinsic goals, but (b) when a delay and distraction follows an explicit mortality reminder, individuals will favorably evaluate extrinsic goals' significance. Consistent with these hypotheses, both studies showed that, relative to participants reminded of an aversive control topic, MS participants showed lower importance ratings for extrinsic goals immediately. Study 2 further showed that, when MS was followed by a distracter task, participants gave higher importance ratings for a highly prioritized extrinsic goal. These findings suggest that implicit mortality concerns cause individuals to inflate the importance of extrinsic goals, whereas explicit mortality concerns lead to their derogation.

C143
COMPARING PLURALISTIC IGNORANCE ACROSS BEHAVIORS: CONCEALABILITY AND OBSERVABILITY AS MODERATING FACTORS

Katherine S. Corker^{1,2}, Helen C. Harton²; ¹Michigan State University, ²University of Northern Iowa – Pluralistic ignorance (Katz & Allport, 1931), a difference between perceived and actual norms, exists for bystander intervention (Darley & Latané, 1968) and health behaviors, especially alcohol use (Prentice & Miller, 1993), but there has been little research investigating the prevalence of pluralistic ignorance for a wider variety of issues or examining its potential moderators. This study compared the prevalence of pluralistic ignorance among attitudes and behaviors related to health, personal grooming, leisure, and emotional well-being in student and nonstudent populations and examined concealability and observability as moderators. Participants from a Midwestern university and participants recruited nationally via the Internet rated the likelihood that they, their best friend, the average student, and the average American would have particular attitudes or engage in particular behaviors and completed an alienation measure (Dean, 1961). A separate sample rated the items on observability, concealability, importance, and discussion. Nearly all items showed some degree of pluralistic ignorance. For students, pluralistic ignorance was greatest for attitudes and behaviors related to health; for nonstudents, pluralistic ignorance was greatest for television watching behaviors. Attitudes and behaviors that people were more likely to conceal showed lower levels of pluralistic ignorance. Alienation was unrelated to pluralistic ignorance. Attitudes and behaviors for which participants rated themselves higher than comparison other were also rated as more observable. Pluralistic ignorance seems to be widespread and differ by topic and population. These results further suggest that people may be able to take their own likelihood of concealing a behavior into account when judging others' attitudes.

C144
HOW IS FORGIVENESS RELATED TO HEALTH? NEGATIVE AFFECT, POSITIVE AFFECT, STRESS, AND SOCIAL SUPPORT AS MEDIATORS

Michelle M. Green¹, Nancy DeCourville¹, Stan W. Sadava¹; ¹Brock University, St. Catharines, Ontario, Canada – One psychosocial factor that researchers have advocated studying in relation to mental and physical health is forgiveness. Researchers have demonstrated positive relationships between forgiveness and mental health as well as physical health; however, current knowledge regarding how forgiveness affects various health outcomes is scarce. Knowledge regarding how psychosocial factors relate to health causally may be enhanced by examining the interrelations among the potential mediators of these relationships. In the present study, we explored some of the mechanisms hypothesized to explain the forgiveness-health association. Researchers recognize social support, emotional states, and stress as among the most common mechanisms linking psychological phenomena with health outcomes. Past research has also found that these variables are related to forgiveness. Thus, the roles of positive affect, negative affect, stress, and social support as mediators of the relationship between forgiveness and mental and physical health were explored. In addition, several hypothesized interrelations between the mediating variables were tested

as a structural model. Six hundred and twenty-three undergraduate students completed a battery of self-report measures. Structural equation modelling was used to estimate the indirect paths from social support, stress, positive affect, and negative affect to health. Several of the hypothesized pathways were supported. Dispositional forgiveness was associated with self-reported physical health and mental health indirectly via positive affect, negative affect, stress, and the interrelationship between negative affect and stress. There was limited support for the hypothesized path from forgiveness to health via social support and the interrelationship between positive affect and social support.

C145**PERSPECTIVE TAKING MODERATES THE IMPACT OF SIGNIFICANT-OTHER REPRESENTATIONS**

Jeanine Skorinko¹, Stacey Sinclair², Lindsey Conklin², Worcester Polytechnic Institute, ²University of Virginia—An increasing body of research shows that people's beliefs come to correspond with the apparent beliefs cognitively available of significant others (Baldwin, 1992). The present research extends this work by providing an initial examination of the degree to which such effects are moderated by perspective taking. Participants believed they would be participating in several studies. They first completed a sentence unscrambling task that primed perspective taking or was neutral. Participants next visualized an older family member, then read and evaluated a filler article and an article discussing sexuality, replicating a classic paradigm used by Baldwin and colleagues to demonstrate the impact of significant other priming (Baldwin & Holmes, 1987). As predicted, perspective taking enhanced the effect of significant other priming; participants who took the perspective of an older family member liked the sex article less than those who simply visualized this person. Experiment 2 examined whether this effect was limited to the cognitive availability of significant others or extended to members of who fit within the category of older people. This experiment replicated Experiment 1, except participants visualized an older family member or a generic older person that they did not know. Results suggest that perspective taking moderates the impact of significant others but not unknown category exemplars. In conclusion, perspective taking appears to be an important variable that moderates the extent to which people's beliefs correspond with the apparent beliefs of significant others.

C146**FAIL TO PLAN AND PLAN TO FAIL: INTENTIONS TO AVOID EVITABLE RISKS AND FAILURES TO TAKE ACTIONS**

Tomoaki Unagami¹, Tadahiro Motoyoshi¹, Jiro Takai¹, Toshikazu Yoshida¹, ¹Graduate School of Education and Human Development, Nagoya University—The authors examined the tendency to procrastinate natural disaster preparation actions. The lack of disaster preparation among the civilians had resulted in several catastrophes in the major natural disaster strikes around the globe. Despite the fact that most of the disaster preparation actions do not require much effort, people show a tendency to delay actions to minimize the possible natural disaster risks. Although it is quite obvious that a disaster preparation plan per se is quite powerless in mitigating disaster damages, people tend to delay to take their disaster preparation actions. Social psychologists have long-standing interests in the relationship between risk perception and disaster preparedness (e.g., Douglas, 2000), but not much had been revealed about the tendencies to delay disaster preparation plans. A total of 140 undergraduates participated in an experiment for a month, to examine the duration of disaster preparation plans. They were given the equal opportunities to complete several disaster preparation tasks (e.g., signing up a disaster message board on the internet). They were asked to rate their willingness to complete each task, and to estimate the time they would need to complete each task. The findings of the present study clarified the joint effects of risk perception and willingness to prepare for a disaster on the likelihood of completing disaster preparation actions. As a whole, the present study provides evidences that illustrate the relationship between

psychological factors and the likelihood of successful task completion in a disaster mitigation paradigm. Implications for a better risk communication were discussed.

C147**DO SELF-HANDICAPPERS DISCOUNT AND AUGMENT? A META-ANALYTIC REVIEW**

Marc D. Kinon¹, Arpi Festekjian¹, Carolyn B. Murray¹, ¹University of California Riverside—The current study provides a meta-analytic review of the attributional processes underlying Self-Handicapping Theory. Self-handicapping is the tendency to create an impediment to performance in order to deflect attributions of poor ability in the event of failure (Jones & Berglas, 1978). According to the theory, self-handicapping is purported to afford the opportunity to discount ability attributions in the event of failure (protecting the person from feeling badly about his or her failed performance) and augment ability attributions in the event of success (enabling the person to feel good about and accept credit for his or her success). Although the literature is inconsistent, there is more support for discounting than augmenting. A comprehensive literature review was performed to select and include all published and unpublished studies that met the search criteria and objectives of the present study. Discounting and augmenting are reported or evidenced in the literature as interactions between performance outcomes and self-handicapping; therefore, the interaction effects on affect and two dimensions of attributions were meta-analyzed across 15 samples. Results showed stronger support for discounting than augmenting, which indicate that self-handicapping serves a protective function in the event of failure, but does not serve an enhancing function in the event of success. Theoretical and practical implications of these findings are discussed.

C148**DO DIFFERENT STANDARDS FOR MALE AND FEMALE PROFESSORS ACCOUNT FOR DIFFERENT EVALUATIONS OF THOSE PROFESSORS?**

Andrea L. Meltzer¹, James K. McNulty¹, ¹University of Tennessee—Why are male professors frequently evaluated more positively than female professors? According to shifting standards explanations, female professors are held to different standards than men (e.g., nurturing) that can be more difficult for them to meet (e.g., Sprague & Massoni, 2005). The current research examined the validity of this explanation by asking participants to evaluate a hypothetical professor for a job at the university. In a between subjects design, participants evaluated the same hypothetical candidate, with the exception that one candidate was assigned a typically male name and the other was assigned a typically female name, according to criteria taken from the Student Evaluation of Teachers guidelines (e.g., would the professor be organized?). Subsequently, participants reported their standards for the male or female candidate by indicating the level of importance they ascribed to the criteria contained on the evaluation (e.g., organization), as well as the level of importance they ascribed to the male or female candidate being nurturing. Results failed to support the shifting standards hypothesis. Although, the male candidate was evaluated more positively than the female candidate, no differences emerged in the extent to which the female candidate was held to different or more stringent standards. Accordingly, the differential evaluations found for male versus female professors may be driven by something other than holding male and female professors to different standards.

C149**WELL-BEING AS AN OUTCOME VARIABLE IN DISCRIMINATION RESEARCH: WHAT CAN ONE TELL US ABOUT THE OTHER?**

Norann T. Richard¹, Stephen C. Wright¹, ¹Simon Fraser University—The call for greater emphasis on the targets of discrimination (e.g., Swim & Stangor, 1998) has been met with a growing literature on the impact of discrimination on psychological well-being. However, in most studies the actual outcome measures examine unidimensional constructs, such as

life satisfaction or self-esteem. Research on eudaimonic well-being (e.g., Ryff, 1989) suggests that well-being includes a wide range of factors. The current study examines whether different components of well-being may be differentially affected by experiences with discrimination. Ryff's Scales of Well-Being, a multifaceted questionnaire with six subscales (Autonomy, Environmental Mastery, Personal Growth, Positive Relations with Others, Purpose in Life, and Self-Acceptance), was used to assess the effects of ethnic identification and experimentally manipulated discrimination. While the results indicate that identification with one's ethnic minority ingroup generally had a positive effect on state self-esteem in the face of discrimination (particularly more subtle episodes), there were somewhat different effects for different facets of well-being. For instance, when faced with subtle discrimination, stronger identification was associated with higher scores on Positive Relations with Others, demonstrating the interpersonal basis of discrimination experiences. In contrast, when faced with discrimination, identification had a negative impact on Autonomy, suggesting a need to distinguish between individualistic and collectivist definitions of well-being. Overall, the results indicate that not only can a multidimensional measure of well-being provide a more detailed analysis of the effects of discrimination, but that discrimination research can also help inform the study of the nature of and measurement of well-being.

C150

REGULATING YOU IS DEPLETING ME: INDIVIDUAL COSTS OF OTHERS' REGULATORY EFFORTS

Michelle Sherrill¹, Rick Hoyle¹; ¹Duke University – While self-control has largely been assumed to be an individuals' responsibility, it is possible that individuals' social context may influence their regulatory capacity. Social contexts may increase or decrease individuals' own regulatory capacity. The present studies provide evidence that such capacity suffers after interactions with others who are exerting self-control. In Study 1, we investigated how individuals' self-control is influenced by the self-control of other individuals. Participants wrote about a roommate or a friend who was either bad at, or good at, self-control. Prior to this task, and immediately afterwards, they completed a handgrip task. Those contemplating a friend with low self-control exhibited decreased persistence compared to those in other conditions. In Studies 2 and 3, we investigated the extent to which observing others exert self-control carries a cost to one's own regulatory capacity. In Study 2 we found that helping someone else with an ego-depleting task leads to similar deficits in capacity as performing the task oneself. In Study 3, we found that watching others eat carrot sticks (instead of chocolate chip cookies) led to decreases in performance on a Stroop task. Together these studies suggest that individuals' capacity for self-control is influenced by their social context. First, characteristics of salient others influence motivational states. Further, interactions with others who are exerting self-control carry costs even to individuals not primarily responsible for the regulatory effort. We interpret these costs as evidence of vicarious self-control.

C151

WEIGHING PARENTAL OPINION: EXPLORING THE SECURITY OF PARENTAL ATTACHMENT AS A MEDIATOR OF THE RELATIONSHIP BETWEEN PARENTAL APPROVAL AND ROMANTIC RELATIONSHIP STRENGTH

Brittany Wright¹, H. Colleen Sinclair¹; ¹Mississippi State University – Previous research has found that there is a correlation between parental approval and romantic relationship strength. However, the direction of this correlation has varied with some finding that parental disapproval leads to greater romantic relationship strength (e.g. Driscoll & Lipetz, 1972) while others believe that parental disapproval leads to weakening of the romantic relationship (e.g. Sprecher & Felmlee, 1992). The present study further examined this relationship, attempting to discover a possible mediating factor by examining the security of the attachment to one's parents, as well. It was hypothesized that those closer to their parents would be more negatively

affected by their parent's disapproval of their relationship. 200 participants completed an on-line survey examining parental disapproval, parental attachment, and their current romantic relationship strength. The Adult Attachment Scale (Brennan, Clark, & Shaver, 1998) was used to assess the strength of the bond between parent and child. The participant's romantic relationship strength was measured in three different aspects: passion, commitment and intimacy using The Triangular Theory of Love (TTL) scale (Sternberg, 1986). The results yielded positive correlations between parental approval and relationship strength indices overall. Tests of mediation of effects showed that secure parental attachment played a partially mediating effect between parental approval and intimacy, but not for passion and commitment. Results are discussed in terms of implications for social network literature as well as with regard to working models in attachment theory research.

C152

FACES—A DATABASE OF EMOTIONAL FACIAL EXPRESSIONS IN YOUNG, MIDDLE-AGED, AND OLDER WOMEN AND MEN

Natalie C. Ebner¹, Michaela Riediger², Ulman Lindenberger²; ¹Yale University, ²Max Planck Institute for Human Development – Faces are widely used experimental stimuli, and interest in the development of their perception and processing is growing. Due to a lack of age-differential facial stimuli, most studies to date have exclusively used faces of younger individuals. We created a database comprising 171 faces of young, middle-aged, and older women and men each displaying six different facial expressions (neutrality, sadness, disgust, fear, anger, and happiness). In addition, we collected norm ratings for each face on various dimensions such as attractiveness, distinctiveness, age, and facial expression from adults of different ages. This new database offers access to an age range of faces with different facial expressions that is wider than that of any other face database and therefore more appropriate for the investigation of developmental research questions.

C153

THE EXPERIENCE OF STIGMATIZED IDENTITY: VARIATION IN TRAIT AND STATE CHARACTERISTICS

Justine Calcagno¹, Jonathan Cook¹; ¹University of Oregon – This study explores how characteristics of stigmatized individuals and characteristics of their conversation partners affect the experience of stigma in social interactions. African American and gay and lesbian participants reported about their thoughts and feelings after social interactions over the course of a week. Individuals with higher levels of trait stigma consciousness tended to have higher levels of identity centrality, suggesting that expecting to be stereotyped may be a feature of group identification. When interacting with out-group members stigmatized individuals tended to feel more stereotyped than when interacting with in-group members, suggesting that inter-group interactions elicit negative feelings in stigmatized individuals, but in-group interactions do not. This project adds to the growing body of literature documenting how the effects of stigma are variable across stigmatized individuals and their interaction partners.

C154

ATTITUDE SIMILARITY AND EMPATHY: THE ROLE OF ATTITUDE HERITABILITY

Nobuhiro Mitani¹; ¹Nagoya University – Past research has shown that perceived similarity increases empathy. The present study investigated the underlying processes of this effect from an evolutionary perspective. According to kin selection theory, altruism toward kin is facilitated to a greater extent than toward strangers. On the other hand, recent research has found that the discrimination between kin and nonkin is partly based on kin recognition cues such as similarity in heritable characteristics. This finding leads to the prediction that, even if the target is a stranger, altruism toward those who have kin recognition cues would be facilitated. Specifically, this study hypothesized that the similarity in high-heritability characteristics increases empathy to a greater extent than that in low-heritability characteristics. Participants

(N=155) answered attitude items which included high-heritability attitudes and low-heritability attitudes. Next, target person's profiles which included the same attitude items as participants had answered were presented. Participants selected all the attitude items they thought their attitudes were similar to the target person's attitudes. Based on the number of the selected items, participants were assigned either to similar or dissimilar condition for each high and low heritability attitudes. Then the scenarios about the target person's predicament were presented. Finally, they completed the emotional response questionnaires. Results showed that female participants, but not male, reported a greater level of empathic concern when the target person had similarity in high-heritability attitudes. These results imply that female participants might implicitly associate target person who have similarity in high-heritability characteristics with kinship, which may lead to increased altruism.

C155**AGE AND GENDER VARIATION IN THE ASSOCIATION BETWEEN TRAIT NEGATIVE AFFECT AND SYMPTOM REPORTING IN A NATIONALLY REPRESENTATIVE SAMPLE OF MIDLIFE ADULTS**

Carrie Donoho¹, Steven Barger¹; ¹Northern Arizona University – Physical symptom reports are an important intrapersonal judgment that predicts health appraisals and health care utilization. Trait negative affect (NA) is a personality factor that is moderately and consistently correlated ($r = .27-.54$) with retrospective physical symptom reports, suggesting that personality may be a nuisance variable in such reports. However, our understanding of the scope and magnitude of this association is limited because prior work utilized either geographically, demographically, or clinically restricted samples. Moreover, recent literature indicates NA levels wax and wane over the lifespan, while symptom reports increase. Thus, it is likely the NA-symptoms relation will also vary across the lifespan. Previous studies have shown women to consistently report more symptoms; however, there are discrepancies about gender differences in the NA-symptoms relation. The aim of this study was to evaluate the magnitude and consistency of the NA-symptoms relation in a cross-sectional, nationally representative sample of adults ages 25-74 (N=3034) and to examine if the relation is differentially stable across the lifespan for men and women. NA was correlated with symptoms ($r = .35$) for the overall sample and varied little over 5 age cohorts (r 's from 0.33-0.40). However, when men and women were examined separately, the NA-symptom relation varied significantly across age cohorts for both men and women. Women had significantly higher NA-symptom correlations than did men, particularly in middle age. Consistent with earlier research, trait NA was moderately correlated with physical symptom reports but the relation appears to vary across midlife for men and women.

C156**THE ROLE OF INTERPERSONAL SENSITIVITY AND FLEXIBILITY IN RECIPROCALITY OF LEADER PERCEPTIONS**

Heather McIntyre¹; ¹Georgia Institute of Technology – Since the inception of implicit leadership theory nearly three decades ago (i.e., Lord, Foti, & Philips, 1982), the measurement of leader perceptions (i.e., emergent leadership) and its impact on group outcomes have accumulated in the literature (Judge, Bono, Illies, & Gerhardt, 2002). However, there is a paucity of research examining the phenomenon of multiple individuals being perceived as leaders within a group (Mehra, Smith, Dixon, & Robertson, 2006). Therefore, the purpose of this study was to add to the literature by: 1) exploring the likelihood of multiple perceived leaders within self-directed groups and 2) test whether or not personality traits associated with interpersonal sensitivity and flexibility impact the extent to which multiple leaders in a group acknowledge one another as leader. Data from 40 highly interdependent, naturally-occurring groups of three members each showed that at least two individuals emerged as leader in 19 groups. Within this subset of groups, reciprocity of leader perceptions among group leaders was impacted by leader scores on the Revised Self-

monitoring Scale (RSMS) and Bem's Sex Role Inventory (BSRI). Specifically, individuals scoring high on both subscales of the RSMS and high on the Masculine subscale of the BSRI were more likely to be accepted as leaders by other leaders. Leaders who scored high on the Sensitivity subscale of the RSMS and high on the Feminine subscale of the BSRI were more likely to acknowledge another leader within their group as such. Implications for group processes and outcomes are discussed.

C157**DEATH IN GROUPS: MORTALITY SALIENCE AND THE INTERINDIVIDUAL-INTERGROUP DISCONTINUITY EFFECT**

Sterling McPherson¹, Jeff Joireman¹; ¹Washington State University – Past research has supported an interindividual-intergroup discontinuity effect, whereby intergroup interactions are more competitive than interindividual interactions. The present experiment investigated whether mortality salience would magnify the discontinuity effect, and whether the impact of mortality salience would be larger under group as opposed to individual interactions. Participants assigned to an individual or a three person group condition wrote down thoughts about dental pain or mortality. Later, participants read a worldview threatening essay from another individual or group at a rival university and subsequently allocated hot sauce for the others to consume. Results supported the primary hypotheses: groups were more aggressive than individuals; those writing about death were more aggressive than those writing about dental pain; the discontinuity effect was stronger among those in the mortality salience condition, and mortality salience had a larger impact on aggression under the group condition. Theoretical and practical implications are discussed.

C158**MOTIVE PERCEPTION IN INTERGROUP CONFLICT: SEEING OURSELVES AS DEFENSE-MOTIVATED AND OUR RIVALS AS ATTACK-MOTIVATED**

John Chambers¹; ¹University of Florida – Two studies examined perceptions of motives in intergroup conflict. In Study 1, pairs of Republican and Democrat students ($n = 78$) debated political issues in an online chatroom. Afterwards, each person estimated how much time during the debate they and their rival spent defending (and attacking) the core ideological values of each party. A hostile attribution bias was observed: Participants said they spent relatively more time defending their own values (than attacking their rival's values), whereas they said their rival spent more time attacking their values (than defending the rival's own values). This was only true of participants who were strongly committed to their political position; those who were less committed said they spend relatively more time attacking, and less time defending, than they said about their rival. In Study 2, Republican and Democrat students ($n = 22$) read verbatim transcripts of the debates from Study 1 and made motive attributions about each person in the pair. Participants in this study revealed the same hostile attribution bias that was observed in Study 1. Namely, participants (especially those who were highly committed) believed the person sharing their political views had spent relatively more time defending (than attacking), and that the person with opposing political views had spent relatively more time attacking (than defending). These findings extend previous research showing that partisans exaggerate differences of opinion with their rivals, particularly about their own side's most cherished values (Chambers, Baron, & Inman, Psychological Science, 2006).

C159**ONE LOVE, ONE HEART: THE EFFECTS OF MORTALITY SALIENCE AND COMMON HUMANITY ON INTERGROUP PREJUDICE**

Matt Motyl¹, Tom Pyszczynski¹, Molly Maxfield¹, Cathy Cox², Angelika Siedel³; ¹University of Colorado at Colorado Springs, ²University of Missouri at Columbia, ³Brooklyn College – Terror management theory posits that cultural worldviews and self-esteem protect people from their fear of death. Research shows that those with worldviews different from

one's own are often reacted to with hostility, especially when thoughts of death are accessible. However, TMT does not imply that hostility is an inevitable reaction to different worldviews, even when mortality is salient. Although this is a common response to the threat of divergent worldviews, people also deal with death-related fear by striving to live up to the standards of their worldviews, which sometimes calls for harmony rather than hostility. Two experiments tested the hypothesis that activating a sense of common humanity can moderate the effect of mortality salience on reactions to dissimilar others. In Study 1, participants viewed pictures of American families, International families, or American individuals, were reminded of either death or dental pain, and then completed an implicit associations test of anti-Arab prejudice. This study replicated previous findings that death reminders increased implicit anti-Arab prejudice. However, after viewing images of international families death reminders decreased implicit anti-Arab prejudice. In Study 2, participants read recollections of favorite childhood experiences purportedly written by either American or international students. Participants then completed the same death reminder as in Study 1 and a survey assessing attitudes towards immigrants. Again, MS increased explicit anti-immigrant attitudes in the American childhood condition, but decreased anti-immigrant attitudes in the international childhood condition. These studies suggest that while MS may evoke hostile reactions, it can similarly evoke harmonious ones.

C160

ATTRIBUTION & EMOTION: TRACING ADULT RESPONSE TO THE DEVIANT BEHAVIOR OF MINORS *Liana M. Epstein¹, Yuen Huo¹*; ¹University of California, Los Angeles – Seven years ago, the Columbine school shooting forced the deviance of minors into the forefront of the public consciousness. Deviant behavior exhibited by minors, however, is not confined to violent outbursts. Topical examples range from fallen standardized test-scores to increased drug use. To understand and address social problems plaguing America's youth we must understand our reactions to them. This study operationalizes the mechanisms present in the larger construct of deviant behavior of minors in the domain of prostitution of minors. Subjects were recruited for a web-based survey. Using regression, a path model was constructed to delineate the impact of attributions of blame and emotional reactions on policy endorsements. Results indicate that when presented with a choice of targets to blame, subjects tend to make attributions of outgroup blame that foster moral outrage, producing preventative policy support. Additionally, for those subjects who do make attributions of ingroup blame, collective guilt is engendered, producing reparative policy support. This model not only sheds light on emotional and attributional responses to deviance among minors (on which there is little research), but also serves to integrate the study of emotion and attributions of blame together into a predictive model of political opinion type.

C161

AUTOMATIC SELF-PRESENTATIONAL BEHAVIOR: THE SUBLIMINAL PRIMING EFFECTS OF ROMANTIC RELATIONSHIPS ON ACTIVATION OF FEMININE CONSTRUCTS AND ON SUBSEQUENT EATING BEHAVIOR AMONG WOMAN *Makoto Numazaki¹, Kumiko Takabayashi², Yoichi Amano¹*; ¹Tokyo Metropolitan University, ²Hitotsubashi University – Previous studies have demonstrated that goals and resultant actions are activated by exposure to important others (e.g., Shah, 2003). We tried to demonstrate that important relationships also activate both self-presentational goals and behaviors. Two experiments examined the subliminal priming effects of romantic relationships on activations of feminine constructs and on subsequent eating behaviors of female participants. We hypothesized that female participants primed with romantic relationships would show higher accessibility of feminine constructs and eat less than those not primed. It was also hypothesized that this tendency would be stronger for those who usually present themselves in other-oriented manners (i.e. people with low self-esteem). In Study 1, female participants, who had

completed Rosenberg Self-Esteem Scale (RSES) in advance, were subliminally primed either with or without romantic relationships (lover, boyfriend) during a lexical decision task assessing the accessibility of feminine constructs. We found that only participants with low self-esteem showed significantly higher accessibility of feminine constructs when they were primed with romantic relationships. In Study 2, female participants, who had completed RSES, were subliminally primed either with or without romantic relationships and were asked by a female experimenter to eat crackers until they felt full. We found that the participants with low self-esteem and primed with romantic relationships ate significantly less than others. These results suggest that women with low self-esteem automatically activate feminine self-presentational goals and behave according to those goals when romantic relationships are activated.

C162

PSYCHOLOGICAL MECHANISMS OF CHOICE PREFERENCE IN WORK VERSUS FOR FUN: LOSS SENSITIVITY AND GAIN SENSITIVITY *Taekyun Hur¹, Jae Eun Namkoong¹, Neal Roese²*; ¹Korea University, ²University of Illinois – Most previous research on prospect theory indicates that people prefer riskier choices in loss domains and less risky choices in gain domains, but findings have been obtained mainly with decisions centering in financial decisions, health-related choices, or even matters of live or death. Our research suggests that people in leisure or fun-oriented activities are more risk-seeking, even in the gain domain. That is, we have found a reversal of loss aversion (hyper sensitivity toward loss over gain) when centers on fun rather than work. The present research examined information-seeking as one possible mechanism that may account for this reversal. College students confronted four decision situations, two work-related (materialistic) and two leisure-related (fun-seeking). In each, participants were given 4 options for new information that could aid in the decision. Among the options, two were framed as negative and loss-focused, and two were framed as positive and gain-focused. We found participants sought more gain-related information when they were making leisure-related decisions than when they were making work-related decisions. Implications are considered for prospect theory and regulatory focus theory.

C163

THE RELATION BETWEEN PLEASURE AND AROUSAL VARIES ACROSS PERSONS *Peter Kuppens¹*; ¹University of Leuven – The two fundamental dimensions assumed to underlie affective experience—pleasure and arousal—are independent across persons. We present evidence from an experience sampling study demonstrating that this independence does not necessarily hold when considering the affective experiences of a single person. 80 participants reported how they were feeling in terms of pleasure and arousal nine times a day for seven days using the Affect Grid. The results showed that although pleasure and arousal were indeed independent across individuals, their interrelation within persons ranged from strongly positive over zero to strongly negative. This implies that the shape of affect space, and consequently the range of possible affective experiences and what “being emotional” means, can differ considerably from person to person. Individuals characterized by a positive relationship between pleasure and arousal more likely experience pleasant feelings in combination with high arousal (such as joy) and unpleasant feelings with low arousal (such as sadness), whereas individuals characterized by a negative relationship more likely experience pleasant feelings in combination with low arousal (such as contentment) and unpleasant feelings with high arousal (such as stress); individuals characterized by independence of pleasure and arousal have no such constraints on their affective experiences. Furthermore, dispositional reward responsiveness (a component of the behavioral activation system) may play a role in these individual differences in that high reward responsive individuals were found to be characterized by a positive relationship between pleasure and arousal and low reward responsive individuals by a negative relationship.

C164**BENEATH THE SURFACE OF THE “RIPPLE EFFECT”: UNDERSTANDING THE UNDERLYING NATURE OF CULTURAL DIFFERENCES IN PERCEPTIONS OF EVENT CONSEQUENCES**

William Maddux¹, Ioy Lau², Chi-Yue Chiu³, Ying-Yi Hong³, Masaki Yuki⁴; ¹INSEAD, ²Singapore Management University, ³University of Illinois, ⁴Hokkaido University – The “ripple effect” refers to a robust cultural difference in how individuals make social judgments regarding the consequence of events, with East Asian individuals perceiving a greater distal impact of events than Western individuals (Maddux & Yuki, 2006). The present research explored the causal role of culture as well as the underlying psychological nature of this phenomenon. In Study 1, bi-cultural participants in Hong Kong were primed with Chinese or American cultural icons, followed by an assessment of judgments about the consequences of a train accident. Results were consistent with the causal role of culture: bi-cultural individuals primed with Chinese icons demonstrated an enhanced focus on downstream consequences of the event compared to those primed with American icons. Studies 2 and 3 employed an original procedure for priming holistic versus analytic thinking, the hypothesized mechanism underlying these cultural effects. Results were consistent with expectations: When Asian American participants were asked to make judgments about the consequences of a pool shot (Study 2) or the installation of a faulty computer program (Study 3), participants primed with a holistic worldview perceived a greater distal impact of both events as compared to participants primed with an analytic worldview. We discuss the implication of these results for our understanding of how culture impacts individuals’ understanding of the nature of causality and responsibility.

C165**SELF-AFFIRMATION AND HEALTH BEHAVIOR CHANGE**

Tracy Epton¹, Peter Harris¹; ¹University of Sheffield – Objective. Evidence shows that self-affirmation has a positive effect on message acceptance and other variables that motivate behavioral change; however, at least in the health domain, this has not been translated into actual behavioral change. We propose that particular features of the previous studies may account for this failure; the current study addresses this. It is designed to test whether a self-affirmation manipulation can increase a health-promoting behavior (fruit and vegetable consumption). It also explores the extent to which efficacy variables mediate the self-affirmation and behavior relationship. Design. Women (N = 93) were randomly allocated to a self-affirmation or control task prior to reading a message regarding the health-promoting effects of fruit and vegetables. Main Outcome-Measures. Efficacy and intention measures were taken immediately after exposure to the message followed by a 7-day diary record of fruit and vegetable consumption. Results. Self-affirmed participants ate significantly more portions of fruit and vegetables, an increase of approximately 6.5 portions across the week, in comparison to the control group. Self- and response-efficacy were significantly higher in the self-affirmed condition. The behavioral effect was partially mediated by response-efficacy. Conclusion. The study has both theoretical and practical implications. We explore the consequences for self-affirmation theory of the effects of the manipulation on self- and response-efficacy. Practically, the study confirms that self-affirmation manipulations can successfully promote health behavior change.

C166**IDENTITY AND JUSTICE IN TERRORISM**

Michael King¹, Nour Kteily¹, Donald M. Taylor¹; ¹McGill University – In reviewing explanations for terrorism, Borum (2004) discerns three main psychological motives: injustice, identity, and belonging. Recent field studies comparing these suggest that collective identity motives, rather than justice motives, better predict support for terrorism. Although these justice and identity motives are somewhat new in the terrorism literature, they have long been the basis of two major theories in intergroup relations: equity theory and

social identity theory. Based on these theoretical frameworks, a lab study was conducted to investigate if social identity motives would exceed equity motives in provoking increased participation in (rather than mere support for) terrorism. Participants were asked to play the role of a member of a disadvantaged minority group faced with oppression, a scenario based on our previous research with Tamil Tigers. Participants were subsequently recruited, via text, to participate in a terrorism plot. Recruitment texts varied by the type of arguments used to justify the use of terrorism. Justification either focused on restoring intergroup equity (equity condition), raising the collective status of their group (social identity condition), or the need for change (control condition). The recruitment text ended with either promised social recognition for their participation, or required a pledge of secrecy. Overall, men who pledged secrecy were more likely to engage in terrorism when given social identity justifications, as oppose to equity or control justifications. Social recognition had no effect. The results suggest that motivations linked to one’s collective identity play an important role in justifying the use of extreme anti-normative violence.

C167**THE EFFECTS OF THREAT OF SELF WORTH ON MALES’ IMPLICIT INGROUP-OUTGROUP BIAS RELATED TO GENDER**

Kunio Ishii¹, Makoto Numazaki¹; ¹Tokyo Metropolitan University – When people experience threats of self worth, they often exhibit defensive cognitive reactions. It is well demonstrated that people protect their worth by exhibiting ingroup-outgroup biases (i.e. outgroup derogation and ingroup favoritism). Recent studies have shown that such defensive ingroup-outgroup biases occur in implicit processes. We conducted two studies to examine whether male participants threatened self-worth would exhibit stronger implicit bias. We used single-category IAT (Karpinski, 2006), that could distinguish ingroup favoritism and outgroup derogation. We also examined a moderating effect of self-esteem. In two experiences, male participants, who had completed Rosenberg Self-Esteem Scale in advance, either received self-image threatening feedback of initial tests about their intelligence and their personality, or did not receive such a feedback (threat condition vs. control condition). Then, they completed a single-category IAT measuring implicit evaluation toward female (Study 1) or a single-category IAT measuring implicit evaluation toward male (Study 2). In Study 1, we found that only high self-esteem male participants in threat condition exhibited significantly stronger implicit derogation toward female. In Study 2, there were no differences between evaluations toward male in threat condition and in control condition, regardless of level of self-esteem, indicating that threat of self-worth and self-esteem did not influence implicit favoritism toward male. Overall, threat of self worth strengthened only implicit derogation toward female among participants with high self-esteem. These results suggest that high self-esteem men protect their self worth by derogating outgroup but not by favoring ingroup.

C168**APPROACH/AVOIDANCE AND TASK PERFORMANCE: ALLOCATING MENTAL EFFORT TO A DEMANDING TASK**

Severine Koch¹, Rob Holland¹, Ad van Knippenberg¹; ¹Radboud University Nijmegen, The Netherlands – The present research investigated differences in task performance due to motivational (approach/avoidance) orientations and effort allocation. It was hypothesized that avoidance-oriented participants would outperform those with an approach orientation on a cognitively demanding task, due to the stronger motivation not to make errors. Avoidance-oriented individuals may accomplish this goal by allocating more mental effort to the task, but this greater effort allocation should manifest itself in worse performance on subsequent tasks, since cognitive resources become depleted over time. Participants were asked to adopt either an approach or an avoidance arm posture while performing a cognitively demanding categorization task under time

pressure. It was strongly emphasized that both failing to respond within the response window and giving an incorrect answer were treated as errors. Results showed that avoidance-oriented participants significantly outperformed the approach condition in terms of response latencies, ostensibly in order to avoid errors due to exceeding the time limit. The subsequent task aimed at gauging to what extent the categorization task depleted participants cognitive resources. Participants were instructed to find the difference between two pictures displayed on the computer screen that were actually identical. The time participants spent trying to solve the puzzle, or task persistence, was used as an indication for the remaining cognitive capacity. As expected, avoidance-oriented participants quit the puzzle significantly earlier than the approach-oriented participants. Additional analyses revealed that the two dependent variables were marginally significantly correlated, indicating that better performance on the categorization task was related to less persistence on the puzzle task.

C169

TWO ROUTES TO MORAL JUDGMENTS: A CROSS-CULTURAL EXAMINATION OF SOCIAL DOMAIN JUDGMENTS Hiroaki

Morio¹; ¹Sapporo University – In this study, we aim to explore how people's moral judgments are culturally determined. For this purpose, we devised a new tool to assess individual difference in people's "moral orientation", or judgment of social domain (Turiel, 1983). Moral Orientation Scale (MOS) was constructed, composed of 30 behaviors in the mixed domains. With MOS, respondents engage in social domain judgment by choosing either the behaviors are morally wrong, socially not inappropriate, personally unrewarding, or acceptable. MOS was administered to 356 American and 172 Japanese university students in mass settings. Multiple choice responses were coded as binary data depending on whether participants answered the behavior as "acceptable" or not. Principal components analysis was conducted on these variables independently for the two cultures to extract the patterns of participants' categorization on the dimension of acceptability of the behaviors. For American sample, the three components were named "Stealing, lying, and cheating", "Tolerance of sexual and drug-related misconduct", and "Life and religion". For Japanese participants, different structure emerged. With the four component solution, the components were "Behaviors with no direct victims", "High self-relevance", "Very low self-relevance", and "Impurity". There was a stark cultural difference in the structure of judgments: American participants' responses were guided by a religiously oriented categorization, and considered as judgment through the inductive route. On the other hand, Japanese participants' responses were structured with two principles of self-relevance, in addition to ethics of harm and divinity. Japanese participants were theorized to have used both the inductive and deductive routes.

C170

SELF-ESTEEM AS A PREDICTOR OF INTERPERSONAL BEHAVIOR: CONTRASTING PREDICTIONS DERIVED FROM SOCIOMETER AND DOMINANCE THEORY Wendy de Waal-Andrews¹, Aiden P.

Gregg¹; ¹University of Southampton – Drawing on evolutionary psychology, informational models (Campbell & Foster, 2006) argue that self-esteem activates appropriate behavior in response to cues relating to different interpersonal outcomes. Sociometer theory (Leary & Downs, 1995) states that low self-esteem alerts people to threats of social exclusion, motivates compliance and conformity, and serves to minimize rejection. In terms of interpersonal behavior, therefore, it is reasonable to hypothesize that low self-esteem motivates submissive behavior and reduces quarrelsome behavior. Dominance theory (Barkow, 1980) suggests that self-esteem reflects people's perception of their position in social hierarchies. As different positions activate different behaviors and ascendance in human social hierarchies relies on attraction rather than intimidation (Gilbert, Price, & Allan, 1995), high self-esteem should

correlate with dominant and agreeable behavior. These predictions from Sociometer and Dominance theory were tested in two Internet studies. Participants completed a self-esteem measure and a version of the Social Behavior Inventory (Moskowitz, 1994), which assesses dominant, submissive, agreeable and quarrelsome behaviors. Measures of self-liking, self-competence and narcissism were included to determine whether different types of self-esteem differentially regulate interpersonal behavior (Kirkpatrick & Ellis, 2001). In general, Self-esteem (as well as self-liking and self-competence) correlated positively with dominant and agreeable behavior and negatively with submissive and quarrelsome behavior. Narcissism, however, correlated positively with dominant and quarrelsome behavior and negatively with submissive and agreeable behavior. Mutual partialling of narcissism and self-esteem amplified these patterns. These results suggest that Dominance theory better describes behaviors associated with high self-esteem, while Sociometer theory better describes behaviors associated with low narcissism.

C171

BAD HABITS IN THE FACE OF DEATH: THE INFLUENCE OF MORTALITY SALIENCE ON AUTOMATIC BEHAVIOUR Eva

Walther¹, Susanne Schlink¹, Joachim Hueffmeier¹, Juliane Burghardt¹, Sabrina Mueller¹, Mark Dechesne²; ¹University of Trier, ²University of Maryland – Three studies tested the hypothesis that mortality salience (MS) increases the likelihood of automatic behavior, even if this behavior is culturally inconsistent and not relevant to self-esteem. In Study 1, the experimenters induced participants to write about either their own death or a control topic, and observed subsequent addictive behaviour (smoking) while watching a boring movie. As predicted, MS increased smoking behavior in habitual smokers. Study 2 showed that participants whose concept of rudeness was primed interrupted the experimenter more quickly than did participants primed with polite-related stimuli, but only if MS was induced. In Study 3, the authors found that following MS induction, participants were more prone to stick to a newly acquired conceptual learning habit and had more problems to overcome this behaviour. This suggests that reminding people of their own death may increase the likelihood of any automatic behavior or habit.

C172

DIFFERENT KINDS OF PERCEIVED ENTITATIVITY LEAD TO DIFFERENT KINDS OF PERCEIVED THREATS AND EMOTIONS TOWARD OUTGROUPS: AN EXAMINATION OF REAL-WORLD SOCIAL GROUPS Kunihiko Yokota¹, Masaki Yuki¹; ¹Hokkaido University

– Recent studies have identified two facets of perceived entitativity: Essentialism, the belief that group members share unalterable psychological characteristics deeply rooted in nature, and Agency, the belief that group members share and pursue common goals. Additionally, intergroup relations studies from the evolutionary perspective have demonstrated that there are a variety of qualitatively different threats and emotions felt towards various outgroups. This project aims to integrate the two sets of findings; outgroups that distinctively share physical features among members will more likely evoke the perceived contaminant threat and feelings of disgust, because they might share immune systems and values/ideals that are different from one's own. On the other hand, outgroups pursuing common goals will more likely lead to perceived obstacle threat and anger, because their goals might conflict with that of one's ingroup. Our previous study, using animated clips of monster groups, supported this hypothesis (Yokota & Yuki, 2006). In the present study, we examined the same hypothesis by assessing people's perceived entitativity as well as threats/emotions felt toward real-world social groups. Twenty-eight undergraduates answered questions regarding group perception (shared physical features and coordination), as well as perceived threats/emotions toward thirty-four social groups considered typical outgroups in Japan. Consistent with the hypothesis, the results showed that the

more different outgroup members' shared physical features were from oneself, the stronger the perceived contamination threat/disgust were. On the other hand, the more coordinated the outgroup members' actions were among members, the stronger the perceived obstacle threat/anger.

C173

THE PREPARATIVE FUNCTION OF COUNTERFACTUAL THINKING: PROVIDING USEFUL STRATEGIES OR ENHANCING MOTIVATION? *Andrea L. Myers¹, Sean McCreary¹, Katja Paessler¹*; ¹*University of Konstanz* – Research on upward counterfactual thoughts ("If only" thoughts) shows that they improve subsequent performance, although the reason remains unclear. Do they provide a useful strategy or do they increase motivation through negative affect? In Study 1, participants solved two sets of anagrams under time constraints. Participants could "buy" clues or skip difficult anagrams; performance was determined by how quickly participants solved the anagrams, and points were deducted for wrong answers and using clues. Participants were given feedback and then assigned to consider a counterfactual stating that using more clues would have improved their score or a no counterfactual condition, and mood was measured. An interaction between counterfactual condition and negative affect on number of anagrams solved was found, ($\beta=.344$, $t=2.90$, $p<0.01$). Upward counterfactuals increased the number of anagrams solved only when negative affect was experienced. In Study 2 participants were assigned to either consider the counterfactual that skipping more would have improved their score or not. Additionally, exposure to a similar implementation intention (an "if-then" plan) was manipulated. Whereas a main effect of implementation intentions on skipping was obtained ($\beta=.271$, $t=2.70$, $p<0.01$), interactions of counterfactual condition and affect were observed on skipping ($\beta=.240$, $t=2.53$, $p<0.05$) and number of anagrams solved ($\beta=-.203$, $t=2.05$, $p<0.05$), such that upward counterfactuals increased skipping and performance only when relatively more negative affect was experienced. These results indicate that individuals do not necessarily use the strategy provided by the counterfactual. Rather, the moderating role of affect suggests counterfactuals improve performance via increased motivation.

C174

POST-PRIMING CONFABULATION: THE EFFECT OF UNCONSCIOUS GOALS ON SELF-KNOWLEDGE *Yoav Bar Anan¹, Timothy Wilson¹*; ¹*University of Virginia* – Three studies examined the effect of automaticity on self-knowledge. We hypothesized that people confabulate reasons in order to explain behavior that was caused by unconscious goal pursuit. These confabulations become a part of people's self-view, and may explain, in part, the inaccuracies of self-knowledge. In Study 1 the experimental group was primed with the goal to help, and was later given a choice of activities to perform. The options varied in both prime-relevant attributes (whether the game involved helping or competing) and decoy attributes irrelevant to helping (whether the game was hangman or anagrams). As predicted, primed participants were more likely to choose the game that involved helping. When asked to explain their choice, however, because of their unawareness to the priming, participants misattributed their choice to the decoy attributes (the type of the game). This misattribution affected self-knowledge. Help-primed participants reported more liking for the type of game—hangman or anagrams—that happened to be associated with helping. In Studies 2-3, male participants who were primed to seek casual sex tended to choose a tutoring session taught by a female (rather than a male), but misattributed their choice to the session's topic. As a result, they reported more general interest in that topic than control participants, and more dispositional tendencies related to that topic. Our research links two distinct fields of study—self-attributions and unconscious goal pursuit—to provide new look and evidence about how unconscious and conscious processes interact to shape self-knowledge.

C175

WHEN IMPLICIT GENDER BIAS BECOMES EXPLICIT: EFFECTS ON AFFECT, IMPLICIT SELF-REGULATION, AND MOTIVATION TO CONTROL PREJUDICE. *Koji Murata¹*; ¹*Hitotsubashi University* – When we reveal a seemingly prejudiced response, we experience negative affect and promote self-regulation to inhibit subsequent prejudiced responses. These findings were mainly demonstrated in racial attitudes, they also should be found in gender bias. If people believe in egalitarianism and are not aware of their own gender bias at all, revealing a prejudiced response would threaten the self and would start an implicit recovery process from the threat. To explore these predictions, we conducted a field study in a large class of a Japanese University. After reading a scenario of "Dr. Smith problem" which was demonstrated for an example of implicit stereotyping, 233 student participants responded to some questions. Results indicated, first, participants who had supposed the doctor had been male felt more negative affect (agitation and guilt) than those who had supposed as female. Next, they reduced internal but external motivation to control prejudice much more. This finding might reflect their awareness of having gender stereotypes in actuality after experiencing the "Dr. Smith problem". Finally, male participants with the bias preferred their name letters to other letters stronger than those without it, whereas female participants with the bias preferred their name letters weaker than those without it. As predicted, a prejudiced response to a gender target activated self-enhancing process implicitly for males. On the other hand, females who had responded unfavorably to women would be involved in more complex process. We discussed these results in term of socio-cultural background in Japan and educational implication for gender equality.

C176

THE EFFECT OF MIXED EMOTIONAL MESSAGES ON OCCASIONAL EXCESSIVE DRINKING *Dolores Muñoz¹, Pilar Carrera¹, Amparo Caballero¹*; ¹*Universidad Autónoma de Madrid* – In general, risk behaviors are evaluated negatively but this attitude does not predict real behavior. In this study we decided to explore a behavior difficult to predict but of enormous social and personal significance to young people: the occasional excessive consumption of alcohol. We focus on the young university population which, occasionally, particularly at weekend parties, drinks alcohol in excess. Young people usually report a negative general attitude towards drinking alcohol, but they indulge in it fairly frequently. In previous research in which we asked participants to recall their personal experience of drinking, we found mixed emotions (two emotions of opposing valence) associated with them. In this work we induce the emotions presenting to the students, in laboratory situation, two types of emotional messages, negative (sadness) versus mixed (joy and sadness), with the aim of studying their differential effect on the probability estimated by participants of repeating the behavior of occasional excessive drinking in the near future. The results show that the two types of emotional messages had a differential effect: the negative message, compared to the mixed one, is associated with higher probability of carrying out the risk behavior in the near future. As we expected, the influence of the messages on the probability was moderated by participants' experience. These results suggest that mixed emotional messages could be more effective in campaigns for the prevention of this risk behavior.

C177

COPING WITH AN OFFENSE: THE EMOTIONAL IMPACT OF SUPPRESSION AND REAPPRAISAL RESPONSES TO A HURTFUL EVENT *Nova Hinman¹, Charlotte Witoliet¹, Alicia Hofelich², Ross Knoll¹*; ¹*Hope College*, ²*University of Michigan, Ann Arbor* – In this experiment, sixty-four participants identified an autobiographical offender who had hurt them in the past, ruminated about the offense, and immediately transitioned into using a coping strategy. Half of the participants were randomly assigned to think about their offender and suppress their

experience or expression of negative emotions; the other half of the participants were randomly assigned to reappraise their response to their offender by emphasizing the offender's humanity and his or her demonstrated need to experience a positive transformation. Following offense or coping imagery, participants provided ratings about their negative and positive emotions as well as forgiveness-related responses. Compared to the ratings after the initial offense imagery, practicing either coping strategy similarly decreased ratings of sadness, anger, anxiety, and arousal (all $F_s > 17.00$, $p_s < .001$). Both practiced suppression and reappraisal also increased ratings of perceived control, emotional valence, happiness, and peace compared to the initial offense (all $F_s > 7.81$, $p_s < .01$). By contrast, only practiced reappraisal stimulated an increase in ratings of empathy and forgiveness from the initial offense imagery ratings, whereas practiced suppression did not influence these ratings (all $F_s > 6.06$, $p_s < .05$). While both coping methods improved participants' intrapersonal emotions—whether negative or positive—only reappraisal increased the interpersonal emotions of empathy and forgiveness. It appears that both suppression and reappraisal can offer short term benefits, but only reappraisal stimulates increases in forgiveness.

C178

ASIAN AMERICAN VS. WHITE DIFFERENCES IN PERSONALITY: CONTRASTING SELF VS. BEHAVIOR AND PEER PERSPECTIVES Laura Naumann¹, Oliver John¹; ¹University of California, Berkeley—Naumann and John (2006) proposed domain-specific processes underlying Asian-White differences in self-perceptions. The cultural-value hypothesis explains differences in openness: Asian Americans perceive themselves lower because they value openness attributes (curiosity, creativity) less than Whites. The reference-group hypothesis explains conscientiousness differences: Asian Americans perceive themselves lower than Whites because they compare their behavior to a reference-group (Asian Americans) that is perceived as substantially more conscientious than the White majority. Three new studies test implications of this process account for openness and conscientiousness behaviors. If Asian-White differences in self-perceived openness arise from cultural differences in values, then this value difference should also be expressed in behavior, as assessed by behavioral-act reports or ratings by peers who have observed the individual's behavior across time and situations. In contrast, if differences in self-perceived conscientiousness arise from differential reference-group use (i.e., the same behavioral record is evaluated according to different standards), then Asian-Americans and Whites should not differ in conscientious behaviors. Asian American and White participants reported behavioral-act performance retroactively (Study 1, $N=274$) or in a weeklong behavioral diary (Study 2, $N=118$). As predicted, Asian Americans performed fewer openness behaviors (e.g., trying something new) than Whites but just as many conscientious behaviors (e.g., working on class assignments). In Study 3 ($N=99$), peers rated Asian Americans as less open but equally conscientious as White participants. These findings further support our domain-specific process model and suggest that Asian-White differences in some domains may be grounded in behavioral reality (e.g., Openness) but in self-perception processes in other domains.

C179

THE DYNAMICS OF INTER-GROUP RECONCILIATION AND DIALOGUE AMONG YOUNG PEOPLE IN BELFAST (NORTHERN IRELAND) AND VUKOVAR (CROATIA): INTERPRETATION OF THE PAST AND EXPECTATIONS FOR THE FUTURE Ankica Kosic¹; ¹Kingston University—The present study aims to explore the relationship between the perception among young people in Belfast (Northern Ireland) and Vukovar (Croatia) of being their ethnic group a victim throughout the centuries and propensity to forgiveness and reconciliation. More specifically, it aims to examine the moderating role of empathy and attribution of responsibility in the process of

reconciliation. Several studies suggest that one of the most important capacities required for coexistence and reconciliation is the ability to imagine the experiences of the 'other' group and in particular to empathise with the suffering of one's enemy (e.g., Devine-Wright, 2001). Moreover, it is argued that if we want to create a society with less polarization we need to understand why both groups acted as they did, and above all we need to explore the responsibility of our own group. When talking about the history, people may use to attribute responsibility to all members of the out-group ('collective responsibility'), and to only few individuals of the in-group ('individual responsibility') when referring to negative historical events. This study shows that if people could admit the responsibility of certain individuals in one's own group and accept that not all members of the out-group have had the same degree of responsibility in the conflict, they have more propensity toward reconciliation in post-conflict areas.

C180

DOES PERCEPTION OF UNIQUELY HUMAN EMOTIONS HAVE NEGATIVE RELATIONSHIP WITH OUTGROUP DISTRUST? : A MEDIATING ROLE OF DISCOMMUNICATION WITH OUT-GROUP Kengo Nawata¹, Hiroyuki Yamaguchi²; ¹Kyushu University/Graduate School of Human-Environment Studies, ²Kyushu University/Faculty of Human-Environment Studies—Leyens et al. (2000) indicated that uniquely human emotions are perceived less to outgroup than to ingroup. Uniquely human emotions are the emotions that only human can feel but animal cannot, such as nostalgic and guilt. They called it *infrahumanization*. However, most studies concerning *infrahumanization* have not focused on the relations between perception of uniquely human emotions toward outgroup and other variables of outgroup rejection. The main purpose of this study was to examine two hypotheses: (H.1) distrust of outgroup have negative relationships with discommunication with outgroup members, who have less uniquely human emotions and (H.2) outgroup entitativity have positive relationships with less perception of uniquely human emotions toward outgroup because the criterion for judgment will shift from communicable individuals to incommunicable groups as abstract categories. To tests this hypotheses, we investigated the attitudes of Japanese undergraduates ($N=125$) toward U.S.A. (outgroup) by questionnaires. The questionnaires was constructed with intention to operate outgroup entitativity but failed. Therefore, manipulation check items of entitativity were used on this analysis. Results showed that uniquely human emotions toward outgroup have negative correlation with distrust of outgroup. And discommunication with outgroup mediates the relationship between perception of uniquely human emotions and distrust of outgroup. Hence, H.1 is supported. Moreover, when perceived outgroup entitativity is low, these effects disappeared. Against our prediction, however, H.2 is not supported. Perceived outgroup entitativity has no direct effect on the perceptions of uniquely human emotions. These results suggest discommunication with outgroup plays a key role to understand outgroup rejection.

C181

WHO YOU ARE IS ASSOCIATED WITH HOW YOU INVEST YOUR TIME: LATE ADOLESCENT PERSONALITY TRAITS PREDICT TIME USE IN YOUNG ADULTHOOD Kimdy Le¹, M. Brent Donnellan²; ¹Indiana University Purdue University, Columbus, ²Michigan State University—Personality characteristics are associated with life outcomes such as occupational attainment (e.g., Roberts et al., in press). These personality effects are potentially mediated by a number of mechanisms (Shiner & Caspi, 2006). In this poster, we evaluate a proposed link between adolescent personality characteristics and how individuals invest their time in emerging adulthood. Emerging adulthood is an important time for studying this link because it is a period in the life span when many individuals have a high degree of autonomy coupled with a high degree of relative freedom. Moreover, the

major “developmental tasks” of emerging adulthood include consolidating identities and acquiring and refining skills for future careers (Arnett, 2000). Using 250 participants from the Family Transitions Project (see Donnellan, Conger, & Burzette, 2007) we found that late adolescent personality predicted time use during emerging adulthood. Agentic Positive Emotionality and Constraint were positively related to time spent in academic activities ($r = .21$ & $.28$, respectively) and volunteer activities ($r = .18$ & $.20$, respectively). These traits were negatively related to time spent in “premature” adult responsibilities such as parenting ($r = -.18$ & $-.27$, respectively). In contrast, Negative Emotionality was negatively related to time spent in academic and volunteer activities ($r = -.20$ & $-.18$, respectively) and positively related to premature involvement in adult responsibilities ($r = .21$). These findings indicate that personality is associated with how individuals invest their time and may provide a partial explanation for why personality traits are linked with life outcomes.

C183

EFFECTS OF ONLINE GAMING ON SOCIABILITY AND AGGRESSION

Kei Fuji¹, Fujio Yoshida¹; ¹University of Tsukuba, Graduate School of Comprehensive Human Sciences – With the growth of the Internet, effects of online gaming on sociability and aggression in real life have been investigated. This study focused on how online-gamers interacted with each other during a game. It was hypothesized that the effects of online gaming would be different depending on the interaction style of the gamers. Based on the rich get richer model (Kraut, Kiesler, Boneva, Cummings, Helgeson, & Crawford, 2002), it was also hypothesized that those who are more social-oriented in real life would interact with others more sociably during online gaming, and online gaming would in turn promote sociability and decrease aggression in real life. Online-gamers in Japan ($n = 1484$) were asked to respond to questionnaires that measured interaction style during online gaming, the effects of sociability and aggression, as well as social and individual orientation in real life. Factor analysis of the scores for interaction style extracted five factors: “Broadening relations”, “Feeling of belonging”, “Conforming to norm”, “Release from daily hassles”, and “Aggressive behavior”. Analysis of covariance structures indicated that sociable interactions such as “Broadening relations” and “Feeling of belonging” promoted sociability and decreased aggression in real life. By contrast, aggressive interactions decreased sociability and increased aggression. It was also suggested that social orientation in real life promoted sociable interactions during the game and that individual orientation promoted non-sociable and aggressive interactions. These results supported our hypotheses and suggested that online gaming resulted in positive outcomes for those who are sociable-oriented, but negative outcomes for those who are not.

C184

ILLUSION OF COURAGE UNDER SOCIAL VERSUS PHYSICAL FEAR

Megumi Komori¹, Koji Murata¹; ¹Hitotsubashi University – Research in perspective taking and projection has demonstrated the illusion of courage (IoC), where people underestimate the impact of fear of embarrassment on behavior, especially when they predict about others. IoC is explained in terms of two kinds of bias; hot/cold empathy gaps, where people underestimate the impact of fear in hot (emotionally aroused) situation, and beliefs about difference between self and others, where self underestimates fear of embarrassment in others. In this experiment, we examined IoC in either socially or physically fearful situation. It was hypothesized that IoC is smaller in physically fearful situation than socially fearful one, because there is no beliefs about self/other differences in susceptibility to physical fear. Participants were either asked to mime in front of others or asked to taste unidentified food which might cause them disgust. Half of them were told that the asking was hypothetical, which kept them emotionally unaroused, while others were not. After that, participants indicated the amount of reward they themselves or others would want to accept the request (lower reward

corresponded to higher IoC). As a result, amount of the reward for others was significantly lower than that for self in socially fearful situation, if they were told the experiment was hypothetical. Moreover, hot/cold empathy gap was seen only in socially fearful situation if they indicated reward for self first, but not in physically fearful situation. These results suggest that IoC is greater in socially fearful situation than in physically fearful situation.

C185

ASSESSING THE INFLUENCE OF MIXED EMOTIONAL EXPERIENCE ON HELPING BEHAVIOR

Pilar Carrera¹, Luis Oceja¹;

¹Universidad Autonoma de Madrid – A mixed emotional experience involves at least two emotions evolving during a period of time. Previous studies showed that the Analogical Emotional Scale (AES) complements the information tapped by the exclusive use of numerical scales, since the AES allows measuring not only the co-occurrence of the two emotions but also how they evolve during the length of such experience (Carrera & Oceja, 2007). In two studies, we tested whether the AES also adds new relevant information at the behavioral level. In Study 1, participants previously read either a simple or a mixed appeal (i.e., which included either only negative or both positive and negative information, respectively), and subsequently were given with the opportunity of collaborating in a campaign that prevents alcohol consumption. The results showed that the two appeals elicited both distress and empathy; nevertheless, only distress in the simple appeal condition, and only empathy in the mixed appeal condition predicted the willingness to collaborate. In Study 2, participants read an article about a woman in need which again elicited both empathy and distress, and subsequently they had the opportunity to help her. The results showed that helping increased only when the elicited empathy either equaled or overpowered distress at the end of the mixed emotional experience; this result was tapped by the AES but not by the numerical scales.

C186

THE EFFECTS OF HUMOR ON TASK INTEREST AND PERFORMANCE

Kristina Matarazzo¹, Amanda Durik¹; ¹Northern Illinois University

– Recent research incorporating a person-by-situation approach to task motivation suggests that situational enhancements designed to promote task motivation may work differently for different people. Such enhancements (e.g. colors, pictures embedded in a laboratory activity) promoted task interest among those with a low individual interest in the domain, but undermined task interest for those with a high individual interest in the domain (Durik & Harackiewicz, in press). The current study conceptually replicated and extended prior work by testing whether the presence of humor in learning materials differentially affected task interest and performance for participants with high or low existing levels of individual interest in the domain (math). Participants with varying levels of math interest learned a novel math technique with either humorous or non-humorous instructions and performed the technique on a set of problems. Consistent with our predictions, a significant interaction indicated that the presence of humor in the instructional materials differentially affected the task interest of participants with low versus high levels of math interest. Participants with a low individual interest in math reported higher task interest if they were in the humorous versus non-humorous condition. Conversely, participants with a high individual interest in math reported lower task interest if they were in the humorous versus non-humorous condition. Follow-up analyses suggested that the positive effect of humor for participants with low individual interest in math may be explained by humor inducing a reduction of negative affect. There were no effects of humor on task performance.

C187

QUIXOTEISM: A SOCIAL MOTIVE THAT LEADS TO PERFORM A HEROIC BEHAVIOR Luis Ocejeda¹, Sergio Salgado¹; ¹Universidad Autónoma de Madrid – We propose a model whose crucial term is Quixoteism and it includes four main proposals. First, Quixoteism is a social motive distinguished by the ultimate goal of transforming the world toward ideals such as goodness, beauty, and truth. Second, this motive is elicited by the presence of a particular constellation of values that is mostly a combination of the Schwartz (1992)'s general types of Stimulation, Self-direction and Universalism; this constellation of values can either be made salient by the present situation or be central into the individual's personal hierarchy of values. Third, Quixoteism will be elicited when (a) the individual perceives a situation of need and (b) this constellation of values is either salient or central. Fourth, the existence of Quixoteism increases the likelihood of performing a heroic behavior; namely, a behavior oriented by a major good which involves a high cost to the individual who performs it. We present the results of three studies as a preliminary support of these four proposals.

C188

PERSPECTIVE TAKING AND EMPATHY: REDUCING ETHNIC PREJUDICE. Lisa Pagotto¹, Alberto Voci¹; ¹University of Padova – The present research aims at investigating the effects of perspective taking on emotional responses to a needy person, member of a stigmatized group, and the generalization process from judgments concerning the individual to prejudice toward the whole group. Participants (N=181) were asked to read a story about the difficulties of a Moroccan girl in Italy assuming a particular perspective: imagining her feelings, imagining their feelings if they were in her place, remaining objective. Different types of emotional responses were measured: reactive empathy (warmth, tenderness), parallel empathy (injustice, indignation, sadness) and personal distress. A modified version of the IOS scale was used to measure self-other closeness. The ANOVA revealed that participants in the two perspective taking conditions reported more emotional arousal and sense of closeness with the target; they also evaluated her more positively. Furthermore, they expressed more positive attitudes toward North-African immigrants in general and greater favorableness to accord social and civil rights to them. Structural Equation Models (Lisrel) were used to detect causal order of constructs, testing several mediation models that account for the generalization: it seems that perspective taking influences first emotional responses, specifically reactive and parallel empathy, which in turn produce a sense of closeness with, and a positive evaluation of the target. These two perceptions finally lead to a reduction of prejudice toward the whole group. In conclusion, perspective taking appears to be promising for improving inter-ethnic relationships, through a process that involves first empathic feelings, and then cognitive and evaluative judgments.

C189

IT'S BLACK...IT'S WHITE...IT'S BOTH: A BICULTURAL EXAMINATION OF THE BLACK SELF-CONCEPT Tiffany Brannon¹, Valerie Jones¹, Hazel Rose Markus¹; ¹Stanford University – Wade Nobles (1973) depicts Afro-centric and Eurocentric world views as 'jibing and/ or colliding' to create the Black self concept. Early research attempted to understand the Black self-concept through a (European-American) Western lens, and contemporary studies have responded to Eurocentric criticism by examining the Black self through an Afro-centric scope. Research has yet to explore the Black self at the point of 'collision' or through a bicultural frame that incorporates both an Afro-centric and Eurocentric identity. The present study investigates African American biculturalism by exposing a Black and White American sample to cultural primes (i.e., Mainstream and African American) and examining cooperation in an experimental game. Using previous literature that characterizes African American culture as largely interdependent and Mainstream American culture as relatively independent we predicted

that cooperation in a Prisoner's Dilemma game would be affected by the interaction of ethnicity and the primed culture. Although the central hypothesis is given mixed support, the overall findings provide initial evidence for African American biculturalism. Moreover, the results of the initial study created interest in understanding the phenomenon of African American biculturalism in an applied situation. To examine an applied application of this cultural phenomenon an image of Senator Barack Obama on the cover of an influential African American and Mainstream American publications were used to prime African American and Mainstream American culture, respectively. The findings of both studies create an interesting discussion on the Black American self concept, as well as White American selfhood.

C191

SOCIAL OUTCOMES OF SELF-ASCRIBED AND OTHER-PERCEIVED AUTHENTICITY Erika Carlson¹, Christopher Nave², R. Michael Furr¹; ¹Wake Forest University, ²University of California, Riverside – Research shows that self-ascribed authenticity (SAA, consistency between one's "true" traits and self-reports of behavior) is associated with well-being. However, little is known about other-perceived authenticity (OPA, another person's perception of the consistency between an individual's "true" traits and his/her behavior). The current study examines the link between these perspectives on authenticity, their links to self-esteem, and their links to social outcomes. In two studies, participants in unacquainted dyads were randomly assigned the role of target or judge, and they engaged in a short conversation. In both studies, targets used a 40-item trait measure to rate their "true" personality profile and to rate the profile they actually conveyed in the interaction ("presented" profile). Judges rated targets' presented personality and their estimation of the targets' true personality. Indices of SAA and OPA were derived from these personality ratings. Targets in Study 1 provided self-esteem ratings and all participants in Study 2 provided likeability ratings of their partners. In both studies, SAA was not associated with OPA, suggesting that people reporting authenticity were not necessarily perceived as being authentic. In terms of well-being, Study 1 revealed that targets' self-esteem was positively related to SAA but not to OPA. In terms of social outcomes, Study 2 revealed that both SAA and OPA predicted targets' likeability, even controlling for judge/target similarity and for the social desirability of the targets' self-reported "true" self. Taken together, results suggest that SAA and OPA have different and independent implications for well-being and for social outcomes.

C192

IS LOVE COLORBLIND? POLITICAL ORIENTATION MODERATES CROSS-RACE ROMANTIC DESIRE Paul Eastwick¹, Jennifer Richeson¹, Eli Finkel¹; ¹Northwestern University – Are some individuals more likely than others to initiate an interracial romantic relationship? Previous survey research suggests that political orientation (liberal vs. conservative) could be a powerful predictor in this regard, though no research has explored this possibility in the context of live interracial interactions. Therefore, we conducted two studies to examine whether White participants' political orientation predicted their romantic interest in real-life White and racial minority potential partners. In Study 1, male participants had sequential, counterbalanced interactions with both a White and Black female confederate and reported their romantic desire for each of them. Study 2 was a speed-dating study in which participants interacted with and completed questionnaires regarding 9-13 opposite-sex potential romantic partners, some of whom were White and some of whom were racial minorities. Both studies revealed a significant political orientation × race of partner crossover interaction. As expected from previous survey research, White conservative participants indeed exhibited significantly more romantic desire for White compared to racial minority potential romantic partners in both studies. But curiously, White liberal participants exhibited significantly less romantic desire for

White compared to racial minority potential romantic partners in both studies. That is, White liberals were more attracted to potential romantic partners who were of a different race. In addition, two key principles of romantic attraction, reciprocity and similarity, partially mediated the association of the political orientation \times race interaction with romantic desire. Implications of and possible mechanisms underlying these findings are discussed.

C193**TERROR MANAGEMENT, ATTACHMENT, AND SEXUAL MOTIVATIONS: A TEST OF THREE THEORIES** Gilad Hirschberger¹, Gurit Birnbaum¹, Bar-Ilan University – Previous research has found that mortality salience (“death primes”) decrease the appeal of sexual behavior. Our research is an attempt to reconcile these findings with two additional perspectives: (a) Under certain conditions, death primes may increase sexual motivation; (b) death primes may increase sexual motivation that fosters closeness in relationships, but may decrease the tendency to engage in casual sex. To examine these hypotheses we conducted three studies. In Study 1, participants were primed with death, imagined a romantic encounter with someone they had just met, and then indicated their desire to have sex. In Study 2, participants imagined either a romantic scenario or a non romantic encounter (at a pick-up bar). Study 3 examined whether attachment orientation moderates the impact of death primes on sexual motives (measured with multidimensional sexual motivation scales). The results of Studies 1 and 2 indicated that death primes increased men’s but not women’s motivation to have casual sex. However, Study 3 revealed that death primes increased the desire for casual sex only among highly avoidant men. Avoidant attachment was also related to intrapersonal rather than interpersonal motives for sex following death primes. For secure participants, death primes decreased the desire for casual sex but increased the desire for sex with a relationship partner. For highly anxious participants, death primes led to an increased desire for sex, primarily as a means of obtaining reassurance. These findings suggest that the impact of death on sexual motivation is not uniform; it depends on context and attachment style.
C194**THE EFFECT OF HUMILIATION ON PREFERENCES FOR AGGRESSIVE FOREIGN POLICY** Vani Murugesan¹, David Sears¹; ¹UCLA – Previous research has likened humiliation to a “nuclear bomb of emotions,” in which the emotion can lead to violent retaliation, genocide, and other extraordinarily violent acts (Lindner, 2002). This study extends this line of research into the realm of foreign policy. Subjects (N=262) read one of two articles about the impact of 9/11 on America’s status. Humiliation here, in the national context, was defined as a public loss of status. Both articles mentioned that, despite the horrific attacks, America is still (factually) an internationally dominating country economically, militarily, and culturally. However, one article described how America’s perceived status in the international world remained the same after 9/11 (no humiliation condition), the other article discussed how (facts aside), world wide opinion of the US dropped significantly, such that the US was viewed as not being that powerful after the attacks (humiliation condition). Subjects then indicated their preference for aggressive foreign policies against several relevant targets (e.g., al-Qaeda) and irrelevant targets (e.g., North Korea). While there was no main effect for humiliation increasing preferences for aggressive foreign policy, an interaction was found such that humiliation increased conservatives’ support for aggressive foreign policy, but decreased liberals’ support (relative to conservatives and liberals in the no humiliation condition). Additionally, identification with America made no difference in the humiliation condition, while high American ID resulted in increased support for aggressive foreign policy in the no humiliation condition. Results are discussed with respect to Terror Management Theory, and ideology as motivated social cognition.
C195**STEREOTYPE CONTENT UNIVERSALLY SHARED BUT CONTEXTUALLY CONSTRUCTED: THE ‘WARM WELSH’ AND THE ‘COLD ENGLISH’** Ronni Michelle Greenwood¹, Russell Spears²; ¹School of Psychology, University of Dundee, ²School of Psychology, Cardiff University –

Competence and warmth are two fundamental dimensions of social stereotypes (Fiske, Cuddy, Glick & Xu, 2002). However, stereotype content is also fluid and dependent on socio-structural conditions. This research examines whether stereotype content is creatively constructed within a given context to protect or restore threatened group image. Low power threatens an ingroup’s image of itself as competent, whereas illegitimacy threatens a high power group’s image as competent – it calls into question that group’s claim to power. In two experiments power and legitimacy of relations between Welsh and English groups were manipulated. Because competence is relevant to contesting power relations, especially when power is lacking or illegitimate, we expected legitimately low power groups to challenge high power group’s claim to competence, and illegitimately high power groups to assert ingroup competence. We anticipated that warmth, which is power-irrelevant, would be claimed by illegitimately high power groups as an attempt to ‘soften’ the illegitimacy of their power position. As expected, Welsh participants challenged English claims to competence, and English participants asserted competence, when group identity was threatened or vulnerable. These results suggest that stereotype content is not unreflectively accepted by ingroup members; rather, stereotype content may be strategically used to repair threatened ingroup image and prepare group members for collective action to challenge or defend intergroup power relations.

C196**SEMANTIC SPACES AS A NEW METHOD FOR TEXT ANALYSIS IN SOCIAL PSYCHOLOGY** Sverker Sikström¹, Marie Gustafsson², Sonja Schmer-Galunder³; ¹Lund University Cognitive Science, ²Stockholm University, ³Columbia University – Language as conveyed by speech, text, and media carries information about stereotypes and values. A major problem in this context is how to measure these entities. We present the Stereotype Extraction Method (SEM), a new method that automatically extracts social stereotypes and measures value systems in large text corpora. By applying latent semantic analysis (LSA), a statistical method based on co-occurrences of words, a semantic space is created in which each word is placed in a multi-dimensional space. This technique allows words to be represented in a distributed semantic representation which makes it possible to extract stereotypes and values. The valence of gender specific words can be estimated in this space by measuring the distance to words ranked high and low in valence (i.e., positive vs. negative). This method is applied to how social groups; for example, ethnic groups, men and women are valued in Reuter’s news messages. The results show clear difference in how various ethnic groups are valued, and that men are valued more than women. However, a finer analysis shows a high degree of context dependency in values. For example, in criminal topics women have a higher valence than men. In contrast, women are valued lower in business topics, in which men are associated with leadership. This is the first study applying distributed semantic spaces in social psychology. The suggested methodology has several advantages. It allows bias-free, automatic, and data-driven quantification and statistical treatment of values in a larger corpus than cannot be processed by humans.
C197**EXTRACTING GENDER STEREOTYPES WITH LATENT SEMANTIC ANALYSIS** Marie Gustafsson¹, Sverker Sikström²; ¹University of Stockholm, ²Lund University Cognitive Science – Current research on female and male stereotypes has problems in explaining how stereotypes arise, sustain and are shared between people. Text from media carries information about stereotypes; however, methodologies of extracting them are missing. Here we apply a statistical technique called Latent

Semantic Analysis, a technique that allows words to be represented in a distributed semantic representation which makes it possible to extract stereotypes and values. The present study investigates a Swedish media corpus consisting of 120K articles from 2000 to 2006. The articles were automatically clustered into news topics, and each topic was analyzed. The results show that men and women differ in how they are described, and that different news topics can explain different aspects of gender stereotypes. The cluster analyses revealed words that are closely related to either she or he in each topic, and is a qualitative description in how women and men are described and evaluated. Females are described in a more personal way. The words describing women are often gender labeled words (e.g. female, mother) and the words are more closely correlated to each other than words describing men. The male words are more professional and also more related to the topics that they describe (e.g. more business actions in business topics, more criminal acts in criminal topics). We argue that the proposed method is a promising new technique; it is completely data-driven and enables social psychological research in huge corpora; which arguable is a naturalistic empirical record of human behavior.

C198

MOVIE ALCOHOL DEPICTIONS INFLUENCE WHAT THEY THINK AND IF THEY DRINK: A MEDIATIONAL MODEL OF ALCOHOL USE AMONG U.S. YOUTH. *Sonya Dal Cin*¹, *James D. Sargent*², *Keilah A. Worth*², *Meg Gerrard*³, *Frederick X. Gibbons*³; ¹*University of Michigan*, ²*Dartmouth Medical School*, ³*Iowa State University* – Recent research has linked exposure to substance use in media with adolescent substance use, but little is known about the psychological processes that underlie these effects. With data from four waves of a nationally representative sample of U.S. adolescents, we tested whether images of the prototypical drinker, expectancies about alcohol use, and descriptive norms about alcohol use significantly mediate the relation between exposure to depictions of alcohol use in movies and change in alcohol consumption over time. Also included in the model were changes in friends' use of alcohol, a measure of other media use, and demographic, personality, and other social influence covariates. Analysis using structural equation modeling revealed several unique indirect pathways. Prototypes, expectancies, and friends' use of alcohol (but not alcohol norms) were all significant, independent mediators of the movie alcohol exposure-alcohol consumption relation, even after accounting for the effects of other media use. Therefore, exposure to movie alcohol depictions (but not media exposure more generally) is related to subsequent cognitions about alcohol use and alcohol users, cognitions which have been identified as predictors of alcohol use. Strong relations observed between friend use and both movie alcohol exposure and adolescents' own alcohol use suggest the possibility of an important social component to movie exposure effects. Implications for understanding the psychological effects of entertainment media and directions for future research will be discussed.

C199

THE RELATION BETWEEN VOCABULARY AND LIFETIME EXPOSURE TO NARRATIVE FICTION VERSUS EXPOSITORY NONFICTION *Raymond Mar*¹, *Jordan Peterson*²; ¹*York University*, ²*University of Toronto* – Although vocabulary acquisition has long been tied, intuitively, to the breadth and frequency of reading behaviour, it is unclear what role different types of texts play in this process. This study provides a preliminary examination of the relation between vocabulary ability, and the reading of narrative fiction versus expository nonfiction. Narrative and non-narrative texts have already demonstrated distinct properties with regard to comprehension and recall (e.g., Graesser et al., 1980), and inferential processes (Singer et al., 1997). We employed a revised version of the Author Recognition Test (ART) developed in a previous study (Mar et al., 2006) to measure life-time exposure to these types of texts, along with self-report questions pertaining to liking, preference and reading habits. Across all measures narrative fiction was more positively related to vocabulary performance than expository non-fiction. Regressions demonstrated that vocabulary scores were uniquely associated with ART scores of narrative fiction print-exposure, controlling for expository non-fiction along with gender and age, but the reverse was not true (expository non-fiction had no association with vocabulary controlling for narrative fiction, gender and age). Subsequent analyses also provided an important validation of the revised ART measure, demonstrating that ART scores account for 35% of the variance of vocabulary scores, whereas the self-report approach accounts for substantially less variance (25%). Hypotheses concerning the reasons for this difference in association with vocabulary performance are suggested.

Poster Session D

D1

IDEOLOGY INFORMS STRUCTURE: ATTITUDINAL STRENGTH AND IMPLICIT-EXPLICIT CONSISTENCY IN THE EVERYDAY ATTITUDES OF LIBERALS AND CONSERVATIVES

Margarita Krochik¹, John T. Jost¹, Brian Nosek²; ¹New York University, ²University of Virginia—In this research we take up the notion that ideology's psychological underpinnings manifest not only in the contents of one's political attitudes but also in the organization of these and other, unrelated attitudes, in the human mind. If ideology is as deep-seated as some scholars claim, then its bases should help us understand how people think about and structure their own beliefs, as well as what people think. Aggregating across evaluations of 95 political and non-political object pairs (e.g., education vs. national defense, Yankees vs. Red Sox) and adjusting for the quadratic effects of ideological extremism, we compare the attitudinal certainty, stability, elaboration, and ambivalence of liberals and conservatives; we also examine the degree of correspondence between their implicit and explicit attitudes toward the object pairs. Results indicate that ideology has both linear and quadratic effects on respondents' meta-cognitions. Consistent with the uncertainty-threat model of political ideology (Jost, Glaser, et al., 2003; Jost, Napier, et al., 2007), conservatives are more certain of their attitudes than liberals, expect their attitudes to change less over time, are less ambivalent, and think less about their attitudes. We also find higher implicit-explicit correspondence in the attitudes of conservatives than in those of liberals. We compare these linear effects across countries and object pair domains. We then account for the obtained differences between liberals and conservatives in terms of the interaction between domain type and individual differences in context sensitivity and self-deception motives. Finally, we discuss implications for resistance to persuasion and attitude malleability.

D3

WORRYING ABOUT MODELING HARMFUL HEALTH BEHAVIOR FOR CHILDREN AS MOTIVATION FOR CHANGE IN ADULT SMOKERS: FINDINGS FROM THE INTERNATIONAL TOBACCO CONTROL FOUR COUNTRY SURVEY (ITC-4)

Sara C. Hitchman¹, Tara Elton-Marshall¹, Geoffrey T. Fong¹, Mark P. Zanna¹; ¹University of Waterloo—Although the correspondence between the parental modeling of health behaviors and children's health behaviors is a common topic in psychological literature, very little, if any research has investigated how goals to be a positive model for children may motivate intentions to change. Using data from the International Tobacco Control Four Country Survey, an annual cohort survey of adult smokers in four countries—Canada, United States, United Kingdom, and Australia—we identified 281 smokers with children under 18 in the home who had no intentions to quit in 2003. We then assessed whether the extent of their concern about setting an example in 2003 predicted whether they would hold intentions to quit in 2004. Demographics and smoking history were controlled for in the analysis. The results indicated that smokers who were more concerned about setting an example for children in 2003 were more likely to have intentions to quit smoking in 2004. In addition, mediational analyses showed support for the notion that the effect of role modeling goals on the development of quit intentions was partly mediated by smokers' concern about the health harms of smoking. These findings suggest that public health campaigns could be made more effective by emphasizing the negative impact of parental smoking on children—its direct adverse effects on children's health and the potential for a parent's smoking to increase the chance that their children will smoke via modeling effects.

D4

WE ARE NOT AS GOOD AS WE THOUGHT! EFFECTS OF INHIBITION OF IDENTITY MANAGEMENT STRATEGIES ON COLLECTIVE SELF-WORTH

Sarah E. Martiny¹, Thomas Kessler¹, Vivian Vignoles²; ¹Friedrich-Schiller-University Jena, ²University of Sussex—According to SIT, group members tend to enhance or defend positive ingroup distinctiveness from outgroups on relevant dimensions. Although intensive empirical and theoretical work (e.g., self-esteem hypothesis) has examined the relationship between collective self-worth and intergroup bias a theoretical framework that integrates the divergent empirical results is still lacking. Therefore, we introduce a dynamic model in which collective self-worth is seen as a control device monitoring outcomes of intergroup comparisons. It assesses the discrepancy between expected and actual comparison outcomes. The more group members value their ingroup the more they expect positive feedback. Whenever they receive negative feedback a discrepancy occurs, which triggers identity management strategies (IMS). Which IMS will be deployed depends on socio-structural characteristics (e.g., stability and legitimacy of status relation and permeability of group boundaries). Whenever there is no possibility to successfully deploy an IMS, the only possibility left to reduce the discrepancy is to regulate collective self-worth downwards. Therefore, we postulate that inhibiting the spontaneous use of IMS (by inducing cognitive load) will decrease post collective self-worth and increase anger. These hypotheses were tested in three studies using 2 (high vs. low self worth) by 2 (threat vs. no threat) by 2 (cognitive load vs. no cognitive load) designs. The results generally confirm our hypotheses (i.e., a significant three way interaction between self worth, threat, and cognitive load). We discuss our results within a dynamic model of managing collective self-worth.

D5

TESTIMONY AS COMMUNICATION: AN INTERACTIVE ANALYSIS OF EYEWITNESS ACCURACY CUES

Torun Lindholm¹, Rickard Sjöberg²; ¹Stockholm university, ²Uppsala university—Studies have shown that descriptions of real and suggested or fabricated eyewitness memory may differ in ways that could be explained by differences in the formation and cognitive representations of these memories. However, the characteristics of an eyewitness' description are likely to depend not only on the cognitive features of memory, but also on the witness' social motivation to display meta-cognitive states to the investigator. Research shows that when answering general knowledge questions, self-presentational concerns drive speakers to signal their certainty in an answer by auditive and visual cues, that these cues are related to response accuracy, and that listeners can use the cues to estimate the speaker's knowledge of the answer. The current research investigated whether similar communicative cues discriminated eyewitnesses' accurate and inaccurate responses to questions about a crime event. Furthermore, we examined whether the relation between such cues and response accuracy differed between witnesses who delivered the testimony in their native tongue and those who did not. Native and non-native Swedish witnesses were videotaped while being interviewed about their memory of a simulated crime scenario. Responses to cued recall questions that provided correct or incorrect information about a specific detail were protocolled, and scored with respect to prosody (e.g., interjections, pauses, intonation), hedges, and visual (facial expressions and body movement) cues. Results confirmed a higher frequency of both auditive and visual "uncertainty" cues in witnesses' incorrect as compared to correct responses, although this tendency was weaker among witnesses who did not testify in their native tongue.

D6

A LONGITUDINAL STUDY OF ACHIEVEMENT GOALS FOR COLLEGE IN GENERAL AND ACADEMIC PERFORMANCE

Chelsea Lovejoy¹, Sara Johnson¹, Amanda Durik¹; ¹Northern Illinois University – Achievement goals define competence and guide behavior in achievement situations (Dweck, 1986; Nicholls, 1984). Performance-approach goals are focused on performing better than other individuals, performance-avoidance goals are focused on not performing worse than others, and mastery-approach goals focus on personal skill development and self-referenced improvement. Research consistently shows that performance-approach goals positively predict performance in college classes whereas performance-avoidance goals negatively predict performance (see review by Harackiewicz, Barron, Pintrich, Elliot, & Thrash, 2002). In contrast, mastery-approach goals rarely show a relationship with classroom performance. Most prior research examining the relationships among achievement goals and school performance has been conducted across a semester within a limited number of classrooms. Although this research clarifies how achievement goals operate within specific classroom environments, this approach leaves unclear the relationships among achievement goals and performance across a variety of classroom contexts and content areas. The current research sought to test goal-performance relationships at a global level by examining whether general achievement goals measured during students' first semester of college predicted subsequent cumulative GPA. Participants' performance-approach, performance-avoidance, and mastery-approach goals for college classes in general were assessed during students' first semester of college. Two years later, students' transcripts were obtained to determine their cumulative GPA, high school percentile, and ACT test score. Consistent with prior research, regression analyses showed that performance-approach goals positively predicted overall college performance, performance-avoidance goals negatively predicted performance, and mastery goals did not predict performance. These relationships remained even when high school ability was controlled for in the analysis.

D7

I FEEL WHAT WE FEEL: CONFORMITY TO GROUP-BASED EMOTION NORMS

Diana J. Leonard¹, Wesley G. Moons¹, Diane M. Mackie¹, Eliot R. Smith²; ¹University of California, Santa Barbara, ²Indiana University, Bloomington – Group members may experience shared emotions by virtue of several factors, including self-stereotyping or conformity pressures that result from social categorization. In this experiment, we sought to explore this possible mechanism for group emotion convergence and demonstrate that it is sensitive to group-based processes, such as group assimilation motives. Participants in an experimentally fabricated ingroup converged toward a perceived group average of heightened anger and happiness. Specifically, all participants were informed that they had been identified as members of a group called incrementalists. Half were shown a graphic representation of the average levels of happiness and anger experienced by their ingroup, essentially emotion norms. When asked to report their group-level emotions, participants who had received the group norms reported emotions more consistent with those norms than participants who had not. This convergence was heightened for participants who had been informed that they were distinct from other ingroup members. Consistent with Optimal Distinctiveness Theory, distinctiveness feedback seemingly increased group members' need to assimilate and therefore increased convergence toward the emotions norms. These findings show self-stereotyping of emotions which results in group members conforming to their group's normative emotional experience. These results extend research on self stereotyping beyond the domain of traits and behaviors into the realm of emotional experience. In addition, following Intergroup Emotions Theory, emotion convergence provides one possible source for the group-based emotions people experience when categorized as group members.

D8

ENHANCEMENT AND DEPRESSION: A LONGITUDINAL EXAMINATION

Erin M. O'Mara¹, James K. McNulty¹; ¹University of Tennessee – When are enhancing cognitions beneficial versus harmful? Though positively biased cognitions tend to be associated with positive outcomes cross-sectionally, longitudinal studies question whether they are universally adaptive over time. For instance, recent evidence demonstrates that married spouses' tendencies to think more benevolently about their marital problems interact with the frequency and severity of those problems, predicting more stable satisfaction for spouses who experience few and slight problems but steeper declines in satisfaction over time for spouses who experience more frequent and severe problems. Using this same sample, we demonstrated that a more individualized measure of cognitive enhancement predicted changes in depression in similar ways. At Time 1, spouses were interviewed regarding the frequency and severity of their stressful experiences in 12 life domains (e.g., work, finances). After completing all questions for a particular domain, spouses and trained observers independently rated the overall quality of that domain. Subsequently, spouses reported their depression and marital satisfaction every six months for four years. Growth-curve modeling revealed that residualized differences between observers' ratings of each domain and spouses' ratings of each domain interacted with overall levels of stress to predict changes in depression over time, controlling for changes in marital satisfaction. Specifically, although enhancing cognitions predicted lower levels of depression among individuals experiencing relatively minor stresses, such cognitions predicted greater levels of depression among individuals experiencing greater levels of stress. These results suggest that whether enhancing cognitions are helpful versus harmful to the self depends on the context in which those cognitions occur.

D9

CONSCIENTIOUSNESS AND PREJUDICE: THE IMPORTANCE OF PERCEIVED CONTROLLABILITY

Mihailo Perunovic¹, Anne Wilson², Wei Qi Elaine Perunovic³; ¹University of Waterloo, ²Wilfrid Laurier University, ³University of New Brunswick – Although much research has investigated prejudice toward certain stigmatized groups, to our knowledge no research has investigated the association between conscientiousness and prejudice. The purpose of this study was to examine the association between Big 5 Conscientiousness and prejudice concerning "controllable" stigmas. Because conscientious people are better at regulating (controlling) their own behaviour (Jensen-Campbell et al., 2002), we predicted that they would hold others more accountable for things conscientious people perceive as being under a person's control. Perceiving a certain stigma as being relatively controllable (e.g., being overweight, smoking) would, in turn, lead to a relatively negative attitude towards that stigmatized group. In this within groups study participants were asked about their attitudes toward both people with presumably controllable stigmas (e.g., overweight people) and people with uncontrollable stigmas (e.g., Arabs). The findings revealed that participants' level of conscientiousness predicted prejudice toward people with "controllable" stigmas, but not prejudice toward people in other stigmatized groups (e.g., Blacks). In addition, we observed that perceptions of controllability mediated the association between conscientiousness and prejudice toward groups with "controllable" stigmas. Thus, although conscientiousness is not thought of as an interpersonal trait (at least not to the same degree as are extraversion, agreeableness, and neuroticism), findings from this study testify to some important interpersonal ramifications of conscientiousness.

D10**SEEING IS BEHAVING: LOCAL SOCIAL INFLUENCE PROCESSES AND SOCIALLY OBSERVABLE BEHAVIOR SHAPE SOCIAL NORMS IN COLLEGE RESIDENCE HALLS** Jerry Cullum¹, Helen Harton²;

¹University of Wyoming, ²University of Northern Iowa – Where do social norms come from? Dynamic social impact theory (Latane, 1996) suggests that social norms result from local social influence processes; however, recent research suggests that these processes are modified by factors that make some information content more communicable (Cullum & Harton, 2007). Because merely perceiving someone execute a behavior can automatically induce others to also engage in the behavior (Chartrand & Bargh, 1999), we hypothesized that behaviors that are more readily observed by others should experience a transmission advantage over less observable behaviors and ultimately become more normative within a group. As part of a larger study on social influence processes, 680 students from 32 “houses” nested within 4 residence halls participated in an online survey at the end of the fall semester. Ten types of behavior frequencies as well as participants’ social network patterns were assessed. Half of the behaviors surveyed were low in social observability within a house (healthy eating habits) and half were high (leaving one’s door open). Residents’ social networks disproportionately consisted of fellow housemates, resulting in moderately to highly distinct clusters of behavioral norms between houses. The clustering magnitude was modified however, by observability. Highly observable behaviors clustered within houses to a far greater extent than less observable behaviors. Thus, local social influence processes resulted in distinct behavioral norms within each house and the ease with which a behavior could be seen by fellow housemates determined how well the behavior could transmit interpersonally and ultimately shape the content of the house norms.

D11**THE VALUE OF EFFORT EXPENDITURE AS AN ACTIVE BEHAVIORAL SELF-HANDICAPPING STRATEGY** Tiffany K. Hardy¹, Jessi L. Smith², Robert Arkin¹;

¹The Ohio State University, ²Montana State University – Behavioral self-handicapping involves behaving in a manner that actively impedes performance (e.g. ingesting performance-debilitating drugs). However, one of the most commonly researched behavioral self-handicaps is “lack of effort”, which is a relatively passive way to self-handicap. Rather than requiring additional action, lack of effort only requires that one not exert any extra effort. Lack of effort as a self-handicapping strategy is open to a number of explanations that may not reflect a self-handicapping motivation (e.g., disengaging from the task). We suggest that a more straightforward and active indicator of behavioral self-handicapping is the exertion of effort. We predicted that when participants were told that practice could be harmful for future performance individuals higher in trait self-handicapping (tSH) would behaviorally self-handicap by exerting effort (i.e. attempt more practice problems) whereas individuals with lower tSH would not behaviorally self-handicap (i.e. attempt fewer practice problems). We tested this assertion in a quasi-experimental design (N = 63), manipulating practice instructions and measuring tSH. Participants were given false success feedback after completing an unsolvable dot-counting “pre-test”. Participants then were given information indicating that practice hurts, practice helps, or were given no information. Participants were given time to practice before the “final test”. The predicted interaction between tSH and effort conditions emerged (beta = -0.31, p < .02). We suggest that for a strong and clear indication of behavioral self-handicapping, researchers consider effort expenditure, as it is less susceptible to alternative explanations. Implications for the (mis)perception of those high in tSH as “lazy” are also discussed.

D12**PROVIDING INFORMATION ABOUT HEALTH THREATS: HOW UNCERTAINTY MEDIATES THE DEGREE OF DISTRESS** Natalie

O. Rosen¹, Bärbel Knäuper¹, Pasqualina Di Dio^{2,1}, Eleshia Morrison², Reena Tabing²; Marie-Helene Mayrand^{3,1}, Eduardo L. Franco¹, Zeev Rosberger^{1,4};

¹McGill University, ²Institute of Family and Community Psychiatry, Jewish General Hospital, ³Université de Montréal, ⁴Jewish General Hospital – Previous research suggests that uncertainty may affect an individual’s psychosocial responses to a health threat. This study investigated the impact of an experimental information intervention consisting of varying amounts of information on uncertainty about a health threat and the impact of that uncertainty on the relationship between the information intervention and distress. Canadian women (N = 156, mean age = 45.99, SD = 10.25) were randomly assigned to one of four information intervention conditions: a long or short pamphlet about human papillomavirus (HPV) testing for cervical cancer, or a long or short control pamphlet about cancer prevention. Participants provided self-report baseline measures (e.g., uncertainty about HPV, state anxiety) prior to receiving the intervention. These measures were assessed again after the intervention. Providing a long HPV information pamphlet significantly reduced uncertainty about HPV compared to the control conditions. The short HPV pamphlet also reduced uncertainty but the impact was less than the long pamphlet and the difference was not significant compared to the control conditions. Importantly, uncertainty about HPV mediated the relationships between pamphlet condition and distress measures (state anxiety, distress about whether or not they might have HPV, and distress about whether or not they might develop cervical cancer in the future). Results indicate that uncertainty is an important variable in determining how much distress results from providing information. Future research could examine how individual differences in tolerating uncertainty may influence these processes.

D13**THE EFFECT OF JUSTICE ORIENTATION ON SUPPORT FOR REPARATIONS FOR INTERGROUP HARMS** Katherine Starzyk¹;

¹University of Manitoba – Victim groups around the world are demanding reparations (e.g., an apology, material compensation) for intergroup harms. Who is likely to support reparations in such cases? This research examined the role of justice orientation. Previously, Rupp (2003) developed the Justice Orientation Scale (JOS) and applied it to issues of organizational justice/fairness. The JOS assesses the extent to which people internalize justice as a moral virtue (Internalization subscale) and are attentive to injustice (Attentiveness subscale). In this study, 233 participants learned about a harm against an Aboriginal group, rated their agreement with various reparation options, and completed the JOS, as well as a measure of belief in a just world (BJW; Lipkus, 1991) and modern racism (MRS; McConahay, 1986). Consistent with prior research (Blatz, Ross, & Starzyk, 2007), the MRS negatively predicted reparations support. In contrast, the JOS Internalization subscale uniquely and positively predicted reparations support. Moreover, the JOS Internalization subscale was a better predictor than the MRS. This subscale also demonstrated good internal consistency and reasonable correlations with the BJW scale (r = -.24) and MRS (r = -.48). Finally, a confirmatory factor analysis modestly supported the factor structure of the JOS. Overall, individual differences, and in particular, internalization of justice as a moral virtue, played a significant role in predicting support for reparations. Further research is needed to definitively establish the reliability and validity of the JOS, but the results of this study suggest this measure may be useful in justice research.

D14

THE “FALSE” CONSENSUS “EFFECT”: PROJECTION OR CONFORMITY? *Lori Gauthier¹, Jon Krosnick¹, Allyson Holbrook², Penny Visser³*; ¹Stanford University, ²University of Illinois at Chicago, ³University of Chicago – Most explanations of the false consensus effect (FCE) presume that individuals’ attitudes directly or indirectly shape their perceptions of others’ attitudes. Surprisingly, the accumulated literature on the FCE has almost always documented it simply with a correlation between reports of own attitudes and perceptions of the distribution of others’ attitudes while rarely documenting causal influence of the former on the latter. This paper reports the results of just such a test. Participants were exposed to a persuasive message that changed their own attitudes on a controversial issue, but this manipulation did not alter perceptions of the distribution of others’ attitudes, thus refuting the claim that the FCE is the byproduct of projection. A second study showed that manipulating perceptions of others’ attitudes on an issue led people to change their own attitudes accordingly. Thus, the “false” consensus “effect” may be neither “false” nor even an “effect” - the FCE correlation seems to appear because of conformity of self to others, not projection.

D15

METHOD VARIANCE IN PERSONALITY JUDGMENT *Andrew Beer¹, David Watson²*; ¹University of South Carolina Upstate, ²University of Iowa – The Big Five personality traits tend to show good self-other agreement in well acquainted samples. However, agreement correlations for trait affectivity are significantly lower than those for Big Five scales. Particularly striking is the gap between Neuroticism and Negative Affectivity, measures that correlate strongly in both self- and peer-ratings. One obvious difference is that on most trait affect measures (e.g., the PANAS), the participant responds to single adjectives rather than the phrases or complete sentences that typically characterize Big Five measures. This difference in method may be at least partly responsible for observed variations in self-other agreement. To test this hypothesis, we assessed a large group of newlywed couples (N = 381). Participants were asked to make self and spouse judgments on the Big Five, as well as two trait affect measures: the PANAS (which uses single word descriptors) and the TEQ (which embeds these words into complete sentences). Replicating previous research, measures of Neuroticism and Negative Affectivity were highly correlated in both types of ratings (rs ranged from .68 to .82). Nevertheless, we again observed large disparities in agreement correlations. The Big Five showed the highest agreement correlations, ranging from .43 to .67 (Neuroticism $r = .62$). In contrast, the agreement correlations for the PANAS were only .34 (Negative Affect) and .36 (Positive Affect). Finally, it is noteworthy that agreement correlations for the TEQ were stronger than those for the PANAS ($r = .46$ and $.43$, respectively), demonstrating that method factors influence the differential size of these correlations.

D16

COGNITIVE MEDIATORS BETWEEN THE BIG 5 AND LIFE SATISFACTION *Jennifer Vonderahe¹, Lindsey Kahle¹, Julie Konik¹*; ¹Wright State University – There has been limited research on the relationship between the Big 5 and the cognitively-based traits of optimism, perceived control, and cognitive flexibility (e.g., Ferguson, 2004). However, a substantial body of literature exists linking the Big 5 with life satisfaction (e.g., Lounsbury, et al., 1999; Schimmack, et al., 2004). This study integrates these constructs into a model where the cognitively-based traits mediate the relationship between the Big 5 and life satisfaction. Participants were 489 undergraduate students who completed psychometrically-established measures of the Big Five traits (Saucier, 1994), optimism (Scheier & Carver, 1985), perceived control (Paulhus, 1983), cognitive flexibility (Martin & Rubin, 1995), and life satisfaction (Diener, Emmons, Larsen & Griffin, 1985). Our hypothesized model fit the data well (NFI = .98, CFI = .99, RMR = .03, SRMR = .02). Reviewing significant path coefficients ($p < .05$), optimism ($R^2 = .26$) was predicted by

conscientiousness (.09), extraversion (.25), and neuroticism (-.35). Openness (.24), conscientiousness (.26), extraversion (.24), and neuroticism (-.15) led to perceived control ($R^2 = .28$). Cognitive flexibility ($R^2 = .24$) was predicted by openness (.22), conscientiousness (.18), extraversion (.21), agreeableness (.14), and neuroticism (-.17). The remaining paths to proximal outcomes were not significant (openness and agreeableness to optimism and agreeableness to perceived control). With our distal outcome, life satisfaction ($R^2 = .32$) was significantly predicted by optimism (.46) and perceived control (.15), but not cognitive flexibility. Overall, our data support that cognitive variables mediate the Big 5 and life satisfaction, adding precision to extant research in this area.

D17

STEREOTYPE STRUCTURE, SEXISM, AND AGEISM: THE EFFECTS OF SUBGROUP CONTENT *Craig Johnson¹, Pamela Mason¹, Daniel Paratore¹, Francine Raphael¹, Anthony Iacovelli¹, Bruce Blaine²*; ¹Hofstra University, ²St. John Fisher College – Stereotypes for various groups are widely shared, however, whether those stereotypes result in biased judgments and treatment may depend on the specific structure of the stereotypes. Cognitive representations of a group (e.g., women) contain links to information about the group as a whole as well as knowledge about specific subgroups (e.g., business women, soccer moms). We argue that the content of the information associated with the subgroups is a key predictor of bias. To explore this, in Study 1 participants (N = 65) were asked to think about the typical woman and perform a card sort where they grouped together traits to describe the subgroups of that social category. An equal number of positive and negative traits were provided for the sort and a set of positive and negative gender stereotypic items were included. Following the card sort, several measures of sexism were administered, including a task where participants indicated the desired percentage of women in various occupations. Results of hierarchical regression analyses indicated that as the proportion of subgroups with negative stereotypic content increased, bias increased. Other structural features (e.g., complexity, compartmentalization, total number of subgroups, overall negative content) were weaker predictors. In a second study focusing on stereotypes for the elderly, participants (N = 51) who produced card sorts with more subgroups containing incompetent-related traits set younger mandatory retirement ages for various occupations. The two studies add to our previous work with an African-American target group demonstrating that subgroup content is a key predictor of discrimination.

D18

THE EFFECTS OF PERSONALITY AND SUDDEN SHIFTS IN WORKLOAD ON A MULTI-TASK ENVIRONMENT *Luz-Eugenia Cox-Fuenzalida¹, Erin K. Freeman¹, Lori Anderson-Snyder¹, Erica Hauck¹*; ¹University of Oklahoma – The purpose of this study was to examine the effects of personality and workload history (specifically sudden shifts in workload level) on multitask performance. Previous research has demonstrated that individual differences (e.g., neuroticism and extraversion) play an important role in determining how people adjust to changes in work demand. This research has provided important information regarding performance dynamics in single and dual-task situations, however, these studies seem to have very little bearing on many work environments. Given that many jobs (including safety-sensitive occupations) require their employees to perform multiple tasks while on the job, it seems both logical and prudent to more closely examine these effects in a multi-task situation. This study employed 180 participants who were assigned to either a High-to-Low or Low-to-High testing condition and performed a multi-task performance battery. The task included memory search, auditory monitoring, visual monitoring, and arithmetic tasks while reaction time and correct responses were assessed. Separate repeated-measures ANOVAs were conducted and suggested that sudden shifts in workload can adversely affect performance in a multi-task situation. Results were generally consistent

with previous workload history findings, revealing a significant decrement in performance in both testing conditions. Results, limitations, and future research directions are discussed.

D19

WHAT YOU SPEAK NOW CHANGES WHO YOU ARE AND WHAT YOU WANT: COGNITIVE AND MOTIVATIONAL EFFECTS OF LANGUAGE AS A CULTURE-PRIME Spike W. S. Lee¹, Daphna Oyserman¹, Michael Harris Bond²; ¹University of Michigan, ²Chinese University of Hong Kong – As a context-sensitive social tool, language activates culturally prescribed thoughts, feelings, and behaviors. Languages used in individualistic cultures (e.g., English) cue individualism-relevant values, relational separateness, context-independent information-processing, and independent self-concept, whereas languages used in collectivistic cultures (e.g., Chinese) cue collectivism-relevant values, relatedness, context-dependent information-processing, and interdependent self-concept (Oyserman & Lee, in press). These findings highlight behavioral and cognitive-content effects of language as a culture-prime, which may be mediated or paralleled by motivational effects. To test for the possibility of motivational effects, this research manipulated language of instruction and language of response (either English or Chinese), assessing self-concept content and motivation to maintain self-esteem as a function of language condition in a sample of 200 Chinese university undergraduates. Two self-concept content measures (Twenty Statements Test, Kuhn & McPartland, 1954; Self-Concept Scales, Gudykunst et al., 1996) and two self-esteem maintenance paradigms (self-affirmation, Steele, 1988; social comparison after negative feedback, Tesser, 1988; cf. Tesser et al., 2000) were used. Results replicate prior findings on self-concept content: Participants responding in English described themselves in individualistic terms; participants responding in Chinese described themselves in relational and collectivistic terms. Results move beyond prior research to demonstrate that responding in English potentiated the need to maintain self-esteem: English-primed participants had a stronger tendency to compare with others' abilities and distance from others following failure. Motivational effects were independent of (neither mediating nor mediated by) self-concept content effects, supporting a situated view of language as a social tool aligning the language-user's thoughts and motivations with her cultural prescriptions.

D20

HOW GOOD DOES INFIDELITY FEEL: A SURVEY OF DESIRE AND SATISFACTION WITH PRIMARY AND SECONDARY PARTNERS Tamar Krishnamurti¹, George Loewenstein¹; ¹Carnegie Mellon University – This study surveyed 1,120 adults about sex drive, sexual desire for and sexual satisfaction from primary and secondary relationship partners. A body of work on infidelity in relationships has examined both social impacts and emotional responses. However, less research has been conducted on the comparative nature of primary and secondary relationships or explored the more visceral influences on infidelity. Approximately, 20% of both male and female respondents reported having at least one secondary relationship. Of these, 52.6% were one-night stands or brief flings and 13.3% were ongoing relationships. The percentage of reported secondary relationships was highest among the 46-55 years old males. We found that an individual's sexual drive, a lack of sexual excitement from primary partner, and a mismatch in desire for intercourse in their primary relationship were significant predictors of engaging in secondary relationships. Surprisingly, the relationship between sex drive and cheating was driven solely by females. Perceived attractiveness and physical responsiveness to their primary partner decreased the likelihood of cheating. Partner-specific sexual liking and wanting did not differ for primary and secondary relationships and orgasm satisfaction was actually greater for primary relationships. These findings held for one-night stands and for longer-term secondary relationships. Length of the relationship was predictive of decreasing

orgasm satisfaction with spouses and primary partners but not secondary relationships. These findings indicate that individual drive and excitement seeking may have a strong influence on initiation of secondary relationships, even among well-established couples.

D21

FORGIVENESS, NOT TIME, HEALS ALL WOUNDS Zhansheng Chen¹, Kipling Williams¹; ¹Purdue University – Several studies from our lab indicated that the pain associated with social experience (social pain) can be re-instated through simple memory retrieval prompts, but that pain caused by physical injury (physical pain) cannot be reinstated and fades with time. In this study we tested factors that might help to heal the social pain, including time and forgiveness. 73 participants were asked to report a past experience during which they were betrayed by someone very close to them. To help the participants re-live their past experiences, we asked participants to type what had happened to them and how they had felt step-by-step. Participants also indicated when the experience happened, how they had felt at the time that the experience happened, and how they felt during the experiment after remembering the past experience. The results showed that the more pain they reported feeling in the original betrayal episode, the more pain they again experienced in the lab. Further, contrary to the axiom "time heals all wound," time did not predict the relived pain, even after controlling for how participant had felt initially. Finally, forgiveness did predict how participant felt in the lab, such that once participants had forgiven the offender, they were less likely to feel the pain again. Some recent studies suggest that forgiveness becomes more likely with time and that the perception of time can affect forgiveness as well (e.g., Wohl & McGrath, 2007); however, our study did not find such a relationship between time and forgiveness.

D22

INGROUP PRONOUNS NON-CONSCIOUSLY ACTIVATE FEELINGS OF FAMILIARITY Heather Claypool¹, Meghan Housley¹; ¹Miami University – Previous work has shown that neutral stimuli (e.g., nonsense syllables) paired with ingroup pronouns are rated more positively than are neutral stimuli paired with outgroup or control pronouns (Perdue, Dovidio, Gurtman, & Tyler, 1990). In addition, previous work has found that associating positivity with stimuli increases their perceived familiarity (e.g., Garcia-Marques, Mackie, Claypool, & Garcia-Marques, 2004; Monin, 2003). The purpose of this experiment was to combine these two lines of work to determine if pairing neutral stimuli with ingroup pronouns would increase their perceived familiarity. On several trials, participants saw nonsense syllables and indicated which had been subliminally presented earlier in the experiment (i.e., were familiar) and which had not (in actuality, no syllables had been previously presented). Unbeknownst to participants, the presentation of each target syllable was subliminally preceded with an ingroup (e.g., we) or a neutral (e.g., it) pronoun. We predicted and found that syllables primed with ingroup pronouns were mistakenly identified as familiar more frequently ($M=9.00$) than were the neutrally-primed syllables ($M=7.90$), $F(1,33)=5.77$, $p=.02$. Thus, our work suggests that the use of ingroup pronouns non-consciously activates feelings of familiarity. This finding extends the work of Perdue and colleagues (1990) who argued that the use of ingroup pronouns helps maintain intergroup bias, as such words non-consciously trigger positivity, which evaluatively influences other targets. If the use of ingroup pronouns makes targets seem familiar, one might believe that the target is familiar because it is associated with the ingroup, and therefore intergroup biases might be unleashed.

D23

SELF-EVALUATION MAINTENANCE: WHEN FORMER SELVES ARE THE TARGETS OF SOCIAL COMPARISONS Kerry F. Milch¹, E. Tory Higgins¹; ¹Columbia University – According to Tesser's (1986) model of self-evaluation maintenance, for skills or traits of high relevance

to an individual, self-esteem will be maintained if she outperforms a close other but damaged if a close other's performance surpasses her own. To maintain self-esteem, individuals will adjust either closeness to the comparison target, relevance of the skill or trait, or performance. In the current research, the effect of closeness on relevance was examined in comparisons of current and former selves. We distinguished between two types of relevance – one related to private importance and one related to social value. Participants who felt close to their former selves rated more highly the social relevance of attributes for which current performance exceeded past performance than the social relevance of attributes for which performance had declined. There were no comparable effects of closeness on ratings of personal relevance. This study replicated Tesser's finding that people can maintain self-esteem by altering the relevance of attributes for which a close other outperforms oneself (e.g., Tesser & Campbell, 1980). However, this study extended Tesser's work in a critical way, demonstrating that the "close other" can be a representation of one's former self. This study also revealed the importance of disentangling social and personal relevance. We argue that if relevance is one of the dimensions on which people operate to maintain self-esteem, then what matters most is how much an attribute is valued by one's society, not its private importance to the individual.

D24

TOWARD A NEW UNDERSTANDING OF COMMUNITY: AN EXPLORATION OF PHYSICAL AND PSYCHOLOGICAL CONCEPTS, AND THEIR LINKS TO PROSOCIAL ACTION Clelia Anna Mannino¹, Mark Snyder¹; ¹University of Minnesota – Much research has examined what motivates individuals to engage in prosocial behavior; however, little work has probed the important role of community in promoting action on behalf of society. Community can be conceptualized in two ways, physical (i.e., a specific place or geographic location with clear physical boundaries), and psychological (i.e., a feeling of belonging and connection with a group of people who have shared concerns). In our research, we examined the differences between these two forms of community and their links to prosocial action. Participants (N=111 university students) completed an online questionnaire in which they defined community, listed communities to which they belonged, and indicated their interest and likelihood of participating in various volunteer activities. Results indicated that, for a majority of participants, physical communities were more salient than psychological ones. However, when prompted with a definition of psychological community, participants could readily identify the psychological communities to which they belonged. Participants' interest was significantly higher than the likelihood that they actually would engage in future volunteer activities. Moreover, as predicted, participants primed with a physical sense of community expressed significantly greater interest in (but not likelihood of) volunteering to benefit physical community (e.g., raking leaves on your block), controlling for general interest. Similarly, participants primed with a psychological sense of community indicated significantly higher interest in volunteering to enhance psychological community (e.g., tutoring children). Thus, the present study provides preliminary evidence that physical and psychological forms of community are distinct constructs with identifiable links to social action.

D25

TEMPORAL CONSTRUAL AND DECISION MAKING: EXTENDING CONSTRUAL LEVEL THEORY TO UNDERSTANDING THE FRAMING EFFECT Emily Stark¹, Alexander Rothman²; ¹Minnesota State University, Mankato, ²University of Minnesota, Twin Cities – Researchers have applied Construal Level Theory (CLT; Trope & Liberman, 2003) to understanding how people construe near- versus distant-future events, finding that near events are construed with a focus on "how" to complete the event, whereas distant events are construed with a focus on "why" to complete the event. The current research applies CLT to decision-making, predicting that a near-future decision scenario will elicit construals

focused on how to accomplish an option, whereas a distant-future decision scenario will elicit construals focused on why to choose an option. 194 participants read a decision scenario adapted from Tversky and Kahneman (1981) that varied in temporal distance (near-future, distant-future, and control). Participants read either gain- or loss-framed certain and uncertain options, completed a thought listing for each option, and indicated their choice. Participants self-rated each thought as either "how" to accomplish the option, "why" they would choose the option, or neither "how" nor "why". As predicted, participants self-rated more thoughts as "how" when the scenario was temporally near ($t(188)=-2.50, p<.013$), and self-rated more thoughts as "why" when the scenario was temporally distant ($t(188)=1.71, p<.09$). Temporal distance also enhanced preference for a gain-framed certain option and a loss-framed uncertain option. This study is the first extending CLT to this decision-making domain to understand how temporal distance influences the construal of framed options and choice. As predicted, temporal distance did change how participants thought about framed options and influenced choices made. This research gives more insight into how people think about options when making decisions.

D26

CHILDREN'S EXPECTATIONS ABOUT RISKY DRIVING: THE ROLE OF EXPERIENCE, NORMS AND ATTITUDES Aimee Edison¹, Nancy Rhodes¹, Nita Hestevold¹; ¹The University of Alabama – The goals of this study were to investigate the formation of driving attitudes and norms among children. Past research has shown correlations between parent and teen driving behaviors, such as traffic violations (Ferguson, Williams, Chapline, Reinfurt & De Leonardis, 2001). However, research has seldom focused on children younger than driving age. The establishment of norms for and attitudes toward driving, which are predictors of driving behavior (Fishbein & Ajzen, 1975), appears to be a developmental process which begins much earlier in life than age 16. We conducted a study examining driving attitudes, perceived norms (of parents, siblings, friends and best friends), past behavior (riding in fast cars) and future behavioral intentions among 43 fifth and 50 eighth graders. Analyzing 5th and 8th graders separately, a regression model with past behavior, attitudes, and perceived norms was built with three blocks, in order to predict future intentions to speed. For 5th graders, only past behavior and attitudes predicted future intentions, whereas for 8th graders, perceived norms predicted a significant amount of variance above past behaviors and attitudes ($R^2\text{Change}=.16, F\text{Change}[4, 38]=3.36, p<.05$). These findings suggest that the driving situations to which children are exposed influence expectations for their own driving behaviors. In addition, it appears that relative normative influence changes over time, and may be especially relevant as children near driving age.

D27

ARE LIFE SATISFACTION JUDGMENTS THE SAME FOR EVERYONE? RACIAL AND ETHNIC DIFFERENCES AMONG A REPRESENTATIVE SAMPLE OF US ADULTS. Steven D Barger¹, Heidi A Wayment¹; ¹Northern Arizona University – Global life satisfaction judgments are an important marker of well-being. Prior literature claims that race and ethnicity have negligible associations with life satisfaction, but most tests of this hypothesis have been conducted with small convenience samples and few have evaluated life satisfaction among Hispanics, the largest ethnic minority group in the US. The goal of this study was to evaluate variation in global life satisfaction among non-Hispanic Whites, non-Hispanic Blacks, and Hispanics and to explore the determinants of such variation. We examined data from the National Health Interview Survey, an in-person interview of a probability sample of US households (N > 28,000). The primary outcome measure was global life satisfaction. Bivariate analyses revealed that Black participants had the lowest life satisfaction, followed by Hispanics and then Whites. Subsequent multivariate regression models containing socioeconomic

status (education, income, wealth, unemployment), marital status, gender, and health status (chronic disease, adiposity, functional limitations) accounted for life satisfaction differences between White and Hispanic but not Black subgroups. In addition to established life satisfaction predictors, both race/ethnicity and health status are associated with this global appraisal of well-being. These population estimates reveal variation in global life satisfaction appraisals among the major U.S. racial/ethnic groups, and point to potential intervention domains to promote well-being and potentially reduce disparities in the US population.

D28

IMPLICATIONS OF BENEFITING FROM DISCRIMINATORY FEEDBACK FOR ACTIVITY INTEREST AND CHOICE *Dustin Thoman¹, Carol Sansone¹; ¹University of Utah* – Researchers have examined how modern forms of discrimination affect individuals' self-beliefs (Crocker & Major, 1989). To address how discrimination shapes individuals' task choices, however, the Self-Regulation of Motivation model suggests that it is also important to examine how discrimination affects individuals' perceptions of the activity, particularly how interesting they find the activity. Thoman & Sansone (2005) found that for women harmed by discriminatory feedback, attributing negative feedback to discrimination had protective benefits for the self, but it decreased their interest in the task. The present research tested whether and how experiencing discriminatory feedback affects those who benefit. We employed a false feedback paradigm in which a male participant was chosen as the "Outstanding Group Member" over a female confederate on a science activity, even though performance was "about the same." We varied the reason the experimenter gave for choosing the male over the female, ranging from no reason (the most ambiguous condition) to overt gender bias. Results suggest that benefiting when the reason was clearly unfair (v. ambiguous) led to greater interest, and interest in the task was the strongest predictor of career interest. Subsequent analyses suggested that the positive effect of benefiting from unfair feedback was even greater when the reason was gender-biased, even though men's self-esteem, perceived competence, competence valuation, and task valuation remained unaffected. Thus, benefiting from unfair or gender-biased feedback positively affected task interest, and we speculate this is because the feedback reflects some positive attribute for the male participants.

D29

FRAMING SOCIAL ISSUES: THE PSYCHOLOGICAL EFFECTS OF PRIVILEGE AND DISCRIMINATION *Virginia Cylke¹, Laura Clements¹, Danielle Davis¹, Kamisha Bratton¹; ¹Lynchburg College* – The overall purpose of the research was to examine the psychological effects of privilege and discrimination on individuals and to add empirical research to the existing theoretical literature on privileges. The present study examined the psychological effects of privilege and discrimination on individual's attitude towards a confederate. Both white and heterosexual privileges were examined. Information was delivered to participants either from a privileged perspective or discriminatory perspective via video clips using a confederate. Prior to watching the clip participants completed attitude questionnaires. Following the video, attitude questionnaires were re-administered along with measures directly related to the confederate. It was hypothesized the largest difference would occur when the privileged confederate was white/straight and the discrimination confederate was black/homosexual. The hypotheses were supported in the race conditions and were partially supported in the sexuality conditions. In general, participants were more favorable to social issues framed from a privileged view than when framed from a discriminatory view. In particular, participants were more favorable towards interacting with the confederate in the future when the social issue was framed from a privileged viewpoint.

D30

THE PHENOMENOLOGY OF THE CLOSET: CONCEALABLE STIGMA AND THE DISTINCTION BETWEEN PUBLIC AND PRIVATE SELVES *Alexandra Sedlovskaia¹, Valerie Purdie-Vaughns¹, Richard Eibach²; ¹Yale University, ²Williams College* – The present research uses a self-categorization task to examine whether the possession of a concealable stigma – a socially marginalized characteristic that is not readily apparent to observers – influences the extent to which individuals experience distinct public and private selves. Individuals with concealable stigmas are often selective in concealing such identities depending on the social setting. Given past research showing that individuals can compartmentalize various aspects of the self, we propose that selectively concealing one's stigma may lead to a compartmentalized self. Study 1 revealed that gay males, especially those who conceal their gay identity at work, were faster at distinguishing the traits of their work and home selves than were non-gay males. Study 2 replicated the difference between gay and non-gay males controlling for general response latency differences. Study 2 also found that the greater magnitude of the distinction between work and home selves was linked to higher work-related stress. Study 3 showed that African-American gay males who were primed with sexual identity were faster at the work-home trait categorization task than African-American gay males who were primed with racial identity. Interestingly, results from Study 3 suggest that it is the concealable nature of stigma that is associated with the process of compartmentalization – not merely possessing any stigma. Together, these results suggest that concealing a stigmatized identity in public leads to a more marked distinction between public and private selves. Moreover, this work provides a methodological and theoretical framework to integrate research on self-schemas and the experience of stigma.

D31

THE INFLUENCE OF PERCEIVED FACIAL ATTRACTIVENESS ON CREATIVE BEHAVIOR *Matthijs van Leeuwen¹, Harm Veling¹, Rick van Baaren¹, Ap Dijksterhuis¹; ¹Radboud University Nijmegen* – In our society an early lesson learned is that it pays to be good-looking. The "beautiful is good" stereotype has received much empirical support and attractiveness has shown to exert its influence in domains ranging from personality assessment and lifestyle evaluation to hiring decisions, salary judgements and sentences people receive in court. However, we would like to raise the question if purely perceiving attractiveness influences one's own creative behavior. In the current experiments we were interested in to what extent participants will copy material previously produced by an attractive person compared to an unattractive person in a no-interaction setting. In Experiment 1 participants were given a finished coloring plate containing three basic colors; blue, red and green. They were told this "artwork" was made by an Art-Academy student, represented by either an attractive or unattractive male face. Next, participants were instructed to freely color an identical, colorless, artwork presented below the original piece. Results showed significantly more copying of the artwork when it was thought to be made by an attractive art-student compared to an unattractive one. Experiment 2 replicated and extended the findings using attractive and unattractive female art-students and a different artwork. Importantly, no differences were found in explicit preference for the artworks between attractive and unattractive stimulus faces, suggesting that the copying was not due to higher liking of the piece. These results demonstrate that when people are free to do as they please they still unconsciously copy previous behavior by attractive individuals, limiting their own creativity.

D32

CAUSAL UNCERTAINTY IN SOCIAL EXCHANGES: EXAMINING THE ROLE OF UNCERTAINTY REDUCTION DURING INITIAL INTERACTIONS *Eliane M. Boucher¹, Jill A. Jacobson¹; ¹Queen's University*—High causally uncertain individuals experience lingering doubts about their ability to determine the causes of social events (Weary & Edwards, 1994). Furthermore, these people tend to perceive their social interactions and conversational partners more negatively (Boucher & Jacobson, 2006). One possible explanation for their negative reactions is that they are unable to reduce their uncertainty during social exchanges. According to Uncertainty Reduction Theory (Berger & Calabrese, 1975), one of the primary goals of initial interactions is to increase knowledge and understanding about others because such uncertainty produces both cognitive and emotional discomfort (cf. Heath & Bryant, 2000). Indeed, failure to reduce uncertainty can decrease liking and intimacy between conversational partners (Clatterbuck, 1979) and make conversations less effective (Gudykunst & Nishida, 2001). In the current study, we examined if insufficient uncertainty reduction could account for causally uncertain people's negative social perceptions. Specifically, we tested whether it would mediate the relationship between causal uncertainty and liking for a recent acquaintance. Participants (N=108) engaged in a five-minute interaction with a same-sex stranger and then reported their uncertainty about themselves and their partner as well as their liking for their partner. As predicted, high causally uncertain people reported less liking and greater uncertainty following their interaction than did low causally uncertain people. More importantly, uncertainty reduction fully mediated the effect of causal uncertainty on liking. Therefore, causally uncertain people's negative reactions to social exchanges appear to stem, at least in part, from an inability to manage their social uncertainty during these interactions.

D33

PARENTAL STRESS MODERATES THE RELATIONSHIP BETWEEN PARENTS' BELIEFS ABOUT CHILDREN'S EMOTIONS AND CHILDREN'S FEELINGS OF SECURITY IN THE PARENT-CHILD RELATIONSHIP *Rebecca Stelter¹, Amy Halberstadt¹; ¹North Carolina State University*—This study investigated how several beliefs parents have about children's emotions relate to children's feelings of security in the parent-child relationship. We predicted that parental stress would moderate the association between parental beliefs and children's feelings of security, as parental stress outside the parent-child relationship can have a spillover effect into the parent-child relationship (Galambos, Sears, Almeida, & Kolaric, 1995; Repetti & Wood, 1997). Participants were African American (n = 41), European American (n = 4), and Lumbee Native American (n = 38) parents and their 4th or 5th grade children. Parents filled out questionnaires about their stress in the past 24 hours (Almeida, Wethington, & Kessler, 2002) and their beliefs about children's emotions as part of a larger study (Halberstadt, Dunsmore, et al., 2007). Children completed questionnaires assessing their sense of security in the parent-child relationship (Kerns, Klepac, & Cole, 1996). Parents' stress in the past 24 hours moderated relationships between three (out of four) parental beliefs about the value of children's emotions and children's security perceptions. For example, parents' belief that children's emotions are valuable was related to children's feelings of security when parental stress was high ($B = 4.08$, $SE = 1.66$, $t(81) = 2.56$, $p < .01$); but was unrelated to children's security for lower levels of stress ($B = -.77$, $SE = 1.50$, $t(81) = -.51$, $p > .05$). Thus, when parents experience high levels of stress, parental valuing of children's emotions seems to ameliorate the negative impact of parental stress.

D34

THE MULTIPLE AUDIENCE PROBLEM: CONSIDERING PERSONALITY AND SITUATIONAL FACTORS *Austin Lee Nichols¹, Catherine A. Cottrell¹; ¹University of Florida*—People may often find themselves in a challenging self-presentational predicament—seeking to

simultaneously convey conflicting impressions to different audiences. How do they resolve such a situation? What personality factors might facilitate or hinder success? To date, research on this "multiple audience problem" has been scarce and confined. The current study attempts to remedy this limitation of the literature by comparing distinct multiple audience problems: one in which the participant does not know either audience versus one in which the participant knows both audiences. After completing several individual difference measures (e.g., need to belong, need for consistency, social anxiety), participants described their reactions to each scenario (i.e. projected success, confidence, tactics, etc.). In general, people responded quite differently to the two situations. For example, participants projected greater success and confidence when they imagined themselves in situations that contained known audiences as compared to unknown audiences. Moreover, social anxiety consistently moderated these effects, such that those higher in trait social anxiety reported less confidence and less success. In addition, in instances when success was limited, participants claimed that they would be inclined to continue conveying the impressions rather than give up conveying the appropriate impression to one or both audiences. Last, participants reported that situations such as these are common in everyday life. In all, this research provides insight that, combined with past research, offers valuable direction for future theoretical and empirical considerations of the multiple audience problem.

D35

FROM SELECTION TO REJECTION: THE TRAJECTORY OF NARCISSISTIC LEADERS *Seth A. Rosenthal¹, Todd L. Pittinsky², R. Matthew Montoya²; ¹Harvard University, Center for Public Leadership, ²Harvard University, John F. Kennedy School of Government*—Is narcissism a positive or negative leadership trait? Are narcissists' charisma and grandiose plans inspiring to followers (e.g., Maccoby, 2000)? Do narcissistic leaders' arrogance and self-absorption ultimately lead to their downfall (e.g., Glad, 2002)? In two studies, we found that the answers to the latter two questions may both be "yes." In Study 1, 15 five-member groups worked on a class project for one semester. After two weeks, team members ascribed more of the team's leadership to narcissistic team members, and those narcissistic team members were likely to concur. However, by the end of the semester, although the narcissists still believed they were team leaders, the remaining team members no longer agreed. In Study 2, in 23 three-member groups, we investigated why narcissistic leaders lose the devotion of their followers. Following a five-minute team-building exercise, participants chose a team leader and then engaged in a seven-minute intra-team competitive exercise. After the competition, leaders' narcissism was negatively related to followers' assessments of them as good, strong, and effective leaders. Mediation analyses indicated that these negative assessments resulted from leaders' core narcissistic behaviors (e.g., arrogance, bullying, self-interest, and lack of enthusiasm, confidence, and collective mission). In contrast, the narcissism-poor leadership link was not mediated by more normative traits associated with narcissism (e.g., confidence, charisma, dominance, and competitiveness). Overall, our leadership findings parallel the non-leadership narcissism literature (Paulhus, 1998), suggesting that although narcissism may help individuals initiate relationships, narcissists' most negative traits will likely impair those relationships, even following very short interactions.

D36

A NEW CONSEQUENCE FOR ACTUAL-POSSIBLE SELF-DISCREPANCIES: MALLEABILITY TO SUBTLE SITUATIONAL INFLUENCE *Kenneth G. DeMarree¹, Kimberly R. Morrison², S. Christian Wheeler², Richard E. Petty¹; ¹Ohio State University, ²Stanford University*—Actual-possible self-discrepancies (e.g., discrepancies between the characteristics one believes oneself to possess versus those one desires to possess) have been associated with a number of motivational, cognitive, and affective consequences. For example, these discrepancies have been

postulated to motivate people to engage in actions to become more like a desired self (or less like an undesired self). In addition to serving as motivation to specific types of action, actual-possible discrepancies also represent a structural inconsistency in the self-representation. Because of this, we predicted that actual-possible self-discrepancies would be associated with increased malleability in response to subtle change inductions, much like structurally inconsistent attitudes are more susceptible to change. Using subliminal self-evaluative conditioning and out-group stereotype priming as change inductions, we demonstrated increased magnitude of self-change (on state self-evaluations and prime-consistent attitudes, respectively) as self-discrepancies increased. Furthermore, these effects were not moderated by the direction of the discrepancies (whether the actual self or desired self was more congruent with the change induction). The lack of moderation by direction indicates that it was the presence of a structural inconsistency, and not a motivation to reduce the actual-possible self-discrepancy in a specific direction, that led to self-change.

D37**IS OUTGROUP HATE FUNDAMENTAL? INVESTIGATING IMPLICIT AND EXPLICIT INTERGROUP BIAS IN THE MINIMAL GROUP PARADIGM**

Michael J. McCaslin¹, Richard E. Petty¹; ¹Ohio State University – Research by Tajfel and colleagues showed that people have a tendency to favor ingroup members over outgroup members even when such groups are based on arbitrary characteristics. Some have suggested that this preference is driven by ingroup favoritism, rather than outgroup derogation (Brewer, 1999). However, prior experiments investigating this phenomenon have not used an appropriate control group to determine the direction of the bias. The purpose of the current research was to include a control group in the minimal group paradigm for the first time to examine whether intergroup bias is due to ingroup favoritism, outgroup derogation, or a combination of both. In this experiment, minimal groups were manipulated by assigning participants to one of two imaginary student groups. Intergroup bias was measured by comparing attitudes toward each group on both implicit and explicit measures. Attitudes toward students not affiliated with any group on the same measures provided a comparison baseline. Analyses revealed the presence of an implicit intergroup bias based solely on ingroup favoritism and an explicit intergroup bias derived jointly from ingroup favoritism and outgroup derogation. This explicit bias was further moderated by self-reported identification with each group, such that those highly identified with their ingroup were most likely to positively evaluate the ingroup (relative to control), whereas those low in outgroup identification were most likely to derogate the outgroup (relative to control). These findings provide a new understanding of an old phenomenon and suggest that for some people, categorization alone can elicit explicit outgroup prejudice.

D38**IT'S ALL RELATIVE: COMPETITION AND STATUS RELATIONSHIPS PREDICT LIKING AND RESPECTING**

Ann Marie T. Russell¹, Susan T. Fiske¹; ¹Princeton University – Anticipating interpersonal competition and status relations predisposes people to (dis)like or (dis)respect their partner (Russell & Fiske, 2006). In new findings, we investigate how these social structural variables would similarly predict interpersonal judgments following an actual interaction. To test this, we manipulated competition and status in interpersonal interactions and measured their effect on personality trait ratings of the target. Participants were randomly assigned to compete or cooperate in a game with another student in either a high- or low-status role in a 2 (competition) x 2 (status) between-subjects design. They subsequently rated their game partner on a variety of traits. As hypothesized, results showed that preconceived evaluations of a target survived actual interactions with the target. Interpersonal competition predicted perceived warmth, and interpersonal status predicted perceived competence—even after an interaction allowed perceivers to observe the

target's interpersonal behavior. Further, participants reported dispositional factors as more causal in their evaluations than situational factors, demonstrating their lack of awareness of how these structural variables influence their judgments. In two subsequent vignette studies, participants reported that these structural variables—status and competition—would not affect their judgments. People's impressions are unintentionally biased by their structural relationships.

D39**WHEN WE OSTRACIZE: WHEN AN INDIVIDUAL IS A BURDEN TO THE GROUP**

Eric D. Wesselmann¹, James H. Wirth¹, Kipling D. Williams¹; ¹Purdue University – Ostracism is a pervasive phenomenon in which individuals are excluded and ignored by others (Williams, 1997, 2007). Considerable research has examined the effects of ostracism, but little has investigated the situations that motivate individuals to ostracize others. Previous studies using Cyberball to examine the use of ostracism find participants are reluctant to ostracize others. Sociological and anthropological perspectives suggest that social animals engage in ostracism to protect their groups from burdensome members. The purpose of this study was to determine if we could observe ostracism when a group member presents such a burden. Participants played a game of Cyberball with two virtual confederates; either a game where both confederates tossed the ball at normal speed or a game where one confederate took a long time to decide to throw the ball. Participants ostracized the slow players, but not the normal-speed players. Additionally, participants perceived the slow confederates as being more deviant, less competent, and presenting more cost (i.e., time). Participants also felt more hostile towards slow confederates as compared to normal speed confederates. Participants were less likely to want to interact with slow confederates in the future. Perceptions of cost fully mediated the relationship between confederates' speed and their inclusion in the game. In response to feeling burdened, participants punitively ostracized the slow player. Our findings experimentally demonstrate burdensome individuals are more likely to be ostracized. Ostracism may be punitively motivated to indicate to the target their behavior is not acceptable and to defend against further cost.

D40**SEEING ONESELF IN ONE'S PURCHASES: LEVEL OF ACTION CONSTRUAL MODERATES THE PERSUASIVE APPEAL OF SELF-RELEVANT ADVERTISEMENTS**

Sheri Clark¹, Antonio Freitas¹; ¹State University of New York, Stony Brook – Understanding determinants of the efficacy of persuasive appeals is an issue of longstanding practical and conceptual significance for social psychology. When, for example, will appeals to a consumer's desired sense of self be most effective? Consumer purchases, like other actions, can be construed at varying levels of abstraction, from low levels specifying how they are carried out to high levels specifying why they are carried out. Arguably among the most abstract purposes one can pursue is being the kind of person one desires to be. Accordingly, when construing one's action in abstract terms, one should be particularly likely to consider those actions' relations to the broad goals that guide one's behavior. Following this logic, we hypothesized that individuals who chronically construe action in high-level terms would be most persuaded by advertisements focusing on a product's self-relevance. We tested this hypothesis in a study that assessed each participant's level of action construal (via Vallacher & Wegner's, 1989, Behavior Identification Form) and presented to participants product advertisements framed in terms of self-relevance (e.g., "Lexus... Because it's all about you") or quality (e.g., "Lexus... Only the best"). As predicted, participants construing action abstractly indicated more favorable attitudes toward and stronger intentions to purchase products framed in terms of self-relevance than did participants construing action concretely, whereas level of action construal did not moderate responses to advertisements framed in terms of quality. The differential efficacy of different persuasive tactics, then, appears dependent on the target audience's level of action construal.

D41

ADAPTIVELY WEIGHTING SOCIALLY PROVIDED INFORMATION: A SOCIAL APPLICATION OF A COGNITIVE MODEL Elizabeth C. Collins¹, Elise P. Hall¹, Eliot R. Smith¹, John K. Kruschke¹; ¹Indiana University, Bloomington – We adapted Kruschke's (2001) attentional learning model, developed to explain how people allocate attention to cues in making categorization judgments, to a social context, examining how people learn to trust different financial advisor's stock recommendations in an investment game. Experiments confirmed two predictions made by the model. Participants exposed to a reliable advisor A, whose information was always paired with that of a previously learned reliable advisor B, did not attend to Advisor A, showing the blocking effect. In preference to A, participants followed the recommendations of an equally reliable advisor C, who had been introduced simultaneously with Advisor A, but who had been paired with another novel advisor (t (44) = 3.19, p < .05). In a second study, participants were first exposed to a pair of reliable advisors, E and F. Then Advisor E was paired with a new advisor, G, whose recommendations disagreed with E and were always correct (so E's recommendations were wrong). When Advisor F was paired with Advisor G giving contradictory recommendations, participants preferred to follow Advisor G (t (44) = 5.43, p < .01), showing the highlighting effect. The successful predictions of this model hold promise for developing a common framework for understanding how people use and integrate nonsocial cues (e.g., symptoms that are diagnostic of one or another disease) and socially provided cues (e.g., opinions provided by experts). Such integration of social and nonsocial information is a key process in understanding human decision making.

D42

CONFORM TO BELONG? EXPLORING THE ROLE OF INDIVIDUAL DIFFERENCES IN AFFILIATION NEEDS IN PREDICTING CONFORMITY Ewa Marcinkiewicz¹, H. Colleen Sinclair¹; ¹Mississippi State University – Normative social influence or affiliation needs have commonly been used to explain why individuals conform to group norms. In this project, we investigated whether individual differences in affiliation motives predicted conformity to group perspectives in a political discussion. Initially, participants completed a survey assessing political stance (for or against gay rights) and individual differences in need to belong and loneliness. 130 participants then returned for a political discussion either via instant messenger or face-to-face. Each discussion group included four confederates and one participant. Before the discussion, the group voiced an initial vote on six gay right issues. The vote was taken in turns, first three confederates voted before the participant and fourth confederate voted after the participant. Confederates were trained to vote and argue the opposite of the participant's position. After the 20-minute discussion, a re-vote was taken. Conformity was assessed by the degree to which the participant voted according to group beliefs and against his/her pre-existing stand. A regression including political position, discussion environment, need to belong, and loneliness was run to predict conformity rates. Interactions were also explored. Need to belong (NTB) was a marginally significant predictor (p<.08), but significantly interacted with political position (p<.03). Those pro-gay rights participants low in NTB exhibited the least conformity (only 26%), compared to pro-gay rights persons high in belonging (35%) or either group of anti-gay rights participants (70% for those high in NTB and 75% for those low). The discussion will explore implications for understanding motives to defy the group.

D43

PERCEPTIONS OF INFORMATION QUALITY FOR JUDGING PERSONALITY Guy Cotroneo¹, Tera D. Letzring¹; ¹Idaho State University – Not all information is equally useful for making accurate personality judgments (Andersen, 1984; Letzring et al., 2006), although little is known about the specific information types that are most useful for making

accurate judgments. Self-perception theory suggests that people are more likely to use personality to explain actions than mental states (Brown & Fish, 1983; Johnson et al., 2004), while research has found that people perceive information about thoughts and feelings as more useful than information about behaviors. To continue investigating this area, 99 participants responded to the following open-ended question, "What types of information would you like to know about someone in order to help you make an accurate judgment of that person's personality?" Frequent responses included information about hobbies, activities, or interests, where the person grew up and his/her life experiences, and the person's values, beliefs, goals, morals, or ethics. The same participants also rated the usefulness of 25 types of information. Information rated highest included values, hobbies and activities, and how people would be described by someone close to them. Thoughts and feelings experienced yesterday and behaviors done yesterday were perceived as equally useful. Information about hobbies and activities was perceived as more useful than information about thoughts and feelings experienced yesterday, and ideal-day descriptions were perceived as more useful than typical-day descriptions. The next step in this research is to determine whether perceptions of usefulness are correct by examining levels of accuracy when judgments are based on different information types.

D44

MOOD AND THE CONCERNS THAT DIRECT ONE'S GOAL PURSUIT: EVIDENCE OF VALUE FROM REGULATORY FIT Leigh Ann Vaughn¹, Jolie Baumann¹, Christine Klemann¹, Adam Weber¹, Erin Abshire¹; ¹Ithaca College – Typical information processing styles seen among people in a happy or sad mood appear quite similar to those of people in a promotion or prevention focus, respectively. People in a happy mood and people in a promotion focus tend to use or favor goal-pursuit strategies that are open, broad, eager, and creative. By contrast, people in a depressed mood and people in a prevention focus tend to use or favor goal-pursuit strategies that are careful, detail-oriented, vigilant, and risk-avoidant (e.g., Schwarz & Bohner, 1996; Semin, Higgins, de Montes, & Estourget, 2005). Happy and sad moods appear to elicit these strategic inclinations immediately, without extensive processing (e.g., Schwarz & Bohner, 1996). Therefore, it should be possible for mood to fit regulatory focus even without explicit consideration of goal-pursuit strategies. Regulatory fit tends to enhance strength of engagement (Higgins, 2006), so we expected that fit between mood and regulatory focus would enhance the value of imagined goals, as well as the strength of anticipated emotional reactions to events that could happen during goal pursuit. Three experiments manipulated mood and regulatory focus, and asked participants to imagine a goal and events that could happen during goal pursuit. We found that, compared with participants who experienced regulatory nonfit when considering a future goal (sad/promotion focus, happy/prevention focus) those who experienced regulatory fit (happy/promotion focus, sad/prevention focus) (1) valued that goal more, (2) imagined feeling more grateful for help with that goal, and (3) imagined feeling angrier if someone hindered their progress toward that goal.

D45

ACCENTUATE THE POSITIVE AND ELIMINATE (OR IGNORE) THE NEGATIVE: THE INFLUENCE OF SUPPORTIVE VS. DEVIANT INGROUP MEMBERS ON GROUP IDENTIFICATION Charlene Christie¹, Leslie Ashburn-Nardo²; ¹SUNY Oneonta, ²Indiana University-Purdue University Indianapolis – An ingroup member's perceived deviance depends on group status; those who challenge their ingroup's status in high-status groups are considered deviant, whereas those who support the ingroup's status in low-status groups are considered deviant (Scheepers, Branscombe, Spears, & Doosje, 2002). The purpose of the present research was to determine whether individuals' perceptions of the ingroup would be influenced by exposure to a deviant ingroup member. Sixty-four undergraduates were randomly assigned to a high-

vs. low-status novel ingroup whose legitimacy was either supported or challenged by an ingroup member. Participants' ingroup identification, ingroup evaluations, and endorsement of group differences were focal DVs. As expected, high-status participants reported greater identification with the ingroup than low-status participants, especially when exposed to a status-supporting ingroup member. Similarly, high-status participants evaluated the ingroup more positively when exposed to a status-supporter than to a status-challenging deviant. In contrast, low-status participants evaluated the ingroup more positively when exposed to a status-challenger than to a status-supporting deviant. Finally, participants more strongly endorsed group differences when they were high rather than low in status and when they were exposed to a status supporter rather than challenger. These patterns suggest that individual reactions to ingroup status information are influenced by opinions of other ingroup members only to the extent that those group members express ideas that are in the group's best interest.

D46

GENDER DIFFERENCES AND SELF-FOCUS IN COMPUTER MEDIATED PERSUASION Bradley M. Okdie¹, Rosanna E. Guadagno¹, Petia K. Petrova²; ¹The University of Alabama, ²Dartmouth College – Men and women respond differently to persuasive attempts depending on whether the persuasion attempt occurs via computer-mediated communication (CMC) or face-to-face (FTF) (Guadagno & Cialdini, 2002, 2007). This study examined how communication mode, information type and gender affected attitude formation. Participants were (42 males, 82 females) assigned to one of two communication fluency conditions and described a fictitious restaurant to a confederate in one of four communication modes: FTF, CMC with a photo of the confederate, CMC no photo visible, and a no communication control. Participants rated the restaurant and experimental task on a variety of dimensions. We expected participants in the no photo CMC condition to be more self-focused when the target of the communication is not salient. We also expected this difference in self-focused attention to result in more negative evaluations of the restaurant in the low fluency condition. Results were significant for men only. Men in the no photo CMC low fluency condition, rated the restaurant significantly less positive, $F(3,34) = 2.94, p = .04$. Men in the FTF condition rated the task difficult, $F(2,79) = 4.21, p = .01$. This supports the idea that communication mode differences impact males and females differently (Guadagno & Cialdini, 2002, 2007).

D47

DISGUSTING IMAGES CAN SPOIL INTENTIONS TO CONSUME MEATS Remeé Magnan¹, Verlin Hinsz¹, Dana Lawrence Wallace¹, Jared Ladbury¹; ¹North Dakota State University – Emotions are believed to motivate behavior. Although disgust is a relatively ignored motivating emotion, it is particularly unique with its links to ingestion of food. Little research has investigated the motivational influences of disgust on food consumption. We investigated the extent to which presentations of disgusting images influenced judgments of willingness to consume various forms of meat. In a 2 (image prime) x 3 (food scenario) within-subjects design, participants viewed disgusting or neutral images and then read scenarios involving positive, ambiguous, or contaminated meat. We expected that exposure to disgusting images would motivate participants to find meat less desirable, regardless of scenario. Results indicated that participants were less willing to consume meat after viewing a disgusting prime compared to a neutral prime. Additionally, participants were less willing to consume meat from the contaminated scenarios than ambiguous scenarios and were less willing to consume meat from ambiguous scenarios than positive scenarios. A significant prime x scenario interaction indicated that after viewing a disgusting prime, participants were always less willing to consume meat unless the meat was contaminated. These results indicate that disgust is a motivating emotion that influences individuals' willingness to consume

foods that are unspoiled or questionable in nature. However, intentions to avoid foods that are already contaminated may not be reduced further by evoking disgust. These data have practical applications for food-safety marketing. Specifically, eliciting disgust among consumers may motivate them to "proceed with caution" in their food selection, preparation, and consumption.

D48

WHY ARE CHRISTIANS LESS ENVIRONMENTAL? THE MEDIATING ROLE OF AWARENESS OF ENVIRONMENTAL CONSEQUENCES. Heather Truelove¹, Jeff Joireman¹; ¹Washington State University – Previous research has repeatedly found that endorsement of Christianity is negatively related to environmentalism. Yet, the reasons for this inverse relationship have not been identified. The present study is one of the first to investigate the possible mechanisms underlying the Christianity-environmentalism relationship. Recently, Schultz (2000) argued that endorsement of Christian beliefs led to more concern for the self and for other people, but less concern for animals and plants. Along these lines, we hypothesized that awareness of the consequences of environmental problems (AC) on the biosphere (bioAC), humans (socAC), and the self (egoAC) would mediate the relationship between Christianity and environmentalism. College students ($N = 192$) completed measures assessing AC, Christian orthodoxy, and three domains of environmental behavior. In line with previous research, results showed that Christian orthodoxy negatively related to all measures of environmental behavior. Additionally, bioAC was a complete mediator in Christian orthodoxy's relationships with environmental behavioral intention and willingness to pay for environmental protection and was a partial mediator in Christian orthodoxy's relationship with pro-environmental political behavior. These findings shed light on the mechanisms underlying the Christianity-environmentalism relationship and suggest that Christians are less pro-environmental because they are less concerned about the consequences of environmental problems on the biosphere. Thus this study provides a much needed step toward solidifying our understanding of the reasons why Christians may be less environmental in certain situations. Future studies aimed at understanding how to change AC beliefs would provide an important next step in this line of inquiry.

D49

PROCEDURAL AND DISTRIBUTIVE JUST WORD BELIEFS AS ANTECEDENTS OF IMPULSIVITY, VENGEANCE, AND FORGIVENESS Todd Lucas¹, Jason Young¹, Sheldon Alexander¹; ¹Wayne State University – Revenge--attempting to redress a perceived offense through voluntary aggressive action against an offender--is observed in many interpersonal contexts. Often, research on revenge invokes discussions of forgiveness, or a reduced desire to seek revenge. Although acts of revenge and forgiveness can reflect many distinct motives, they often indicate concern for justice as individuals attempt to restore their personal sense of a fair and just world (Lerner, 1980; Kaiser, Vick & Major, 2004). Researchers have also suggested that ruminative thinking about relevant prior injustice(s) comprises an important cognitive antecedent of revenge (McCullough, Bellah, Kilpatrick & Johnson, 2001). In the present research, we explored whether revenge and forgiveness might also be predicted by impulsivity. In addition, we examined whether procedural and distributive justice concerns link to measures of impulsivity and forgiveness in unique ways. Participants ($N=132$) completed individual differences measures impulsivity, procedural and distributive just world beliefs (Lucas, Alexander, Firestone & LeBreton, 2007), and also measures of vengefulness and forgiveness. Covariance structure analysis revealed that just world beliefs uniquely predicted impulsivity and forgiveness. Specifically, while perceived deservedness of outcomes (distributive just world beliefs) positively predicted both impulsivity and revenge, perceived deservedness of processes (procedural just world beliefs) was negatively related. In addition,

impulsivity partially mediated the unique effects of procedural and distributive justice world beliefs on vengeance and forgiveness. These findings extend existing research on justice and forgiveness in important ways. Namely, while a predispositional need for fair outcomes may impede forgiving, a predisposition for fair processes may enhance this desire.

D50

EAT, THINK, AND BE SKINNY: THE EFFECT OF SPEECH ON IMPRESSIONS OF OTHERS Janet Lydecker¹, Catherine Sanderson¹; ¹Amherst College – Prior research demonstrates that misperceiving norms about eating behavior and body image is associated with higher levels of disordered eating (Sanderson, Darley, & Messinger, 2002), and that individuals give disproportionate weight to the behavior of “popular” individuals when interpreting group norms (Miller & Prentice, 2004). This research extends prior work by addressing whether women form different impressions of a woman depending on how she portrays her eating and exercise behaviors. Eighty-five college women completed measures of weight concerns, sociocultural attitudes toward appearance, and tendency to publicly express various health-related statements. Later, participants were randomly assigned to watch a video featuring a woman who described herself as either eating a lot and exercising little (in one condition) or as eating little and exercising a lot (in the other condition). Participants rated their impressions of this woman as well as their impression of whether she would be popular in their social group. Participants formed a more negative impression of the eat-little, exercise-much woman than they did of the eat-much, exercise-little woman. Specifically, they described this woman as more egotistical, superficial, and annoying, and less nice, polite, and sophisticated, when she portrayed herself as eating little and exercising a lot compared to when she ate a lot and exercised little. However, they also saw the eat-little, exercise-much narrator as more popular. This work demonstrates that women may see endorsing the thinness norm as an important part of being popular, even if such presentation is also associated with negative consequences.

D51

WHAT DRIVES THE FADING AFFECT BIAS: AROUSAL OR AFFECT? Jessica Hartnett¹, John Skowronski¹, Timothy Ritchie²; ¹Northern Illinois University, ²University of Southampton – Prior research has shown that the intensity of emotions associated with negative events fades away (measured by subtracting emotion extremity ratings at event recall from emotion extremity ratings at event occurrence) faster than the intensity of emotions associated with positive events (the Fading Affect Bias). Recently, researchers have raised the possibility that this effect may be an artifact of the differential arousal levels of the positive emotions and the negative emotions that are associated with events typically sampled by autobiographical event self-reports. For example, one possibility is that the positive events that are reported are particularly likely to also be high arousal events (e.g., elation), while negative events are more evenly divided between high arousal (e.g., anger) and low arousal (e.g., sadness) events. Such differential arousal levels may be responsible for the Fading Affect Bias; the relation of valence to the effect may actually be nil. To account for this possible confound, participants were specifically asked to recall events that produced emotions eliciting either low arousal/negative affect (e.g., sadness), low arousal/positive affect (e.g., calmness), high arousal/negative affect (e.g., anger), high arousal/positive affect (e.g., elation), and explored subsequent fading affect patterns. A fading affect bias was obtained such that the intensity of emotions associated with negative events faded more than the intensity of emotions associated with positive events, and there was no evidence to suggest that the effect varied by the arousal level of the emotion produced by the event.

D52

LIFE IS SHORT SO SPEND IT WELL: MORAL JUDGMENTS AND FEELINGS OF LIMITED TIME Mark Muraven¹, Jeremy Nicholson¹, Nicholas Freeman¹; ¹University at Albany – Feeling that life is short and time is limited may impact individuals' attitudes and endorsement of social norms. In particular, feeling that life is short may lead to a greater valuing of the time remaining. This, in turn, may lead to greater endorsement of societal values to ensure that this remaining time is spent wisely. In several experiments, participants' feelings about the passage of time was manipulated by having them think about college ending soon, read a passage about retirement, or take a test designed to remind them about how quickly time passes. Participants who felt that time was limited punished transgressors more harshly (e.g., gave larger fines, viewed them more negatively) and rewarded moral upholders more than individuals who were not reminded of the limited nature of time. The effects were above and beyond any effects due to arousal, mood, and thoughts of death. Moreover, feeling that time was short mediated the relationship between the manipulations and harshness of the moral judgments. Overall, the results suggest that individuals hew to social norms when they feel that time is short, perhaps because cultural consensus helps individuals to feel as if they are spending their limited time wisely. The relationship between these findings and socioemotional selectivity theory and worldview defense is discussed.

D53

“YOU CAN'T SAY THAT!”: SITUATIONAL AND INDIVIDUAL FACTORS INVOLVED IN CONFRONTING PREJUDICE Cheryl Dickter¹, Natalie Bernardi¹; ¹Union College, Schenectady, NY – Research has suggested that confronting an individual who acts in a prejudicial manner may be an effective strategy in reducing that individual's prejudice level (Czopp & Monteith, 2003). While previous studies have focused on participants' reactions to being confronted, this research examined situational and individual factors that affect the likelihood of confronting another person. Participants read vignettes about situations in which an individual made a racist, sexist, or homophobic comment and described how they would react. Results indicated that, in each instance, only a small percentage of participants reported that they would actively confront the individual who made the offensive comment. Additionally, although previous research has suggested that sexism is more acceptable than racism, participants were significantly more likely to confront an individual who made a sexist remark than either a racist or homophobic remark. Likelihood of confrontation did not significantly differ depending on who made the comment (e.g., friend vs. stranger). Furthermore, scores on self-reported racism and sexism scales significantly predicted participants' likelihood of confronting a racist or sexist offender, respectively. Finally, although previous researchers have hypothesized that individuals are unlikely to confront prejudice because of the perceived negative costs, analyses revealed that only potential benefits of confrontation, not potential costs, affected participants' decisions to confront. These results indicate that a person's prejudice level and perceptions of possible benefits are two important variables that affect the decision to confront, while the status of the individual who made the comment and perceived costs do not affect the likelihood of confrontation.

D54

BLACK CHILDREN'S IMPLICIT AND EXPLICIT AWARENESS OF ACADEMIC STEREOTYPES Amanda Williams¹, Jennifer Steele¹, Cathy Faye¹; ¹York University – Researchers have examined children's racial stereotype awareness, but have relied primarily on explicit measures and non-stigmatized participants. Given the consequences that self-relevant stereotype awareness can have for academic orientation and performance (Eccles & Jacobs, 1986; Steele, 1997), and the inherent limitation of self-reports, the goal of this study was to examine the emergence of Black children's awareness of racial stereotypes about school and sports using

both implicit and explicit measures. Fifty-six Black children (28 boys and 28 girls) in grades 1 to 3 completed a modified version of the Ch-IAT (Baron & Banaji, 2006) and corresponding explicit questions examining their perceptions of Black and White boys' and girls' orientation towards school and sports. Results revealed that both boys and girls rated a Black male target as being significantly less oriented towards school, as compared to other Black and White targets. This emerged despite the fact that Black participants did not demonstrate implicit racial stereotyping on a measure that was pre-tested to be age appropriate (Steele, Williams, Reisz, 2007). However, implicit and explicit measures were related; less racial stereotyping on the Ch-IAT was significantly related to more positive perceptions of a Black target's academic abilities. The theoretical possibility that children from stigmatized social groups develop implicit stereotypes after explicit beliefs have emerged and the potential consequences of this stereotype awareness will be discussed.

D55

DISCREPANCIES BETWEEN OWN AND PERCEIVED PARTNER COMMITMENT: IMPLICATIONS FOR RELATIONSHIP DISSOLUTION

Justin J. Lehmiller¹, Laura E. VanderDrift¹, Christopher R. Agnew¹,
¹Purdue University – Discrepancies between own and perceived partner commitment predict relationship well-being (Drigotas, Rusbult, & Verette, 1999). Specifically, when discrepancies are low (i.e., there is perceived mutuality in commitment), couples tend to fare better relative to when discrepancies are high. However, previous research has mainly addressed the effects of whether a discrepancy is present or absent, not whether the direction of the discrepancy matters. Moreover, past research has not explored whether commitment discrepancies are associated with relationship persistence. We sought to determine (a) whether absolute commitment discrepancies predict likelihood of future breakup, but also (b) whether the direction of the discrepancy (i.e., if one or one's partner is perceived to be more committed) is consequential. We conducted a longitudinal internet survey (N=465). At Time 1, participants completed measures of own and perceived partner commitment (Rusbult, Martz, & Agnew, 1998) and a measure of the degree to which one was considering leaving their current romantic relationship. At Time 2 (4 months later), participants reported whether their relationships were still intact. Results indicated that the greater the absolute discrepancy between own and perceived partner commitment, the more likely one was to be considering dissolution at Time 1 ($p < .0001$) and to have broken up at Time 2 ($p < .001$). Additional analyses indicated that these effects remained significant only for those who perceived their partners as more committed, not for those who perceived themselves as more committed. Thus, commitment discrepancies negatively affect relational outcomes, but this effect appears to be moderated by the direction of the discrepancy.

D56

IMPLICIT PREJUDICE BIASES MENTAL FACE REPRESENTATIONS

Ron Dotsch^{1,2}, Daniel Wigboldus^{1,2}, Ad Van Knippenberg^{1,2},
¹Behavioural Science Institute, ²Radboud University Nijmegen – We propose that implicit prejudice affects the mental representations of faces of people who belong to stigmatized groups. These representations consist of faces that to some extent exhibit features commonly associated with stereotype-related traits (e.g., aggressive, criminal). Highly prejudiced people are proposed to have more biased facial representations (i.e., representations containing more features related to stereotypical traits) than less prejudiced people. To test our hypothesis a two-part study was run. In Part 1, participants constructed a typical Moroccan face, using an adapted version of a reverse-correlation image classification task (Mangini & Biederman, Cognitive Science, 2004). In this task, participants repeatedly chose the most Moroccan-looking face from two identical facial images with added random noise. The average of all chosen stimuli reflects (to some extent) participants' mental representations of a Moroccan face. Subsequently, participants performed an Implicit

Association Test with Moroccan names as stimuli. Based on these IAT scores, participants were divided in three groups, low, mid, and high in implicit prejudice. For each of the three prejudice levels, an average image was calculated of what they thought a typical Moroccan face looks like. In Part 2, independent participants rated all three images. The Moroccan face constructed by highly prejudiced participants was rated higher on negative traits (and lower on positive traits) than the face constructed by mid prejudiced participants, which was rated higher on negative traits (and lower on positive traits) than the face constructed by low prejudiced participants, thus demonstrating that implicit prejudice biases face representations.

D57

POSITIVE EMOTION DURING STRESS: IMPLICATIONS FOR SELF-CONTROL HEALTH BEHAVIORS

Dikla Shmueli¹, Judith Moskowitz¹,
¹University of California, San Francisco – Recent laboratory experiments have demonstrated that positive affect may increase self-control resources and counteract the effects of self-control depletion (Tice, Baumeister, Shmueli, & Muraven, 2007). The goal of this study was to investigate whether positive affect experienced in the context of health-related stress would similarly be related to increased self-control resources and consequently enhance self-control performance. Participants were 71 men and women who had recently been diagnosed as HIV positive. They were enrolled as part of a larger longitudinal cohort study and recruited in the San Francisco Bay area through local HIV testing sites. Participants were interviewed individually, approximately three months after being informed of their HIV status. Positive and negative affect were measured in terms of both reported intensity and frequency of experienced emotions in the past week. Self-control performance was measured by a modified version of the Health Attitudes and Behavior Checklist (Vickers, Conway, & Hervig, 1990) that included both preventative behaviors (e.g., diet) and risk behaviors (e.g., drinking alcohol). Results confirmed a relationship between positive affect and self-control behaviors. Specifically, participants who reported higher intensity and frequency of positive emotions were more likely to engage in wellness maintenance behaviors including diet, exercise, and brushing and flossing their teeth. They were also less likely to engage in risk behaviors including smoking, not wearing a seat belt, and drinking and driving. These findings support the idea that positive affect may replenish self-control resources and be associated with better self-control performance.

D58

THE "OPENNESS" OF A SOCIETY DETERMINES THE RELATIONSHIP BETWEEN SELF-ESTEEM AND SUBJECTIVE WELL-BEING (3): A SECONDARY DATA ANALYSIS

Kosuke Takemura¹, Masaki Yuki¹,
¹Hokkaido University – Previous studies have shown that the impact of self-esteem on subjective well-being is stronger in North America than in East Asia. The aim of this study is to test our hypothesis that this cultural difference can be explained in terms of the social structural factor relational mobility, or the amount of opportunities to form new relationships in a given society. We hypothesize that self-esteem will be more strongly associated with subjective well-being in societies with high, rather than low, relational mobility (see Sato, Yuki, Takemura, Schug, & Oishi, this conference, for a detailed rationale). This hypothesis was supported by results from two previous studies both using cross-societal comparison (Sato et al., this conference) and situational priming (Yuki, Sato, Takemura, Horikawa, & Schug, this conference). In the present study, we tested the generalizability of these findings by performing a secondary analysis of social survey data (the Japan Survey on Information Society, Naoi, 2004; $n = 1,294$, response rate = 64.7%). Results supported our hypothesis. The average years of continuous employment in each region, considered to reflect relational mobility, moderated the relationship between self-esteem and satisfaction with life, suggesting that in regions where people change their jobs more

frequently, the relationship between self-esteem and satisfaction with life is stronger than in areas where people tend to stay in the same job for long periods of time.

D59

INDIVIDUAL DIFFERENCES IN REGRET AND MAXIMIZATION MODERATE THE ENDOWMENT EFFECT Mark Hallahan¹, Tara Richards¹; ¹College of the Holy Cross – The endowment effect (Thaler, 1980) is the tendency to value an object more after one possesses it. According to prospect theory (Kahneman & Tversky, 1979), higher prices are required to sell than to acquire an object because the loss of something one has is subjectively experienced more intensely than a corresponding gain of the same amount. Although it is a fairly robust phenomenon, recent studies have identified factors such as social value orientation (Lin & Lin, 2006) and people's affective states (Lerner, Small & Lowenstein, 2004; Zhang & Fishbach, 2005), that moderate this effect. The current research examined individual differences in decision making style (Schwartz et al., 2002) as moderators of the endowment effect. College students (N = 70) received a DVD and indicated how much they would accept to exchange it for cash and then indicated how much they would pay to acquire a similarly preferable DVD. The endowment effect occurred more strongly for people with a maximizing decision making style, characterized by always searching for a single best outcome (b = .36, p = .004), and less strongly for people who tend to experience regret about their decisions (b = -.33, p = .009).

D60

THE MOTHER-IN-LAW/DAUGHTER-IN-LAW CONFLICT AND TAIWANESE WOMEN'S MARITAL SATISFACTION: THE MODERATING ROLE OF HUSBANDS' BEHAVIORS Tsui-Feng Wu¹, Kuang-Hui Yeh², Susan Cross¹, Yi-Chao Wang³, Yi-Lin Tsai⁴; ¹Iowa State University, ²Institute of Ethnology, Academia Sinica Taiwan, ³National Hualien University of Education, ⁴Chiayi Elementary school – Most current studies of marital satisfaction are generated from Western culture which views married couples as an independent unit separate from extended families (Altman, 1992). This causes a problem in generalizing Western findings to Asians whose marital life is strongly integrated with their extended families (Altman, 1992; Karney & Bradbury, 1995). For example, although American researchers paid less attention to the influence of mother-in-law/daughter-in-law conflict on marital satisfaction, a national Chinese survey indicated that the conflict was ranked as the third stressful event for married women (Zheng & Lin, 1994). In this study, we investigated how mother-in-law/daughter-in-law conflict influences Taiwanese women's marital satisfaction and the moderating roles of four types of husbands' behaviors on the association between the conflict and wives' marital satisfaction: taking the wife's side, actively finding solutions, ignoring the conflict, and taking the mother's side. Data was collected from 125 married Taiwanese women who lived in five counties (northern, middle, and southern regions) of Taiwan. Results of hierarchical regression analyses indicated a significant main effect of mother-in-law/daughter-in-law conflict on women's marital satisfaction and two significant moderators of this association. That is, a high level of taking the wife's side or actively finding solutions buffer the negative influence of the conflict on Taiwanese women's marital satisfaction. Moreover, the conflict and four types of husbands' behaviors accounted for 40% of the variance in women's marital satisfaction. Our results contribute to the development of a relatively comprehensive model of marital satisfaction that can be generalized to Western and Eastern people.

D61

TRUE CRIME: WHY DO WOMEN ENJOY READING ABOUT SERIAL KILLERS? Amanda Vicary¹, R. Chris Fraley¹; ¹University of Illinois at Urbana-Champaign – The True Crime genre, which consists of non-fiction books based on gruesome topics such as rape and murder, has

amassed an extensive audience. Who buys these books? Who finds them appealing? Most people might assume that men would be more likely than women to find such gory topics interesting. After all, a great deal of research has demonstrated that men are more violent and aggressive than women. But a brief perusal of published reader reviews suggests that women enjoy these kinds of books more so than do men. Thus, there seems to be an unusual paradox: Despite being the less aggressive sex, women are more drawn to these grim stories than are men. The purpose of this research was to shed light on this apparent paradox. In Studies 1 and 2 we conducted a systematic study of reader reviews on Amazon.com and a study of book choices which demonstrated that, in fact, women are more drawn to true crime stories whereas men are more attracted to other genres that contain violent content (e.g., war). In Studies 3-6, we manipulated various characteristics of true crime stories (e.g., the gender of the victims, the emotional and relational content) to explore which characteristics of these novels may make them more appealing to women than men.

D62

LET'S TALK ABOUT SEX: DOES COMPREHENSIVE OR ABSTINENCE-ONLY SEXUALITY EDUCATION FACILITATE BETTER COMMUNICATION ABOUT SEXUAL ISSUES? Sarah Butler¹, Midge Wilson¹; ¹DePaul University – Positive communication between two partners has many relational benefits, including increased relationship longevity and satisfaction, but little research has been done to determine what factors predict strong communication specifically around issues of sexuality, including desires, limits, and concerns about safety. The purpose of this study was to explore whether type of sex education curriculum affects how comfortable individuals feel communicating with their partners about sexual matters. Men and women who had been through either an abstinence-only or a comprehensive sexuality education program were recruited from DePaul University's participant pool and several social networking websites. Participants were asked to complete an online survey that included two scales: 1) The Partner Communication Questionnaire (2005), a measure developed for the current study which assessed communicating specifically with one's partner about sexual issues and 2) The Multidimensional Measure of Comfort with Sexuality Scale (2000), which assessed comfort communicating about sexuality in general. Analysis of PCQ responses indicated that men and women who went through comprehensive education reported significantly higher levels of comfort communicating with their partner about sexual issues overall and specifically with communicating their sexual desires, than those who went through abstinence-only education. Women also reported significantly higher levels of comfort communicating their safe sex concerns to their partners. On responses to the MMCS-1, an interaction was found between gender and education type such that women from the comprehensive educational approach reported increased comfort talking about sexuality in general but no differences were observed for men between the two curricular approaches.

D63

READING COUPLES' FACES: THE IMPACT OF PERCEIVED POSITIVE AFFECT AND MASCULINITY/FEMININITY ON SELF-REPORTED WELL-BEING Laura Saslow¹, Arielle Morganstern¹, Dacher Keltner¹; ¹University of California at Berkeley – Might perceptions of current happiness predict later happiness? Does facial masculinity positively correlate with well-being? Research has found that judges can make reliable and valid perceptions of others from only a brief exposure to them (Rind and Gaudet 2003; Berry, 1991). In fact, judgments of positive affect in yearbook photographs predicted personal well-being over thirty years later (Harker and Keltner, 2001). Moreover, men's levels of masculinity, verified through testosterone levels, were accurately discerned from photographs (Rosen et al. 2006); and trait masculinity tends to positively correlate with psychological well-being (Taylor and

Hall, 1982). We hypothesized that judgments of well-being and facial masculinity (vs. femininity) in marriage announcements would positively correlate with later self-reported well-being. To test these hypotheses, we reliably coded marriage announcement photographs for impressions of personal and relationship well-being. We also coded for masculine and feminine facial morphology characteristics, based upon classifications of facial structure that link hormones with the differentiation of facial gender. Both measures were then correlated with later self-report measures of personal and relationship well-being. As hypothesized, others' impressions of marriage partners' well-being were predictive of later life and relationship satisfaction and negatively associated with depression. In addition, facial masculinity was positively correlated with personal and relationship well-being, whereas facial femininity showed the opposite trend. However, men reported higher personal and relationship well-being if their wives were feminine. This research points to the implications of impressions of positive affect and coded facial morphology within heterosexual relationships.

D64**PREDICTING ACTIVE RELATIONSHIP INITIATION IN SINGLE PEOPLE**

Jennifer McClellan¹, Justin Cavallo¹, Grainne Fitzsimons¹,¹University of Waterloo – Research on relationship initiation suggests that men tend to use more active and direct strategies (e.g., asking someone on a date) whereas women use more passive and indirect strategies than men (e.g., flirting; Clark, Shaver, & Abrahams, 1999). Evolutionary psychologists argue that these strategies have developed to aid men and women in accomplishing different reproductive goals (Schmitt, Shackelford, & Buss, 2001). We attempted to expand on this research by examining the role of personality and relational factors in predicting relationship initiation strategies. Single male and female undergraduate students completed a questionnaire about their motivation to initiate romantic interactions. Replicating previous findings, men reported higher levels of active initiation than females ($M_s = 4.06$ and 3.21 ; $SD_s = .82$ and $.96$, respectively), $F(1, 84) = 18.60$, $p < .001$. Regression analyses revealed that biological sex only accounted for 3% additional variance beyond personality (e.g., self-esteem, extraversion) and relational variables (e.g., perceived control over finding a relationship, desire for a relationship), $F(1, 74) = 6.27$, $p = .01$. Interestingly, the model was able to account for the activeness of women better than for men (65% versus 45%). Preoccupied attachment, desire for a relationship and perceived control were significant predictors for women, whereas secure attachment and extraversion were significant predictors for men. Results of an experimental study are also discussed. Our findings highlight the importance of looking beyond biological sex differences.

D65**SELF-SHINING ARMOR: BOOSTING SELF-ESTEEM DEFLECTS THE NEGATIVE MOOD EFFECTS OF OSTRACISM**

Justin A. Wellman¹, Andrew L. Geers¹, Michael A. Warren², Matthew G. Howe¹, Emily E. Dehnhoff¹,¹University of Toledo,²Ohio University – Until recently, investigators have found no variables that moderate ostracism's negative effect on mood (Williams & Zadro, 2005). Recent research (Oberleitner et al., 2006), however, suggests that a boost to self-esteem prior to ostracism can moderate the increase in negative mood that follows ostracism. Although these results were intriguing, the self-esteem manipulation employed was confounded and the pivotal contrast testing this self-esteem buffering hypothesis was not significant. As a result of these problems, the viability of this hypothesis remains unknown. Consequently, the present study was conducted to provide a more rigorous test of this buffering hypothesis, using a non-confounded and more powerful self-esteem manipulation. In this experiment, participants ($N = 75$) were either given a self-esteem boost found to be effective in pilot research or they were given neutral information. Following this manipulation, participants were either included or excluded in a game of Cyberball. The results strongly supported the self-esteem buffering

hypothesis. Specifically, ostracized participants receiving the positive self-esteem boost experienced less negative affect than participants who were ostracized but did not receive the boost ($p < .01$). Notably, this effect represented a complete elimination of ostracism's negative impact on mood and was shown across multiple measures. For the first time, a similar effect was also found for the fundamental need of self-esteem. In sum, this experiment successfully addressed the shortcomings of Oberleitner et al.'s (2006) test of the self-esteem buffering hypothesis and provides the strongest support to date that state self-esteem deflects the immediate negative effects of ostracism.

D66**RACIAL AND GENDER ACHIEVEMENT GAPS: WHERE DO BLACK FEMALE STUDENTS FIT?**

Lindsay R. Kravnak¹, Collette P. Eccleston¹, Joshua M. Smyth¹,¹Syracuse University – Belonging to a negatively stereotyped group can lead to underperformance in relevant domains. As research on the underperformance of negatively stereotyped individuals typically focuses on one group at a time, less is known about the experiences of individuals who belong to multiple negatively stereotyped groups. Some theoretical perspectives (e.g. Beal, 1970; Lorber, 1998) suggest that Black females are at greater risk to perform poorly because they carry both race and gender stigmas. Other perspectives (e.g. Sidanius & Pratto, 1999) suggest that negative racial stereotypes are more directed at men than women, and thus Black females might be less affected by racial stereotypes than Black males. We examined the simple and additive effects of gender and race on academic achievement among Black and White students ($N = 1493$), ages 8-18, of diverse SES. Results demonstrated that race, gender, and the interaction between them were all significant predictors of math scores. Female students performed worse than male students, and Black students performed worse than White students. The effect of gender, however, was stronger among White students than Black students. On a reading test, White students performed better than Black students. Race also interacted with gender to significantly predict performance. Specifically, there were no gender differences in reading performance among White students. However, Black females performed better than Black males in reading. These results suggest that - rather than being doubly jeopardized - Black girls may be buffered from some of the negative effects associated with both race and gender.

D67**FRAMING EFFECTS AND MESSAGE-PROCESSING: THE ROLE OF BEHAVIOR TYPE**

Roger D. Bartels¹, Alex J. Rothman¹, Jhon T. Wlaschin¹,¹University of Minnesota – Messages designed to promote healthy behavior have often focused on emphasizing the benefits of performing (gain-framed) or the costs of not performing the behavior (loss-framed). Some investigators have argued that when people systematically process a message, they are more responsive to loss-frames than to gain-frames (Meyers-Levy & Maheswaran, 2004). However, this work fails to acknowledge that framing effects are often moderated by the type of behavior advocated (Rothman, et al., 2006). The current study tests the hypothesis that systematic processing favors loss-framed appeals when the advocated behavior prevents illness and favors gain-framed appeals when the advocated behavior detects illness. Participants ($n=205$) read either gain- or loss-framed pamphlets describing a mouthrinse that either prevents or detects plaque build-up. Some participants read the pamphlet while under cognitive load to inhibit systematic processing. As expected, the price participants were willing to pay for the mouthrinse was moderated by both load and behavior type. Under no load, participants indicated that they would pay more for the prevention mouthrinse after reading a gain-framed pamphlet (gain-frame, $M=\$4.97$; loss-frame, $M=\$3.78$) and that they would pay more for the detection mouthrinse after reading a loss-framed pamphlet (gain frame, $M=\$3.83$; loss frame, $M=\$5.00$), $F(1,87)=4.03$, $p<.05$. Although participants under load produced a similar pattern, the

interaction was attenuated and nonsignificant, $F(1,111)=.69, p>.05$. The current study demonstrates that systematic processing can lead to a loss-framed advantage, but only when the advocated behavior detects illness. When the advocated behavior prevents illness, participants who systematically process the message respond more favorably to gain-framed appeals.

D68

I LOVE MATH, I LOVE ENGLISH NOT: STEREOTYPE-AVOIDANCE IN A STEREOTYPIC ACADEMIC ENVIRONMENT

Jane Stout¹, Matthew Hunsinger¹, Nilanjana Dasgupta¹; ¹University of Massachusetts, Amherst – The present study investigated shifts in math-identified women's academic attitudes, identity, and behavior due to the stereotypicality of the academic environment. Consistent with identity bifurcation theory (Pronin, Claude & Ross, 2003), stereotype-salience caused math-identified women to psychologically distance themselves from the stereotype that women are worse at math and better at the humanities. Sixty-nine women participants, pre-selected based on high identification and math ability, interacted with a male or female peer who was allegedly a math major and who had developed a math test. Participants completed the math test and questionnaires measuring awareness of academic stereotypes, attitudes, identification, and confidence in math and English. Results showed that participants were aware of academic stereotypes ($F(1,67) = 93.1, p<.001$) and reported more positive attitudes toward math than English, $F(1,67) = 28.56, p<.001$. As predicted, math preference was more exaggerated in the male versus female peer condition. Participants also reported stronger identification with math than English ($F(1,67) = 11.2, p<.01$). This difference was significant in presence of the male peer ($t(30) = 3.41, p<.05$) but not the female peer ($t(37) = 1.53, p=.13$). Participants showed higher test performance in the presence of the male peer ($t(67) = 2.15, p<.05$). Higher test performance predicted greater self-reported confidence in the male peer condition ($r(31) = .42, p<.05$) but not the female peer condition ($r(38) = .18, p=.28$). Our findings suggest that exposure to a stereotypic academic environment motivates math-identified women to view their academic interests in a narrow manner in order to disprove gender stereotypes.

D69

PERSONALITY SIMILARITY AND RELATIONSHIP SATISFACTION: ARE SIMILAR SPOUSES HAPPIER SPOUSES?

Portia S. Dyrenforth¹, M. Brent Donnellan¹, Deborah A. Kashy¹, Richard E. Lucas¹; ¹Michigan State University – Systematic research sometimes fails to corroborate common sense intuitions about romantic relationships. A current example is the lack of empirical support for the idea that similar couples are happier couples. However, these null effects may simply reflect a lack of statistical power given that very large sample sizes might be required to reliably detect the effect of similarity on relationship outcomes. Using data from 2,609 married couples in a nationally representative sample we tested the associations between personality similarity and relationship satisfaction. Each spouse rated their relationship satisfaction and completed a 36-item adjective rating scale assessing the Big Five personality traits. Personality similarity scores were calculated as the absolute difference between husbands' and wives' scores for each trait. Using the Actor-Partner Interdependence Model (APIM; Kenny, Kashy, & Cook, 2006) we estimated the influence of personality, partner personality, and personality similarity on relationship satisfaction. Consistent with previous research, we found that individuals higher in Extraversion, Agreeableness, Conscientiousness and Emotional Stability were more satisfied with their relationships. Lower scores on openness were associated with greater satisfaction. Spouses' personality traits were also significant predictors of marital satisfaction with the same pattern of results. However, only Extraversion and Openness showed significant similarity effects such that couples who were more similar on these traits reported higher

relationship satisfaction. Even in this large sample the effects of similarity were relatively small, raising questions about the practical significance of similarity effects. Nonetheless, these results highlight the interpersonal and intrapersonal "main effects" of personality for predicting relationship satisfaction.

D70

PERSONALITY AND VALUES: SELF/PEER AGREEMENT AND PREDICTION OF BEHAVIOR

Julie Pozzebon¹, Michael Ashton¹; ¹Brock University – The domains of personality and values were examined in terms of self/peer agreement and predictive validity. Previous research has indicated rather high cross-observer correlations for personality assessments, but the investigation of cross-observer agreement for the various value types is limited; moreover, the validities of the entire domains of personality and values have not been compared systematically in previous research. It was hypothesized that personality traits would show higher self/peer agreement than would values because traits are defined by visible overt behaviors. With regard to predictive validity, it was hypothesized that self-reports both of personality and of values would show moderate relations with peer reports of behavior. One hundred and twenty six undergraduate students volunteered to participate and were asked to bring a close friend or relative for peer report data. Personality traits, values, and behaviors were assessed using the HEXACO Personality Inventory, the Schwartz Values Survey, and a behavior rating scale previously used in research on values. As predicted, correlations between self and peer reports for the personality scales were high (generally in the .50s and .60s), indicating that personality traits are easily observable. In contrast, correlations between self and peer reports for the values scales only moderate, suggesting that people's goals may not always be observable to others. Self-reports of personality and values generally showed similar and moderately strong levels of validity in predicting peer reports of behavior.

D71

WHAT IS BEAUTIFUL IS AUTOMATICALLY GOOD: USING THE AMP TO ASSESS AUTOMATIC EVALUATION OF FACIAL ATTRACTIVENESS

Clara Michelle Cheng¹, Tanya L. Chartrand², Melissa J. Ferguson³; ¹American University, ²Duke University, ³Cornell University – We automatically classify objects in the environment as good or bad (Fazio et al., 1986). In this research, we extended the phenomenon of automatic evaluation to facial stimuli, specifically along the dimension of attractiveness. An individual's attractiveness is among the most salient and accessible features of that individual. Earlier research has found that physically unattractive individuals are discriminated against (e.g., Gray & Ashmore, 1976), and prejudice against individuals based on attractiveness can lead to long term problems (Umberson & Hughes, 1987). If evaluation of others' attractiveness is automatic and uncontrollable, this may lead to important consequences for prejudice against people judged as unattractive. Another goal of this research was to extend the Affect Misattribution Procedure (AMP; Payne et al., 2005), a relatively new implicit attitude measure that has been successfully used to assess racial and political attitudes in the past, to a new domain. During each trial of the AMP, a prime image (attractive vs. unattractive) appeared in the center of the screen for 75 ms, followed by a blank screen for 125 ms, and then a Chinese pictograph (a neutral stimulus). Participants were told to ignore the facial image, but to quickly judge the Chinese pictograph as either pleasant or unpleasant. Results showed that participants were more likely to judge as pleasant the Chinese pictographs preceded by attractive faces than the Chinese pictographs preceded by unattractive faces. Instructions to avoid bias had no effect. This finding suggests that judgments of facial attractiveness were made automatically and eluded conscious control.

D72**RESOURCE DISPLAYS: A NONVERBAL SIGNAL OF SOCIOECONOMIC STATUS**

Michael Kraus¹, Dacher Keltner¹; ¹University of California, Berkeley – While distinct nonverbal behaviors have been extensively studied in relation to power, dominance, and status (e.g., Hall, Coats, & Lebeau, 2005), the association between socioeconomic status (SES) and nonverbal displays has been relatively under-investigated. In the present research, the authors predicted that SES is signaled through the nonverbal display of interpersonal resources. This prediction is based on the handicapping principle, which posits that animals communicate their fitness through nonverbal displays that expend resources in order to provide a reliable signal of their fitness that cannot be duplicated by less-fit animals (Zahavi & Zahavi, 1997). Participants, varying in SES, engaged in a five-minute interaction with a stranger, and afterwards provided demographic information about their SES. Interactions were coded for displays of interpersonal resources including three distraction cues (doodling, yawning, and grooming) and four interest cues (head nods, eyebrow raises, gaze, and laughs). During the interaction, high SES participants were more likely to display distraction cues, while low SES participants were more likely to display interest cues. Finally, interest and distraction displays predicted naïve observer estimates of SES. The results parallel research on the handicapping principle, suggesting that high SES is associated with distinct nonverbal displays that expend interpersonal resources, and is decoded by naïve observers using these same nonverbal cues.

D73**THE ROLE OF SOCIETY IN PREDICTING THE BASES OF SEXUAL PREJUDICE**

Pascale S. Russell¹, Roger S. Giner-Sorolla¹, Scott Veenoliet², Victoria M. Esses³; ¹University of Kent, ²Tyndale College, ³University of Western Ontario – Sexual prejudice, and in particular religious opposition to same-sex marriage, has been characterized by some scholars as a defensive response to value threats facing religious fundamentalists from the secular societies surrounding them. This analysis suggests that the contribution of religious fundamentalism to anti-gay attitudes and to opposition to equality for gays will have somewhat different bases in a largely religious versus secular cultural context. This research investigated which attitude functions—defensive and/or value-expressive—underlie the relationship between religious fundamentalism and antigay attitudes in two different cultural contexts, a community sample in the Bahamas (N = 246) and a university student sample in Great Britain (N = 287), using questionnaires. In the Bahamas functional divergence was found using regression analysis, in that no single function uniquely contributed to attitudes. However, regression analysis revealed that the defensive function uniquely contributed to negative beliefs in Great Britain. When testing the relationship between religious fundamentalism and antigay attitudes, mediation analyses revealed that both defensive and value functions were significant mediators in the Bahamas. However, in the British sample the defensive function was the only significant mediator. This result could not be explained by the lower levels of fundamentalism in Britain, as similar results emerged for that sample when only people high in fundamentalism were looked at. We interpret these findings in light of the need for value-expressive functions to be supported by the larger cultural context, and the increased importance of defensive functions as the cultural context becomes more tolerant of same-sex relationships.

D74**DIFFERENT MORAL VALUES PRODUCE DIFFERENT JUDGMENTS OF INTENTIONAL ACTION**

David Tannenbaum¹, Peter H. Ditto¹, David A. Pizzaro²; ¹University of California, Irvine, ²Cornell University – When someone commits a wrongful act, we often consider the motives behind the action—did they have a certain set of desires, beliefs, and intentions that suggest wrong-doing? So it seems that theory of mind judgments are often precursors to moral judgments. But, might there

also be an effect in the opposite direction? Can our moral values influence our theory of mind judgments? Recent findings by experimental philosophers and social psychologists suggest that this might indeed be the case (Knobe, 2003). If this is so, then one might expect that people holding different moral values will make different judgments of intentionality for the same wrongful act. Several studies, all tapping different moral values, confirmed this contention: Participants with a protected value for the environment were more likely to see an act that harmed the environment as intentional than participants without a protected value (Study 1); political liberals and conservatives differed in the degree to which they judged as an intentional act the collateral damage caused to innocent civilians during a military strike (Study 2); and men and women differed on the degree to which certain harm prevention programs (such as condom distribution) intentionally promoted sexual aggression and premarital sex (Study 3). These studies support the notion that we have different criteria for what constitutes an intentionally bad act compared to an intentionally good act.

D75**LITERAL INTERGROUP CONTACT: THE EFFECTS OF OUT-GROUP TOUCH ON EMPATHY AND IMPLICIT RACIAL ATTITUDES**

Charles Seger¹, Eliot Smith²; ¹Indiana University, ²Indiana University – Previous research shows that implicit racial bias can be attenuated through factors like the mere presence of an African-American experimenter (Lowery et al., 2001) or an anti-racism t-shirt (Sinclair et al., 2005). Interpersonal touch is hypothesized to facilitate the development of close bonding between two people (Fiske, 2004). Thus, touch may have similar effects as an actual interpersonal friendship with an outgroup member, which has been shown to reduce prejudice (Pettigrew, 1998). It was hypothesized that interpersonal touch would reduce outgroup-directed implicit prejudice. Participants (N=155) were either touched or not touched by an African-American or Asian-American female experimenter. Implicit attitudes toward the toucher's group (compared to Caucasians) were assessed using an evaluative priming procedure. Participants also rated their emotions after reading each of several scenarios in which outgroup and ingroup members were victims of a perceived harm. For both Asian and African-American target groups, implicit attitudes showed significantly less bias and negativity in the touched condition. This effect was stronger for individuals who, when asked, did not recall the touch. In addition, touch by either experimenter led to increased empathic reactions to all the scenario targets, regardless of their race. This suggests interpersonal touch may prime attachment security, which leads to a generalized increase in empathy (Mikulincer et al., 2004). Results suggest that interpersonal touch may be a means of reducing implicit prejudice toward an outgroup, although touch may have different effects on implicit and explicit measures. Future research attempting to clarify these effects will be outlined.

D76**DIMINISHED AGGRESSION AFTER VIOLENT COMPUTER GAMES: THE ROLE OF GOALS IN CONSTRUCT ACTIVATION AND DEACTIVATION.**

Markus Denzler¹, Michael Häfner², Jens Förster³; ¹Jacobs University Bremen, ²Utrecht University, ³University of Amsterdam – Research clearly indicates that playing violent video games increases aggression. Such findings can be explained by semantic-priming principles: violent computer games increase the accessibility of aggression-related constructs due to recent or frequent construct use. However, recent goal-priming models (e.g., Förster, Liberman, & Higgins, 2005) show that accessibility from goals differs from mere semantic activation: Goals increase the accessibility of goal-related constructs prior to goal-fulfillment; most importantly, after goal-fulfillment this heightened accessibility loses its functionality and is hence reduced. We apply this to the field of violent computer games. We assume that when goal-fulfillment is involved in playing a violent

computer game, heightened accessibility of aggression-related constructs should thus be reduced upon goal-fulfillment. In Experiment 1 we increased the accessibility of aggression via a fictitious story that has previously been used to induce aggression. Afterwards, as in previous studies, participants watched a trailer for a violent computer game. While watching this trailer one group of participants was instructed to imagine that playing this game successfully reduces aggression (goal-fulfillment) whereas a second group was instructed to imagine that this reduction of aggression was not successful. We assessed accessibility of aggression with a lexical decision task. As expected we found that after watching the trailer accessibility of aggression was lower in the goal-fulfillment condition compared to the no-goal-fulfillment condition. In Experiment 2 we replicated the previous findings for actually playing a violent video game. The relevance of these first results for research on violent computer games and priming research is discussed.

D77

LANGUAGE USE OF DEPRESSED PEOPLE IN EVERYDAY SOCIAL INTERACTIONS *Amma Baker¹, Jenna Baddeley¹, Alex Hidalgo-Sotelo¹, James Pennebaker¹, Christopher Beavers¹*; ¹The University of Texas at Austin – It is a common assumption that people suffering from depression have a more negative outlook on life. Do depressed people actually express negative attitudes about themselves and others significantly more than non-depressed people in their social interactions? The present study examined depressed individuals' language use. Participants -- community-dwelling adults diagnosed with current major depression (N = 8) and healthy controls (N = 9) -- wore a naturalistic recording device known as the EAR (electronically activated recorder; Mehl, 2006) for four days. The EAR recorded for 90 seconds every 12 minutes. Speech files were transcribed and then coded for personal complaints, criticism and disapproval of others, and praise using Lewinsohn's (1976) coding scheme and then analyzed for emotion words, pronouns indicative of self- or other-focus, and activity words using LIWC. Depressed people made more psychological complaints and expressed more disapproval than the non-depressed participants, suggesting that depressed people express a more negative outlook. LIWC analyses showed that depressed people used fewer leisure and achievement words than non-depressed people, indicating less active engagement with the world. No group differences emerged in the use of pronouns or emotion words. People conversing with depressed participants offered more criticism (of people not present) and less praise than people interacting with non-depressed participants, suggesting that the social environment of the depressed contains less positive and more negative feedback. Depressed individuals' interaction partners used more third person singular and fewer second person pronouns, removing the focus from their depressed conversation partner.

D78

SHOULD YOU OR SHOULDN'T YOU? EXPLORING TWO MORAL SYSTEMS *Sana Sheikh¹, Ronnie Janoff-Bulman¹*; ¹University of Massachusetts Amherst – Morality may reflect two regulatory systems: approach/activation and avoidance/inhibition. Moral behaviors either approach positive outcomes or avoid negative outcomes (Janoff-Bulman & Sheikh, 2006); approach/activation behaviors are those one should do (i.e., helping a person in need) whereas avoidance/inhibition behaviors are those one should not do (i.e., not cheating or stealing). Two studies explored the role of approach/avoidance orientation in morality. Study 1 utilized Friedman and Förster's (2001) maze tasks to prime approach or avoidance motivation. Participants subsequently listed up to 10 behaviors people should or should not engage in to be moral. Participants in the avoidance condition provided a greater proportion of should not to should statements than those in the approach and control conditions. An avoidance prime increased participants' focus on avoidance/inhibition-based morals. Study 2 explored the extent to which approach versus avoidance moral behaviors are regarded as matters of

personal preference. Although morality has traditionally been viewed as a matter of obligation, we hypothesized that approach/activation moral behaviors would be regarded as more discretionary (i.e., greater personal preference) than avoidance/inhibition behaviors. Participants read 24 moral scenarios (12 approach/activation-based and 12 avoidance/inhibition-based) and made should/should not judgments and personal preference ratings. As predicted, participants rated the approach moral behaviors as less obligatory. Further, personal preference and should/should not judgments were correlated for the avoidance behaviors, but not for the approach behaviors. Overall, moral judgments within the two moral domains appear qualitatively different; avoidance-based morals are perceived as more mandatory, whereas approach-based morals are considered more discretionary.

D79

DECISION MAKING IN FIRST-RESPONDERS: EMOTIONAL INFLUENCE ON PERCEIVED SUCCESS DEPENDS ON SITUATIONAL FACTORS *Erin Tooley¹, Tim Hoyt¹, Bruce Smith¹*; ¹University of New Mexico – The goals of this study were to determine whether emotion induction tasks influenced how successful first responders rated self-generated solutions in response to emergency and disaster scenarios. Specifically, 40 first-responders (police, fire, and emergency medical personnel) generated several solutions to a variety of disaster scenarios (e.g., industrial accident, hostage situation, flood response). Participants then rated how successful each solution would be in responding to the given scenario. Prior to generating responses, participants completed a 2-minute emotion induction task involving anger-inducing, fear-inducing, or neutral stimuli. Results showed a significant interaction of scenario type with emotion condition, with the influence of a particular emotion on rated success dependent on what type of scenario was depicted. Results confirm that strong emotions such as anger and fear can influence how effective a first-responder may see themselves in responding to an emergency or disaster situation. However, results suggest that this effect is likely dependent on situational factors, rather than an overarching influence of current emotional state.

D80

PERSONALITY TRAIT STRUCTURE DURING CHILDHOOD AND ADOLESCENCE: DEVELOPMENTAL TRENDS IN PARENTS' REPORTS *Christopher Soto¹, Oliver John¹*; ¹University of California, Berkeley – Does the basic structure of personality traits in childhood and adolescence conform to the familiar Big Five structure, or is a different model needed to represent the most important individual differences in how young people think, feel, and behave? Recent reviews have noted that the Big Five dimensions are often defined by different clusters of traits in children than in adults, and that there is some evidence for age-specific basic traits in childhood and adolescence that are related to but distinct from the Big Five (e.g., Caspi & Shiner, 2006). The present research addressed the issue of basic trait structure prior to adulthood by examining developmental trends from late childhood to early adulthood in the structure of parents' descriptions of their children's personalities. More than five thousand parents rated their children's personalities using the California Child Q-set (CCQ; Block & Block, 1980), allowing us to examine the structure of these reports in each of several age groups: late childhood (ages 10-11), early adolescence (ages 12-13), middle adolescence (ages 14-15), late adolescence (ages 16-17), and early adulthood (ages 18-20). Results indicated that variants of the Big Five dimensions were recognizable in each age group. Importantly, however, there were also substantial age differences in the structure of the CCQ ratings, providing further support for the possibility of age-specific basic traits beyond the Big Five.

D81**WHAT DOES IT MEAN TO BE OVER SOMEONE? ATTACHMENT STYLE DIFFERENCES IN SELF-REPORTED RECOVERY FROM ROMANTIC RELATIONSHIP DISSOLUTION.** *Daphna Ram¹;*

¹Cornell University – Attachment research on non-marital relationship breakup has focused primarily on individual differences in the level of distress after breakup and the coping strategies used to ease this distress. Attachment-related anxiety has been linked to sadness and anger after a relationship breakup, while attachment-related avoidance has been linked to relief and joy. However, the literature seldom defines what it means to be “over” a romantic relationship after its dissolution. The aim of the current study was to examine the conceptualization of what it means to be over a romantic relationship, and to examine attachment style differences in recovery. First, we implemented a concept-mapping framework where 22 undergraduate participants brainstormed responses to the question “How do you know when you are over someone?” Responses were then sorted by a second group of 53 participants to reveal underlying conceptual categories. Finally, a third group of 69 participants whose relationships ended within the previous four months completed a questionnaire based on these brainstormed responses. A factor analysis confirmed the a priori perceptual categories, revealing 11 factors. Attachment-related anxiety was negatively correlated with not being upset at the thought of an ex-partner with someone new, having a positive view of the former relationship, feeling no negative emotion about the former relationship, and no longer focusing on the former partner; attachment-related avoidance was positively correlated with no longer thinking about the ex-partner and having neutral feelings toward the ex-partner. Findings suggest different recovery markers for attachment-related anxiety and attachment-related avoidance.

D82**SOCIAL EVALUATION BY PREVERBAL INFANTS** *Kiley Hamlin¹,*

*Karen Wynn¹, Paul Bloom¹;*¹Yale University – To successfully navigate the social world, one must be able to form accurate impressions of others from their behavior – to judge who is a reliable social partner and whom to avoid. Here we explore the developmental origins of this capacity using 10- and 6- month old infants. In Experiment 1, infants were habituated to two events in which a character attempts to climb a steep hill and is alternately: (i) aided by a Helper who pushes it up; and (ii) is pushed down by a Hinderer. Infants were then allowed to choose between (reach for) the Helper and Hinderer. They strongly preferred the Helper (88% of 10-month-olds, $p < .005$; 100% of 6-month-olds, $p < .0005$). Do infants’ choices reflect a preference for the Helper, an aversion to the Hinderer, or both? In Experiment 2, infants chose between either a Helper and a Neutral character, or a Hinderer and a Neutral character. At both 10 and 6 months of age, infants preferred the Helper over the Neutral character (87% of infants, $p < .05$) and the Neutral character over the Hinderer (87% of infants, $p < .05$). Thus, infants both (a) evaluate positively an individual who facilitates another’s goals, and (b) evaluate negatively one who impedes another. These findings suggest that social evaluation processes comprise part of the developmental foundations of social cognition. Like adults, infants readily evaluate others based on their behavior towards an independent third party, and they do so within the first half-year of life.

D83**ARE YOU WILLING TO CONSIDER BOTH SIDES OF AN ISSUE? OPENNESS TO NEW IDEAS AND MEDIA USE** *Marco Yzer¹, Clelia*

*Anna Mannino¹, Alex Rothman¹, Jake Depue¹, Brad Lippmann¹;*¹University of Minnesota – Psychologists working from a variety of perspectives have examined the construct openness to experience, and have found it to be linked to intelligence, imagination, perception and a need for variety. In this line of work, we examine a more focused version of this construct – openness to new ideas and different points of view – and its impact on people’s willingness to attend to and process information. The following

study utilizes a new measure of openness and examines its impact on media use. We developed twelve items to assess openness (e.g., I don’t mind when someone disagrees with me). To test the convergent validity of this instrument the present study used a sample of 116 undergraduate students to first factor-analyze the proposed openness items. We found two subscales that reflected (1) acquiring and (2) expressing new ideas. We next explored associations between the openness measures and a number of possible correlates. Both openness subscales varied similarly with types of media and sensation seeking. Openness to new ideas was positively correlated with watching news and political programming, and negatively correlated with watching other television programming (e.g., sitcoms). Openness was also positively correlated with sensation seeking. The two openness subscales were differentially associated with age, gender, and media use, suggesting that acquiring and expressing new ideas are distinct constructs. These results suggest that openness is a useful construct for thinking about why people use media information differently.

D84**“I GET BY WITH A LITTLE HELP FROM MY FRIENDS”: AN EXAMINATION OF INTIMACY GOALS AND SOCIAL SUPPORT IN PATTERNS OF FRIENDSHIP INTERACTION** *Lauren Coepe-*

*Arnold¹, Catherine Sanderson¹;*¹Amherst College – This study investigates the association between intimacy goals and the forms of social support women seek and provide in their close friendships, satisfaction in these relationships, and manners of emotional self-expression. Seventy-eight pairs of college students (40 female-male pairs, 38 female-female pairs) completed a survey containing measures of intimacy goals, friendship satisfaction, and self-disclosure. In addition, each participant wrote about a current personal problem that was then shared with their friend, and subsequently wrote a response to their friend’s problem after reading the description. Analyses revealed that individuals with a strong focus on intimacy goals experience higher levels of friendship satisfaction and use more self-disclosure with their friend. Likewise, individuals with a strong focus on intimacy goals have friends who also share this focus, experience higher friendship satisfaction, and engage in more self-disclosure. Furthermore, individuals with a strong focus on intimacy goals use somewhat more emotional and intense language when expressing a problem to their friend. However, there was no association between individuals’ focus on intimacy goals and how they responded to their friends’ problem. The findings indicate that the intimacy goals of both individuals in a friendship pair are associated with friendship satisfaction, degree of self-disclosure, and use of emotion and intensity in self-expression. In addition, the gender of the friend had little impact on the findings, suggesting that this link between focus on intimacy goals, satisfaction, and self-disclosure is similar for women in same-sex and cross-sex friendships.

D85**THE SOCIAL CONSEQUENCES OF VIOLENT VIDEO GAMES: DOES EXPOSURE TO VIRTUAL AGGRESSION INFLUENCE FORGIVENESS?** *April Phillips¹, Jodie Hood¹, Herman Cummings¹;*¹Columbus

State University – Previous research has demonstrated a link between exposure to violent video games and aggressive thoughts and behaviors. The current study extends this work by investigating the influence such exposure might have on the interpersonal process of forgiveness. Fifty-nine college students participated in the current study. Each participant was randomly assigned to play either a violent video game (Grant Theft Auto III) or a non-violent game (Tetrix). Participants were allowed to play their assigned game at a computer station for 15 minutes. At the end of this time, they were asked to complete a variety of questionnaires about their experiences with video games in general and with the game they played during the current study. Participants also completed a variety of personality and relationship measures they believed were part of an unrelated study. During this second phase, participants read a brief

scenario describing an interpersonal offense committed against them by another classmate and were asked to predict how they would respond. Three categories of reactions to this offense were assessed: forgiveness, revenge motivations, and avoidance motivations. Surprisingly, the participants who played the violent game (GTA) reported a greater willingness to forgive the hypothetical classmate, and lower motivations for both revenge and avoidance than the participants who played the non-violent game (Tetrix). Although preliminary, these results suggest that the increases in general aggression associated with playing violent video games may not be as damaging to our interpersonal relationships as one might assume.

D86

NEGATIVE IMPLICIT NORMS FOR WOMEN IN ENGINEERING: A CHILLY CLIMATE? Jennifer M. Peach¹, Emiko Yoshida¹, Mark P. Zanna¹, Steven J. Spencer¹; ¹University of Waterloo – What happens when women enter a chilly climate, or, an unwelcoming situation (Pascarella, Whitt, Edison, & Nora, 1997)? In this study, we assessed male and female engineering students' implicit norms (using a modified version of the IAT) and explicit norms towards female engineers before students arrived on campus, during the first semester, and during the second semester. At the end of the second semester we also assessed whether our female participants planned to remain in engineering. Although men and women's explicit norms did not change over time, both men and women's implicit norms became more negative over time. The more negative the implicit norms of the men in women's specific programs (e.g., mechanical engineering, electrical engineering), the more negative women's implicit norms became over time. In addition, men's implicit norms predicted whether women planned to remain in engineering. Thus, implicit norms predict women's intentions to remain in an unwelcoming situation. These results also suggest that the male peers of female engineering students may play an important role in shaping a chilly climate, an issue not addressed in past research.

D87

A MODEL OF VALUE EXPRESSIONS: PREDICTING AFFECT, SELF-ESTEEM, AND POLITICAL ATTITUDES Christine Reyna¹, PJ Henry¹; ¹DePaul University – Values play a role in almost every aspect of life, guiding who we date, how we raise our children, the types of jobs we pursue, and how we vote. One challenge that has faced researchers is how to capture values in a way that maximizes their predictive potency, and which demonstrates their primacy as reflected in current social discourse. One consideration of values that has received little attention is the idea that any given value may be expressed in multiple ways. Our model proposes five different ways any single value may be expressed: (1) personal expressions, (2) prescriptive expressions, (3) contingency expressions, (4) self-judgmental expressions, and (5) social-judgmental expressions. We propose that these distinctions could be useful because different ways of expressing a value can have different effects on behaviors and attitudes. To determine the construct, discriminant, and predictive validity of these value expressions, 250 participants answered questions pertaining to three different values (individualism, traditionalism, and universalism). These values were assessed using the five proposed value expression types. As outcome variables, we measured self-esteem, prejudice toward the target groups, and social/political policy attitudes. The results support the existence of five uniquely identifiable value expressions. These value expressions were indeed associated with different outcomes and thus support the utility of recognizing that values can be expressed in unique ways and that each of these distinct expressions may have different psychological consequences.

D88

GOAL-SETTING, OPTIMISM-PESSIMISM AND TASK PERFORMANCE Patricia J. Smithmyer¹, Justin A. Wellman¹, Andrew L. Geers¹; ¹University of Toledo – Optimists often outperform pessimists on tasks in both field and laboratory settings. This pattern does not always hold, however. Recent research has shown that while pursuing important tasks, optimists outperform pessimists, whereas pessimists actually outperform optimists on less valued tasks (Geers et al., 2007). With the present research we attempted to extend this finding to show that the simple act of setting a goal improves task performance among optimists, whereas it decreasing task performance among pessimists. Further, it was also predicted that pessimists would outperform optimists when no goal had been set for a task. Finally, we tested to see if distracting participants during the task would eliminate the anticipated optimism x goal-setting interaction. In the study, participants (N=75) varying in their level of dispositional optimism either set a goal or did not set a goal for their performance on a word search task. During the word search task half of participants were exposed to a distracting noise, whereas the other half were not. Results confirmed the predicted two-way interaction between optimism and goal-setting: Optimists outperformed pessimists when they first set a goal, whereas pessimists outperformed optimists when no goal was set. Finally, although the distracting noise did impede the performance of those setting a goal, it did not disrupt the optimism x goal-setting interaction. In summary, this study establishes that the causal relationship between goal-setting and performance is moderated by optimism. Also, this optimism x goal-setting interaction effect holds even when individuals are distracted during the performance.

D89

PERCEPTIONS OF CROSS-SITUATIONAL PERSONALITY: A SOCIAL NETWORK APPROACH Allan Clifton¹, Laura Kuper¹; ¹Vassar College – Despite widespread support for an interactionist model of personality (e.g., Funder, 2006), personality is generally assessed using global measures, without respect for varying behavior across contexts. We used social network analysis to examine variability in self-perceptions of behavior in different social contexts. Participants (N=52) completed the IPIP-NEO Five Factor Model (FFM) inventory, describing their personalities as they generally see themselves. They then constructed an ego-centered social network, describing the context and quality of their own relationships with 30 acquaintances, and the relationship between each pair of acquaintances. Finally, participants completed a brief dyadic measure of the FFM, describing their own personalities when relating with each acquaintance. Participants' ratings of their personalities with different acquaintances were highly variable, and only partially explained by global personality ratings. Linear mixed model analyses indicate that the variance in dyadic ratings was best accounted for by a combination of the global perception of one's personality, characteristics of the social network, and idiosyncratic aspects of the specific relationships. Results suggest that a social network approach to assessment may be a useful way to capture cross-situational variability in personality.

D90

IT'S ALL ABOUT "WE": THE ROLE OF COLLECTIVE NARCISSISM IN INTERGROUP RELATIONS R. Matthew Montoya¹, Todd L. Pittinsky¹, Seth A. Rosenthal¹; ¹Harvard University, John F. Kennedy School of Government – In four studies, we describe a new construct designed to explain and predict intergroup competition. Adapted from its analogue, collective self-esteem, collective narcissism describes how individual group members perceive their membership with a group. Collective narcissism is not a narcissistic attachment to the group; but rather, collective narcissism refers to a group member's belief that the function and instrumental purpose of his/her group is--and should be--to be better and dominant relative to other groups. Study 1 (N = 150) revealed four distinct factors of collective narcissism: entitlement/exploitativeness

(perceive own group as entitled and exploitative in nature), arrogance (arrogant perception of own group), indifference (perceive own group as perfect and other groups as irrelevant), and need for admiration (own group should be recognized as superior by others). Study 2 (N = 120) and Study 3 (N = 130) demonstrated collective narcissism's distinctiveness from other related constructs: collective self-esteem, ethnocentrism, group identification, dominance orientation, individual narcissism, and self-esteem. Studies 2 and 3 also demonstrated that collective narcissism predicts intergroup competitive orientations better than do individual and collective self-esteem, group identification, individual narcissism, and ethnocentrism. Finally, Study 4 (N = 220) revealed that, for those individuals who score high on the different factors of collective narcissism compared with those who score low, fulfillment of their narcissistic needs was associated with increased self-esteem, reduced anxiety, and greater sense of efficacy. We conclude that collective narcissism is a multifaceted phenomenon and an important predictor of intergroup competition.

D91

LIE DETECTION ACCURACY AND AGE Maureen O'Sullivan¹; ¹University of San Francisco – Ekman and O'Sullivan (1991) found a negative correlation between lie detection accuracy and age in a small group of Secret Service Agents, but this finding was confounded both by the restricted age range of their subjects and the differences in the jobs of the older and younger agents (desk jobs vs. field work). The present study examined the hypothesis that adequate life experience is necessary for accurate lie detection and predicted that young adults (< 21 years of age) would be less accurate in lie detection than mid-life adults (ages 22 to 60). In a sample of over 500 adults, this hypothesis was confirmed. In a second sample of 106 older adults (ages 52 to 95), Carstensen's Theory of Emotional Selectivity was tested. It was predicted that the negative affectivity involved in lying would make the lie detection task emotionally more noxious for older vs. younger mid-life adults resulting in lower lie detection accuracy for the older adults. Although not significant, there was a trend in the predicted direction. A possible confound in this second study was over-all intellectual capability of some of the participants. There was a curvilinear relationship between age and lie detection accuracy. Participants in their 60's did best, with those in their 50's and 70's doing less well. This curvilinearity highlights the importance of understanding the composition and characteristics of older-age samples.

D92

DEVELOPMENT AND VALIDATION OF A STATUS ANXIETY SCALE Ethan Zell¹; ¹Ohio University – A status anxiety scale was developed to measure the degree to which individuals feel anxious about how well off they are relative to other people. Status anxiety was defined as a tendency to worry about one's relative abilities, accomplishments, relationships, and appearance. In the first sample (N = 213) links between status anxiety and other conceptually related constructs were explored. Status anxiety significantly correlated with social anxiety, social comparison orientation, and competitiveness. In the second sample (N = 105) we examined the association between status anxiety and measures of maladaptive functioning. Status anxiety significantly correlated with depression, self-consciousness, and neuroticism. There was no evidence of a relationship between status anxiety and gender or socioeconomic status. Collapsing across the two samples, an exploratory factor analysis revealed that the status anxiety scale loaded onto a single factor that accounted for 49% of the variance. Further, the scale had adequate internal consistency ($\alpha = .87$). Status anxiety seems to be a negative trait with potential pitfalls. Future research will discern whether status anxiety predicts negative behavioral outcomes and whether it moderates the self-evaluative effects of social comparison feedback.

D93

SCHADENFREUDE: AN EVOLVED MATE-VALUE TRACKING MECHANISM? Leisha A. Colyn¹, Anne K. Gordon¹; ¹Bowling Green State University – In this study, we examined schadenfreude (pleasure felt in response to another's misfortune) as an evolved psychological mechanism that helps solve the problem of intrasexual competition among same-sex friends. Within this context, we conceptualized schadenfreude as a mate-value tracking mechanism and hypothesized that undergraduates would experience schadenfreude over events that reduce their same-sex friends' mate value. To examine this hypothesis, 288 undergraduates described a time when they felt pleasure in response to a same- or opposite-sex friend's misfortune and completed surveys regarding how likely it would be that they would feel pleasure over any of their same or opposite-sex friends' experiencing 23 different misfortunes (e.g., weight gain, sports injury). Results suggested that experiencing schadenfreude toward friends is a ubiquitous experience among college students and that the misfortunes that elicit schadenfreude take place in a variety of contexts, notably those that involve a) competition within work, sports, and academics and b) justice restoration. Consistent with predictions, women reported being likely to experience schadenfreude when other women's physical attractiveness was impaired, for example, through weight gain, and men reported being likely to experience schadenfreude when other men's social status was lowered through socially embarrassing events.

D94

INTERCHROMATIC POLARIZATION: EFFECTS OF ELECTORAL COLLEGE DEPICTIONS Abraham Rutchick¹, Joshua Smyth¹; ¹Syracuse University – Red and Blue maps depicting election results display a starkly polarized America. We propose that this electoral depiction may exacerbate perceptions of political polarization rather than merely reflecting them. Participants were shown one of four maps depicting the results of the 2004 United States presidential election. In the Electoral condition, each state was shaded either red (if won by Bush) or blue (if won by Kerry); in the Proportional condition, each state was shaded a color between red and blue, matching the proportion of voters who supported each candidate. Half of the maps also displayed the percentage of voters in each state who supported Bush and Kerry; half lacked this information. Relative to those viewing Proportional maps, participants viewing Electoral maps perceived the nation as more politically divided, stereotyped the political beliefs of residents of various states more, and saw people holding views in the political minority as less politically agentic and less likely to vote. Moreover, these differences occurred even in the presence of numeric data. Implications of these findings and alternatives to the red-blue depiction are discussed.

D95

LOVE, LUST, AND LOYALTY: SEX DIFFERENCES IN RESPONSES TO AND REASONS FOR INFIDELITY AMONG 65,029 ONLINE PARTICIPANTS. David Frederick¹, Martie Haselton¹, Yael Filsoof²; ¹UCLA – Evolutionary psychologists have proposed that men are more upset than women by sexual infidelity and women are more upset than men by emotional fidelity. Most studies, however, have relied on small college student or community samples. Further, few studies have examined moderators or the extent to which emotional vs. sexual motives actually contribute to infidelity. We investigated these issues among 65,029 online participants. Heterosexual men were more likely than heterosexual women to be upset by sexual infidelity (53% vs. 35%) and less likely to be upset by emotional infidelity (47% vs. 65%). Among heterosexuals, gender was the strongest predictor of upset by sexual infidelity compared to 18 other demographic and attitudinal factors. Only two factors erased the gender difference: sexual orientation and participation in "open" relationships. Compared to unfaithful women, unfaithful men were more likely to be motivated to cheat by desires for sexual variety and less by desires for emotional intimacy.

D96

NOBODY LIKES A HYPOCRITE...RIGHT? Michael Ransom¹, Mark Alicke¹; ¹Ohio University – Philosophers have identified two types of hypocrisy: the hypocrisy of inconsistency, where people fail to live up to a self-professed standard and the hypocrisy of blame, where people criticize others for a fault they themselves possess. However, psychologists have primarily studied the hypocrisy of inconsistency, by investigating changes in people's behaviors once they are aware of their hypocrisy (Stone, Aronson, Crain, Winslow, & Fried, 1994). The primary aim of the present research was to examine the hypocrisy of blame and how people, when aware of their own hypocrisy, will evaluate fellow hypocrites on traits such as honesty and likeability. Hypocrisy was created in the participants through false feedback. First, the participants filled out the Modern Racism Scale and received genuine feedback. Then, they completed an implicit measure of racial attitudes, similar to the IAT, and received bogus feedback. The study also investigated how participants, after signing a petition, viewed fellow hypocrites. Finally, the participants made several judgments about a fellow fictitious hypocritical student. They were told this student had completed identical measures on racial attitudes. The hypocritical participants judged the hypocritical student higher on likeability and honesty than non-hypocritical participants. There was also an interaction between hypocrisy and petition. Those hypocritical students who were not able to sign the petition judged the hypocritical student lower on hypocriticalness than those hypocritical students who were able to sign the petition. Generally, these results indicate that hypocritical participants rated the fellow hypocritical student more positively than non-hypocritical participants.

D97

IMPLICIT THEORIES OF SMOKING IN AFRICAN-AMERICAN AND WHITE ADOLESCENTS David Roskos-Ewoldsen¹, Nancy Rhodes¹, Jennifer Monahan², Monica Scales²; ¹University of Alabama, ²University of Georgia – Problem/Objective: African Americans smoker at lower rates than whites during adolescents, but by young adulthood, their rates exceed those of whites. To understand how smoking behavior develops in these subgroups, this study explored implicit theories about smoking in African-American and white adolescents. Methods: In the first stage, 40 white and 40 African American adolescents listed their beliefs about smoking. The set of beliefs yielded 79 unique beliefs. A second set of 37 white adolescents and 80 African-American adolescents sorted the beliefs into piles based on the perceived similarity of the items. Results: The pile sort data were converted to dissimilarity data and then analyzed using hierarchical cluster analysis. There were 5 unique clusters of beliefs for white adolescents (health concerns, negative affective reactions, social sanctions, social identity, and positive reasons for smoking). There were 9 unique clusters for African American adolescents (health concerns, addiction, negative affective reactions, negative images of smokers, social aspects of smoking, positive affect and smoking, stress/negative affect, commitment to not smoke, and social sanctions). Conclusions: African American adolescents had more complex implicit theories regarding smoking than white adolescents. White adolescents' structure reflected primarily positive versus negative reactions to smoking. However, specific types of affect seem to play a more important role for African American adolescents' implicit theories about smoking. For example, there is a salient link between negative affect (stress and depression) as reasons to smoke for African American adolescents. Understanding these implicit theories can assist in targeting messages to prevent smoking in these populations.

D98

ATTENTIONAL CONSEQUENCES OF DIVERSE POSITIVE EMOTIONS Philip Gable¹, Eddie Harmon-Jones¹; ¹Texas A&M University – Much previous research has suggested that positive emotions broaden attention and cognition. However, all of this previous work has examined

positive emotions that could be said to be low in approach motivational intensity (e.g., humor, contentment). Based on conceptual models that focus on motivational intensity within specific affects, the present research proposed that positive emotions high in approach motivational intensity (e.g., desire, enthusiasm) should reduce attentional broadening, as such emotions are often involved in goal-directed behavior and aid in goal pursuit and acquisition. We predicted that relative to low approach positive affect (amusement), high approach positive affect (desire) would reduce breadth of attention. Participants viewed either an amusing film (funny cats) or a film intended to evoke desire (delicious desserts). Following the film, participants completed a local-global attention task adapted from Kimchi and Palmer (1982) and used by previous studies investigating the broadening effects of low approach positive affect (Fredrickson & Brannigan, 2005; Gasper & Clore, 2002). Participants who viewed the funny cats film reported more amusement, while those who viewed the dessert film reported significantly more desire. General positive and negative affect did not differ between film conditions. Consistent with predictions, participants who viewed the desire film showed significantly less global focus than those who viewed the amusing film. These results suggest that positive emotions high in approach motivation have different attentional consequences than positive emotions low in approach motivation.

D99

THE ROLE OF PARTICIPANT COMPENSATION IN PSYCHOLOGY EXPERIMENTATION Steen Sehnert¹, Sheena Iyengar²; ¹Columbia University, ²Columbia University School of Business – How does our compensation of participants affect the data we obtain in psychology research? Despite a long history of paying participants in cash, we know little about the effect of this payment on their likelihood to participate in our experiments, and on the behavior they exhibit once in the study. In this project, we sought to determine the way in which different forms of payment would affect participation rates and responses to items on a questionnaire. An experimenter approached participants on the Columbia University campus and offered them one of three conditions of compensation in exchange for completing a 10-minute questionnaire. Participants were offered \$5 cash, a \$5 gift certificate to Starbucks, or a choice between those two, in exchange for the completion of a survey dealing with financial decision-making. Our primary dependent measures were the likelihood of participants to complete the questionnaire in exchange for the given compensation, as well as their actual responses to the questionnaire. Participants offered cash were far more likely to agree to complete the questionnaire than those offered a gift card. Participants in the choice condition provided significantly different responses from those in the cash condition, despite almost all of the participants in the choice condition electing to receive cash. The perception of having a choice was the only difference between these two groups. This work has implications for participant recruitment as well as the reliability of data obtained using different forms of compensation to elicit participation.

D100

IMPLICIT GOAL ACTIVATION IN CHILDREN Amanda Kesek¹, Dominic J. Packer², William A. Cunningham², Philip David Zelazo¹; ¹University of Minnesota, ²The Ohio State University – Numerous studies have demonstrated the powerful effects of nonconscious processes on cognition, affect, and behavior. For example, adults can be primed to act in accordance with a goal of which they are not consciously aware. Although it is often assumed that mental representations develop as associations are made through observation and experience, little is known about the developmental trajectory of these processes. This study investigated whether preschool age children could be primed to pursue an implicit goal. Three- to five-year-old children were read a story about a boy named Jamie and his grandfather. In one version, Jamie described, at various points in the story, a desire to maximize rewards (e.g. prizes,

time spent with grandfather). In a second version of the story, Jamie expressed a desire to obtain these rewards immediately. After listening to one of the stories, children completed a delay of gratification task that required them to make a series of decisions between smaller immediate versus larger delayed rewards (Prencipe & Zelazo, 2005; Thompson, Barresi, & Moore, 1997). Those children who were first read the story in which the character described a desire to maximize rewards were subsequently more likely to choose the larger delayed rewards than children who heard about a character whose goal was to obtain rewards immediately. The children acted in accordance with the goal presented in the story, suggesting that goal representations can be activated in the absence of direct explicit instruction even in very young children.

D101

WHY DO YOUNG WOMEN AND MEN GAMBLE PROBLEMATICALLY? UNDERSTANDING THE CONNECTIONS BETWEEN FRIENDSHIPS, AVOIDANCE COPING, AND GAMBLING

Cara Donnelly¹, Kimberly Matheson¹, Michael Wohl¹, Hymie Anisman¹; ¹Carleton University – It has been suggested that gambling is often used as an avoidance coping strategy to escape depression, particularly among female problem gamblers. However, we previously found evidence that although women tended to use gambling to escape depression, under certain conditions, men also used gambling as an escape strategy, but were especially likely to do so when their negative affect emanated from a lack of social support. The present study further explored the plausible gender differences in the use of gambling as an avoidant strategy in the face of poor social support. Young male (n = 216) and female (n = 225) gamblers completed measures of perceived friendship support, propensity to gamble, and propensity to use avoidant coping strategies (e.g., cognitive distraction, emotional containment, wishful thinking, passive resignation). Regression analyses indicated that lack of friendship support was uniquely associated with both greater avoidant coping and gambling behaviors, and avoidant coping mediated this relationship. Evidence for a gender difference in this mediational relation was not found, which suggests that the magnitude of the relations between lack of friendship support, avoidant coping, and gambling is similar for both genders. Thus, the use of gambling as an avoidant coping strategy appears to be critical in understanding male problem gambling as well.

D102

HOW DO I KNOW YOU LOVE ME? LET ME COUNT THE WAYS: HOW PERCEIVED RESPONSIVENESS PREDICTS FELT SECURITY IN ROMANTIC RELATIONSHIPS

Lisa Jaremka¹, Nancy Collins¹, Heidi Kane¹, Maire Ford², Annie Guichard³; ¹UC Santa Barbara, ²Loyola Marimount, ³Cal State Stanislaus – Establishing a supportive and caring relationship with a romantic partner is a primary goal for most individuals and an important predictor of health and well-being. Given that positive close relationships are so vital to well-being, it is important to understand how individuals develop confidence that they are in close and caring relationships. More specifically, how do individuals develop a sense of confidence that they are with a partner who loves and accepts them? In line with recent theorizing, caregiving situations are proposed to provide individuals with diagnostic information about their partners' love, acceptance, and continued commitment. Thus, study explored the association between perceived partner responsiveness and a relationship specific sense of felt security (N = 100 couples). It was hypothesized that individuals would feel more secure in their relationships when they perceived their partners to be more responsive caregivers. Results from the first set of analyses indicated that, after controlling for perceptions of conflict, both men and women who perceived their partners to be responsive caregivers felt more secure in their relationships. In addition, women's perceptions of their partners as responsive caregivers predicted changes in their felt security over time. Results from the second set of analyses indicated that individuals who actually received more responsive support in a specific interaction (as assessed through both

self-report and observational coding) felt more secure in their relationship in the specific interaction.

D103

THE RELATIONSHIP BETWEEN UNCONSCIOUS AND CONSCIOUS EMOTION REGULATION AND ATTACHMENT STYLE: DISTINCTION BETWEEN FEARFUL- AND DISMISSING-AVOIDANCE IMPORTANT.

Teresa Mason¹; ¹Park University – This study, an extension of previous studies, measured three interconnected constructs: unconscious emotion regulation, conscious emotion regulation, and attachment. Unconscious emotion regulation (defensive repression) was assessed by combining the Taylor Manifest Anxiety (Taylor, 1953) as a measure of trait anxiety and the Marlowe-Crowne Social Desirability Scale (Crowne & Marlowe, 1964), as a measure of defensiveness (Weinberger et al, 1979). Conscious emotion regulation was assessed using the Brief COPE (Carver, 1997). Attachment style was assessed using Experiences in Close Relationships Scale (Brennan, Clark, & Shaver, 1998). 322 participants, consisting of 96 male and 226 female undergraduates from a large, diverse, state university in the Washington, DC area took part in the study. Results both confirmed and extended earlier findings linking adult attachment style with emotion regulation. Specifically, results indicated that fearful and preoccupied individuals responded similarly, when compared with secure and dismissing individuals. With regard to conscious emotion regulation, the fearful and preoccupied groups were more likely to use self-distraction, behavioral disengagement, venting and substance use as coping mechanisms when compared with the secure and dismissing groups. Regarding the use of defensive repression, as expected, fearful and preoccupied groups were more likely to be defensive high-anxious or high-anxious compared with the dismissing and secure group, who were more likely to be repressors. In conclusion, previous research on attachment and emotion regulation has not made the distinction between fearful- and dismissing- avoidant individuals, and it appears this distinction is important and needs further investigation.

D104

WHO IS ASKED WHAT IN WHAT WAY? INTERACTIVE EFFECTS OF CULTURE, QUESTION CONTENT AND FORMAT ON SELF-REPORTS

Ayşe K. Uskul¹, Daphna Oyserman², Norbert Schwarz², Spike W. S. Lee²; ¹University of Essex, ²University of Michigan – Survey respondents rely on contextual cues such as response formats in responding to questions (Schwarz, 1999). Culture can influence survey responding by moderating contextual effects on responses (Uskul & Oyserman, 2006). We tested the effect of using unipolar or bipolar scales on self-report in different cultures where self-other relations and self-presentational concerns are likely to vary. In Study 1, European-American (individualistic/self-presentational culture), Turkish (collectivistic/self-presentational culture), and Chinese (collectivistic/self-effacing culture) respondents evaluated their success in life either on a unipolar (0 to 10) or bipolar (-5 to +5) scale. Findings replicated the pattern shown by Schwarz et al. (1991) for samples with self-presentational concerns (Turkish and Euro-American); responses had a higher mean on the bipolar than the unipolar scale due to reduced preference for values below the midpoint (0) on the bipolar scale, which imply presence of failure rather than absence of success. Chinese, however, had similar success ratings under both scale conditions; they were equally likely to use scores below the midpoint on both scales. In Study 2, we tested whether this scale by culture effect would be moderated by the target of question. Participants evaluated the success of their parents (ingroup) and of people at the age of their parents (outgroup). Americans gave higher success ratings to both target groups on the bipolar compared to the unipolar scale. This scale effect, however, emerged only in the 'parent' condition in the Turkish group and only in the 'others' condition in the Chinese group. Implications for cross-cultural survey research are discussed.

D105**WHEN DOES THINKING ABOUT THE FUTURE INFLUENCE ACADEMIC MOTIVATION? THE ROLE OF DISCREPANCIES BETWEEN CURRENT STATES AND FUTURE GOALS** Daniel

Brickman¹, Marjorie Rhodes¹, Daphna Oyserman¹; ¹University of Michigan – The purpose of the present research was to examine when thinking about the future increases academic motivation among high school students. Drawing on previous research on motivation (e.g., Carver & Scheier, 1998) and goal systems (Fishbach & Dhar, 2005), we hypothesized that bringing to mind possible selves that cue discrepancies between current paths and future goals (e.g., wanted or unwanted possible selves) would lead to increased academic motivation, whereas bringing to mind future states that are perceived as extensions of current paths (e.g., expected possible selves) would not have these positive consequences. Further, we hypothesized that asking students to describe strategies that they are currently using to approach their goals would eliminate the positive consequences of priming possible selves, by leading students to perceive themselves as securely on their way to obtaining their goals, whereas priming new strategies that students could use to approach their goals would preserve the perceived need to exert effort. Across four studies, high school students were randomly assigned to describe either wanted, unwanted, or expected possible selves, as well as either current or new strategies, prior to a series of variables assessing academic motivation. The study hypotheses were supported. Priming expected possible selves was not motivating, whereas bringing to mind wanted and unwanted possible selves led to increased academic motivation. Also, bringing to mind current strategies, but not possible future strategies, undermined the positive influence of primed possible selves. These findings have implications for research on possible selves, goal systems, and improving education.

D106**SMOKING CIGARETTES AROUND THOSE YOU LOVE: AN ANALYSIS OF PARTNER SMOKING AND APPROVAL OF SMOKING IN YOUNG ADULTS** Paul E. Etcheverry¹, Christopher R. Agnew²; ¹Southern

Illinois University at Carbondale, ²Purdue University – Recent research found romantic partner cigarette smoking and approval of smoking predicts young adult smoking (Etcheverry & Agnew, 2007). Romantic partner smoking and approval (or disapproval) of smoking may create social environments in which smoking is normal and elicited or abnormal and discouraged. We hypothesized that romantic partner smoking and approval of smoking predicts whether a young adult smokes in the presence of the romantic partner. Data were collected in a longitudinal study of young adult smoking, involving 35 weekly measurements. Each week participants indicated the number of cigarettes smoked that week and if any were smoked in the presence of a romantic partner. Every four weeks participants also indicated whether their romantic partner smoked and whether the partner approved (or disapproved) of the participant smoking. We used growth curve analyses to test our hypothesis, with partner smoking and approval for smoking as time-varying covariates, predicting how many weeks the participant smoked in the presence of a romantic partner, controlling for participant's own smoking levels. Both main effects were significant as was the interaction indicating that partner smoking and approval of smoking were positively associated with the participant smoking in the presence of the romantic partner. Participants were most likely to smoke in the presence of their partner when the partner smoked a lot and when the partner was highly approving of the participant smoking. Implication of these results for smoking reduction efforts are considered.

D107**THE RELATIONSHIP CONTEXT OF CHRONIC PAIN: AN EXPLORATORY ANALYSIS OF DAILY SOCIAL SUPPORT BEHAVIORS** Lauren Lee¹, David Sbarra¹; ¹University of Arizona

– Chronic pain conditions exact a debilitating toll on individuals and society. Although the specific etiology pain remains a mystery, research suggests that social support responses from partners may unwittingly reinforce the experience of pain in patients. To gain an improved understanding of how this process unfolds in real time, the current study uses diary data collected from 16 long-standing couples who completed twice daily ratings of their pain levels (for patients), emotional experiences, and degree of social support received (for patients) and provided (by partners). Multilevel modeling was used in all analyses and pain ratings by patients served as the level-1 outcome variable. Results indicated that partners' ratings of social support behaviors significantly predicted patients' current ratings of pain, above-and-beyond the patients' perceptions of their partners' social support behaviors (beta = 1.563, p=.05). This finding suggests that pain levels were greatest on occasions when partners reported using more support behaviors. In addition, patients' emotional experiences toward their partners were associated with daily pain levels. Controlling for concurrent feelings of love towards one's partner a one occasion lagged love variable approached significance in predicting the future experience of pain (beta = -.973, p=.08). Patients who reported less love for a partner at the prior occasion were more likely to reported elevated levels of pain at the next assessment. These exploratory analyses and findings support the idea that the experience of chronic pain does not occur in a vacuum, but may be predicted by interactions with and feelings toward one's significant other.

D108**ONE SIZE DOESN'T FIT ALL: EFFECTIVENESS OF REAPPRAISAL-BASED EMOTION REGULATION DECLINES WITH AGE** Samantha

Neufeld¹, Maren True¹, Michelle Shiota¹, Robert Levenson²; ¹Arizona State University, ²University of California, Berkeley – Cognitive reappraisal - directing one's thoughts away from the negative implications of some event - is thought to be among the most effective emotion regulation strategies. Prior studies suggest that this strategy requires frontal lobe mediated cognitive executive functions. However, evidence shows that in later adulthood, executive functioning declines. The current study seeks to explore how age may impact emotion regulation, specifically the cognitively demanding task of reappraisal, and implications for psychological well-being. Participants completed questionnaire measures of dispositional emotion regulation, positive and negative affect, and life satisfaction. Participants then watched a loss-themed video clip in the laboratory, and reported their thoughts and emotional experience during the clip. Although older adults' Emotion Regulation Questionnaire reappraisal scores did not differ from those of younger adults, their scores were less predictive of psychological well-being than was true of younger adults. While viewing the loss-themed clip, adults in their 60s focused more on their own negative emotions and experiences than adults in their 20s and 40s, whereas younger adults focused more on the target characters' emotions, or emotionally neutral aspects of the clip. Adults in their 60s also reported more sadness during the clip than younger participants. Findings indicate that although adults in their 60s claim to use cognitive reappraisal as much as younger adults, they may not benefit as much from this strategy as younger adults. This is striking given prior research indicating that older adults are quite happy. Older adults may successfully regulate their emotions using alternative strategies; possibilities are discussed.

D109**THE RISE AND FALL OF GAY: HISTORICAL AND CULTURAL INFLUENCES ON GAY IDENTITY**

Nic M. Weststrate¹, Kate C. McLean¹; ¹University of Toronto – Research on identity development has paid little attention to the development of contested identities, such as those of homosexuals, whose identities have been associated with marginalization and struggle, which challenge homosexuals' capacity to establish a coherent identity. We examined these contested identities in relation to the impact of socio-cultural factors that may have played a role in shaping these identities over the past 50 years. Participants (n = 246) reported a self-defining memory about their sexuality and a memory of an important historical/cultural event relevant to their sexuality. Results showed that participants of older cohorts reported self-defining events that were of predominantly one type and were private (e.g., sex), suggesting that they have relatively concentrated identities, perhaps limited by restrictive social values of their generation. In contrast, younger participants reported a variety of self-defining events, suggesting that they have a more diffuse identity, reflecting the greater number of possibilities available to them in an increasingly accepting society. Further, cultural events differed such that those of older cohorts reported events centered on politics and other external events (e.g., Stonewall riots), and younger cohorts reported more personal events (e.g., coming out) in response to memory prompts for cultural events, suggesting that homosexual identities have become less culturally defined, and instead more personally defined, resembling the identities of their heterosexual counterparts. These results suggest that socio-cultural factors play an important role in defining the developmental pathway of individuals, perhaps especially those who are marginalized.

D110**MARIJUANA CUES, EXPECTANCIES, ARITHMETIC EFFICIENCY, AND THE DISTORTION OF TIME**

Joshua Hicks¹, Sarah Pedersen², Denis McCarthy², Ronald Friedman³; ¹University of Missouri-Columbia, ²University of Missouri - Columbia, ³University at Albany – Recent findings have shown that the activation of alcohol outcome expectancies in long term memory, via exposure to alcohol-related cues, influences perceptions of others and non-consumptive behaviors (Friedman, McCarthy, Förster, & Denzler, 2005; Friedman, McCarthy, Bartholow, & Hicks, 2006). The present set of studies examined whether exposure to marijuana related cues would also influence thoughts and actions. At the beginning of the semester, participants rated the extent they believed smoking marijuana would lead to cognitive or behavioral impairments. Participants were brought into the laboratory approximately 1 month after completing the mass pretest. In study 1, participants were first either exposed to marijuana themed magazine covers (High Time) or a control topic (Better Homes and Gardens). Results revealed exposure to marijuana primes negatively influenced performance on a subsequent arithmetic task if participants believed marijuana would lead to cognitive and behavioral impairments. In study 2, participants were suboptimally primed with either words related to marijuana (e.g., "high," "bong") or neutral words before completing an identical arithmetic task. Results again revealed that marijuana primes interacted with marijuana expectancies to predict performance on the task. Exploratory analyses also revealed that, in both studies, exposure to marijuana primes led to less accurate perceptions of elapsed time. These effects, however, were not moderated by marijuana expectancies. Implications and future directions will be discussed.

D111**TASK INTERRUPTION DEPLETES THE SELF'S LIMITED RESOURCES**

Nicholas Freeman¹, Mark Muraven¹; ¹University at Albany, SUNY – In daily life it is a common occurrence to be interrupted while working on a task. Both Prospect Theory (Kahneman & Tversky, 1979) and the concept of psychological inertia (Baumeister, Heatherton, and Tice, 1994) suggest that stopping a task near completion is more difficult

and may require more self-control than stopping earlier in the behavioral sequence. Thus, we believe that stopping a task near completion may deplete limited self-control resources. We tested our prediction in two similar studies. In both, participants first engaged in a simple task (either sorting index cards or finding hidden words in a letter grid). Participants either were stopped shortly after beginning the task, were stopped shortly before completing the task, or were allowed to finish. Following this, all participants engaged in a self-regulatory task (either a test of attentional self-control or a test of executive function). It was predicted that participants stopped close to completion of the initial task would perform the worst on the subsequent self-regulatory task. Results of both studies supported our predictions. One-way ANOVAs, as well as follow-up planned contrasts revealed that in both studies, the group that was stopped close to completion of the initial task performed worse as compared to the other groups on the second, self-regulatory task. Further, the differences in self-regulatory performance were not due to differences in mood or frustration. These findings support the notion that stopping even a mundane task close to completion requires more self-control than stopping a task shortly after beginning.

D112**TARGETING INDIVIDUAL DIFFERENCES IN ENDORSEMENT OF MORAL FOUNDATIONS IN POLITICAL PERSUASION**

Ravi Iyer¹, Stephen Read¹; ¹University of Southern California – Recent books by Drew Westen (2007) and George Lakoff (2002, 2005) have popularized the idea that political messages should be framed such that they appeal to the moral emotions of their target audience. Specific moral emotions have been linked to work classifying the moral realm into "moral foundations" (Haidt & Graham, in press) or "ethics" (Shweder, Much, Mahapatra, & Park 1997). Individual differences in endorsement of these moral foundations (using the MFQ-Moral Foundations Questionnaire) have been found to predict political affiliation and to be related to specific emotions such as disgust, contempt, and anger (Rozin, Lowery, Imada, & Haidt 1999). In 2 studies, we explored the practical implications of this research by creating political messages specifically targeted toward the moral foundations of fairness and ingroup loyalty, in the context of the current debate on immigration policy. In study 1, subjects responded positively to targeted, morally framed messages which matched their MFQ scores. However, in study 2, subjects had mixed responses to messages which matched their MFQ scores, but did not conform to their previously formed opinions on immigration policy. Practical implications for political persuasion and future research blending motivated cognition and targeted message framing using specific moral foundations are discussed. As well, theoretical implications for further refining our understanding of how to classify the moral universe are explored.

D113**A BETTER FIT: SITUATION SELECTION AS AN EFFECTIVE EMOTION REGULATION STRATEGY FOR AGING ADULTS**

Maren True¹, Samantha Neufeld¹, Michelle Shiota¹, Robert Levenson²; ¹Arizona State University, ²University of California, Berkeley – Although cognitive reappraisal is widely considered to be an effective emotion regulation strategy, findings presented elsewhere suggest that adults in their 60s do not use this strategy as successfully as younger adults. This finding stands in striking contrast to prior research showing that older adults report fewer negative emotions and more emotional control than younger adults. Taken together, these findings suggest that older adults rely on qualitatively different strategies in managing their emotions. Participants their 20s, 40s, and 60s completed questionnaire measures of psychological well-being: positive and negative emotionality and life satisfaction. Later, in an extended interview, participants were asked to recount a recent event where they tried to change their emotional experience, and to describe their ideal emotional lives and the strategies they used to attain this goal. Consistent with prior research, older adults

reported more positive emotion (enthusiasm, contentment, attachment love, and pride) than younger adults in their daily lives, greater life satisfaction, and no more negative emotion (fear and anger). Interview data suggest that older adults are more likely to manage their emotions by avoiding negative situations and seeking out positive situations, during a time when effectiveness of cognitive reappraisal begins to diminish. These potentially powerful situation selection techniques may not be as available to adults in their 20s and 40s, due to work and family responsibilities, but may be open to older adults. Implications of the findings for lifespan research on emotion regulation are discussed.

D114

"WORLD'S GREATEST PARENT" – SAYS WHO?: THE IMPORTANCE OF CONSENSUS WITHIN FAMILY MEMBERS' EVALUATIONS OF PARENT-CHILD RELATIONSHIP QUALITY

Anna Berlin¹, Delia S. Saenz¹; ¹Arizona State University – In a single study, nearly 400 families (mothers, fathers, and their seventh grade children) were interviewed and asked to evaluate the quality of the both the mother-child and father-child relationships. Adolescents also reported their engagement in several risky behaviors including, drinking, smoking, drug usage. Although previous research has consistently shown that the quality of parent-child relationship is associated with positive adolescent outcomes, considerably less research has been done on consensus, or lack of consensus, within families about the perceived quality of those relationships. The current study investigates the hypothesis that a lack of consensus in family members' perceptions of quality in the parent-child relationships would be associated with negative outcomes for adolescents. In particular, the research follows the framework of Heider's (1958) Balance theory, in positing that when adolescents hold attitudes (evaluations) that are inconsistent with those of their parents, the result is an uncomfortable mental state. This inner tension may often be manifested in engagement in risky behaviors. Results supported the hypothesis and indicated that this was true more so for European American adolescents than for their more collectivistic Mexican American counterparts, and for males more so than for females. Overall, the results of this study suggest that, in addition to looking to the quality of the parent-child relationship in examining adolescent outcomes, it is also important to consider consensus among family members in the degree of quality that they perceive in those relationships. The role of gender and culture are discussed throughout the results and discussion.

D115

WHAT YOU DON'T KNOW DOES HURT: EFFECTS OF BEING "OUT OF THE LOOP"

Eric E. Jones¹, Adrienne R. Carter-Sowell¹, Janice R. Kelly¹, Kipling D. Williams¹; ¹Purdue University – Listen to a conversation long enough and the statement "I'm out of the loop" is likely to emerge. This information disparity can impact relationships among people in two ways: 1) it prevents people from effectively connecting to groups; 2) and/or it signals a person has fallen out of favor with a group. Consequently, the feelings and behaviors of out-of-the-loop group members are likely to be affected. Although people can be left out of the loop in a number of ways, this research focuses on situations in which groups intentionally withhold information from individuals. Participants in our study completed an adapted version of the game Clue with "other participants" (actually computer simulated) through computer-mediation. The "other participants" either kept participants in the loop or left them out of the loop. Following this game, participants completed a variety of measures. Compared to in-the-loop participants, out-of-the-loop participants reported depletion of four fundamental needs (belonging, self-esteem, control, meaningful existence), decreased competence and mood, and disliking and distrust of their group members. Participants also persisted less on the task. Under most circumstances, losing out on a benefit was not necessary for out-of-the-loop participants to feel these effects. Instead, a lost benefit sometimes exacerbated these effects. Overall, this research shows the social

importance of information. Interestingly, lacking information itself produced these effects, with no significant consequences necessary. In addition to negatively impacting out-of-the-loop individuals, such information disparities seemed to affect group dynamics (e.g., interpersonal cohesiveness, trust) and may ultimately harm group performance.

D116

ORIENTATIONS TO SELF AND OTHER: SELF-DISCLOSURE AND THE DEVELOPMENT OF INTIMACY

Stevie Yap¹, Kate McLean¹; ¹University of Toronto – Self-disclosure is a critical process in forming close relationships. Moreover, the tendency of an individual to be self-focused or other-focused in social contexts may have important implications for the development of close relationships. This study examined how orientations to self and other via ethnicity, gender, and the context of self-disclosure affected the development of interpersonal closeness. To facilitate closeness-building among same-sex pairs of strangers, we administered an adapted version of Aron et al.'s (1997) self-disclosure task, after which participants shared a personally important autobiographical memory in an other-focused or self-focused orientation (to explain the self or to entertain the other). We also investigated how the pairing of participants of different ethnicities (i.e., White-White, White-Chinese, Chinese-Chinese pairs), ethnic identity, and gender affected post conversation closeness. Results showed that closeness differed by gender, favoring females. Moreover, there was a significant three-way interaction for gender, ethnic pairing and condition on closeness, such that female participants in Chinese pairs showed higher closeness scores in the other-oriented condition than in the self-explanation condition. Conversely, male participants in Chinese pairs showed higher closeness scores in the self-oriented condition than in the other-oriented condition. Further, individuals with high overall ethnic identity reported higher closeness ratings than individuals with low ethnic identity. Findings are discussed in terms of the importance of interactions between context and persons in understanding relationship formation.

D117

BELIEF IN UTILITARIAN VIOLENCE AND VIEWS ON THE SELF DEFENSE DOCTRINE

Matthew Kugler¹, John Darley¹; ¹Princeton University – Undergraduates and members of the local community participated in a study investigating lay views on the self defense doctrine. Participants read short vignettes presenting hypothetical cases in which the victim of either a rape or a crime against property shot and killed the fleeing perpetrator. Judgments of criminal liability for the shooter were sensitive to the nature of the initial offense, the ease with which the offender could have been apprehended (the offender was either identifiable or not), and the participant's general views on the utility of violence. Also, those participants who believed violence was necessary and useful were sensitive to the motive attributed to the shooter, mitigating sentences when they were said to be trying to apprehend the offender but not when the victim was shooting entirely for revenge. Despite the large range of sentences assigned across conditions, all punishments were substantially lighter than the legal system would assign if the shooter were brought to court. Results are discussed in terms of theories of punishment – specifically just deserts and deterrence approaches – and culture of honor.

D118

DEFENSIVE SELF-ESTEEM, THREAT, AND AMBITIOUS EXTREMISM: THAT WHICH DOES NOT KILL ME, ONLY MAKES ME HARDER

Kyle Nash¹, Ian McGregor¹; ¹York University – Several studies have now found that participants with defensive self-esteem (i.e., high explicit, low implicit; Jordan, Spencer, & Zanna, 2003) react to various self-threats with ideological extremism, which bolsters them in the face of self-threat (reviewed in McGregor, 2006). The current study assessed

whether the same defensive individuals would also react to a threat with ambitious extremism for their personal goals. For the threat manipulation, participants ($N = 75$) were randomly assigned to summarize either an impossibly complex or simple statistical passage. The impossibly complex passage has proved threatening and caused ideological extremism in past research (McGregor & Jordan, 2007; McGregor, Nail, Marigold, & Kang, 2005). For the dependent variable, participants then chose four of their most important goals from a self-generated list and rated them on dimensions related to ambitious extremism. Results showed that participants with defensive self-esteem reacted to the threat with ambitious extremism for their personal goals. Discussion focuses on basic self-regulatory processes that relate extreme ideology with extreme action (Marigold, McGregor, & Zanna, in press).

D119

NOT ALL BLACK MEN ARE TREATED EQUAL: STEREOTYPICALITY AND SHOOTER BIAS Kimberly Kahn¹, Paul Davies², Jennifer Eberhardt³, Joshua Correll⁴; ¹University of California, Los Angeles, ²University of British Columbia, Okanagan, ³Stanford University, ⁴The University of Chicago—Police shootings of innocent Blacks have spurred research on “shooter bias,” the phenomenon in which the stereotypical association of Blacks with violence influences decision-making in “shoot/don’t shoot” situations (see Correll, Park, Judd, & Wittenbrink, 2002). Specifically, researchers have found that unarmed Blacks are mistakenly shot more often than unarmed Whites. This research investigates whether Blacks differentially elicit shooter bias depending on their level of Black stereotypicality, defined as the extent to which an individual embodies the physical features of a racial group. We predict that high stereotypic Blacks (e.g., those with darker skin, broader noses, and thicker lips) are more strongly associated with violence than are low stereotypic Blacks and will experience the most shooter bias. Forty-three participants completed a shoot/don’t shoot videogame in which target stereotypicality (high stereotypic Black, low stereotypic Black, White) and object type (neutral, gun) were manipulated. On 144 trials, participants quickly decided to shoot or not shoot an armed or unarmed target, with errors serving as the dependent variable. As hypothesized, we found that high stereotypic Blacks elicited stronger bias than low stereotypic Blacks or Whites. Specifically, participants lowered their decision threshold to shoot high stereotypic Black targets, resulting in an increased error rate for these unarmed targets and a stereotypically biased shooting pattern overall. The current study reveals that stereotypicality, in addition to race, can bias decisions in shoot/don’t shoot situations. Bias reduction programs should be focused on high stereotypic Black targets, as training on this subset of Blacks may be most productive.

D120

USING THE BEHAVIORAL AFFECTIVE ASSOCIATIONS MODEL TO PREDICT PURCHASE OF GENETICALLY MODIFIED FOODS Amy Hillard¹, Marc Kiviniemi²; ¹University of Nebraska-Lincoln, ²University at Buffalo, State University of New York—Most models of belief-behavior relations focus on cognitive factors such as attitudes, social norms, and perceived behavioral control as predictors of behavioral practices. Affective associations, the feelings one associates with a behavior, have not been well incorporated in such models. The behavioral affective associations model (Kiviniemi et al., 2007) posits that affective associations both directly influence behavior and mediate the effect of cognitive beliefs on behavior. Existing evidence for the model has been in the health behavior domain. The goal of this study was to examine the generalizability of the model to a non-health behavior decision—the purchase of genetically modified (GM) foods. Participants completed measures of attitudes, social norms, perceived behavioral control, and affective associations with genetically modified foods and also reported their purchase behavior for these foods. Affective associations were related to behavior, $r(117) = 0.55$, $p < .001$; as affective associations

became more positive, people were more likely to knowingly purchase GM foods. As predicted by the model, affective associations mediated the relationship between cognitive beliefs and purchase behavior. For each of the theory of planned behavior variables, the relation to behavior was significantly reduced or eliminated when affective associations were included in the model (β changes range from 0.07 to 0.26). This demonstrates the generalizability of the tenets of the behavioral affective associations model and highlights the importance of examining affective associations with behaviors in studies of decision-making.

D121

BEHAVIORAL ASSIMILATION AND NESTED SOCIAL CATEGORIES: EXPLORING GENDER STEREOTYPE PRIMING Leslie Wade¹; ¹Hendrix College—Three studies examined the influence of level of social categorization on behavioral assimilation to gender stereotypes. Specifically, this research examined both superordinate gender categories (men, women) and prototypical gender subgroups (businessmen, homemakers) to determine whether the level of categorization differentially affects behavioral assimilation. Study 1 primed participants with superordinate gender categories or prototypical gender subgroups to determine the effect of these primes upon performance on a gender-stereotyped task. Results showed that the performance of male participants was influenced by subgroup primes such that performance was lowered when the participants had been primed to think about “homemakers” as a social category, compared with other gender primes. No priming effects were detected for superordinate gender primes or for female participants. Study 2 examined the relationship between the relevant stereotype and the task by framing the same task either as one on which males or females are stereotypically expected to succeed. Again, male participants were influenced by the gender subgroup primes, with the direction of priming effects on performance depending on which gender stereotype was activated. As in Study 1, no assimilation effects were observed for female participants. Study 3 focused on female performance, replicating the priming conditions from Study 1, while explicitly making primes more self-involving. For female participants, the only demonstration of priming effects occurred in this third study, when the essay primes were made explicitly self-involving by invoking an interaction context. Finally, implications of this research and questions for future research are discussed.

D122

THE LIMITATIONS OF DOMAIN IDENTIFICATION MEASURES TO ENCAPSULATE VULNERABILITY TO STEREOTYPE THREAT: FURTHER EVIDENCE FOR THE RESILIENCY OF HIGH MATH-IDENTIFIED WOMEN Cherie Werhun¹, Jonathan Freedman²; ¹University of Winnipeg, ²University of Toronto—According to Stereotype Threat Theory (Steele, 1995; 1997) stereotype threat (ST) is most likely to occur in individuals most identified with the stereotyped domain. Within the context of gender ST and math, this implies women strongly identified with mathematics are most vulnerable. In a series of 5 studies, we demonstrate that this major tenet is limited by psychometric issues associated with the measurement of domain identification in ST research and propose that a strong identification with math is rather associated with resilience to gender ST. To date, ST research has relied solely on performance and/or general math attitude indicators that fail to capture meaningful differences between women who vary in commitment to math. Measuring domain identification via a new measure, intended vocation (academic major + career intention), and using a tripartite categorization of women’s vocational interests into high math-focused, applied math-focused, and low math-focused, we provide support for our central hypothesis by: demonstrating that standard measures of domain identification fail to generate differences between women pursuing high and applied math-focused vocations (Studies 1 & 2); demonstrating that women pursuing high and applied math-focused vocations do significantly differ on items that have extensively predicted

commitment to math within developmental research (Study 3); and demonstrating that when faced with gender stereotypes in actual stereotype threat experiments, women pursuing high math-focused vocations do not experience ST; rather women pursuing applied math-focused domains do (Studies 4 & 5). Drawing attention to recent corroborating evidence in ST research, we offer implications for ST theory.

D123

INTIMATE PARTNER VIOLENCE: THE ROLE OF TRADITIONAL SEXISM ON INTERVENTION IN SAME-SEX VS. HETEROSEXUAL DYADS Joseph D Wellman¹, Shannon K McCoy¹, Elizabeth J Allan¹; ¹University of Maine – Intimate partner violence (IPV) is a social problem that permeates society across all social categories (cultural, racial, sexual and economic). IPV remains a significant social problem as victims are afraid to take action and outside observers are often reluctant to intervene. In this current research we examine factors that contribute to individual's willingness to intervene in IPV occurring in gay, lesbian and heterosexual couples. We hypothesized that the extent to which individuals endorsed traditional sexist attitudes towards women, the more likely they would be to intervene in male on female violence and less likely they would be to intervene in same sex violence. Participants (N=420) read one of four randomly assigned scenarios that depicted same sex or heterosexual IPV perpetrated by either a man or a woman (male on female, female on male, male on male, and female on female). Willingness to intervene and traditional sexist attitudes were then assessed. Consistent with predictions, individuals were significantly less willing to intervene in same sex IPV as sexism increased. In contrast, male participants were significantly more willing to intervene in male against female IPV as sexism increased. Given the prevalence of sexism with in society gays and lesbians experiencing IPV may not receive the same assistance as their heterosexual peers.

D124

WHAT DETERMINES THE INGROUP IN A POLITICAL SETTING: RACE OR POLITICAL ORIENTATION? Daniel Byrd¹, Nicole Roberts²; ¹University of Washington, ²Arizona State University-West Campus – Previous research has demonstrated that individuals rate members of their own group, such as their own racial or ethnic group, more favorably than out-group members (e.g., Brewer, 2001; Beaupré & Hess, 2003). Yet, when there are competing in-groups (e.g., political orientation and race), it is unclear which aspect becomes most salient in shaping attitudes. The current study tested whether race or political affiliation was most influential in predicting Black and White college students' extent of agreement with and emotional responses toward politicians. Fifty-eight White Americans and twenty-five Black Americans watched video clips of politicians in the popular media varying in race (Black, White) and political orientation (liberal, conservative). Participants reported the strongest agreement and positive emotional responses when watching politicians with whom they held the same political orientation. After covarying out the effects of a participant's political orientation, Black American participants reported more negative attitudes towards White conservative politicians than did White participants. These results indicate that belief systems, such as political orientation, are more salient in shaping affective responses than racial similarity; however in certain situations (e.g., Black Americans viewing White conservatives), differences between the race of the viewer and the race of the target may contribute to a heightened sense of political difference.

D125

ACCEPTANCE AND ADJUSTMENT AS SECONDARY CONTROL IN ACHIEVEMENT SETTINGS Raymond Perry¹, Judith Chipperfield¹, Reinhard Pekrun², Tara Haynes¹, Robert Stupnisky¹, Lia Dani¹, Steve Hladkyj¹; ¹University of Manitoba, ²University of Munich – Following Rothbaum et al. (1982), researchers have examined control-focused and

fit-focused adaptation primarily in populations experiencing severe life crises. Our study explored two fit-focused constructs (Acceptance; Adjustment; Morling & Evered, 2006) within achievement settings that conceivably undermine perceived control through heightened competition, pressure to excel, frequent failure, poor instruction, unfair grading, etc. Such experiences can erode perceived control, motivation, and persistence, causing individuals to resort to acceptance and adjustment. First-year college students (n=2510) from several faculties were selected from a longitudinal dataset containing 13 annual one-year cohorts (N=10,500), each having completed an omnibus questionnaire in October and March. The questionnaire included belief/strategy items involving secondary control measures of acceptance (external forces; temporal immediacy) and adjustment (meaning-making; positive reappraisal). Students' institutional records were linked to the questionnaire, creating a 3-phase, psychosocial/academic measures dataset. An Exploratory Factor Analysis (52.74% variance; loadings=.54-.83) produced four factors: Meaning-Making (23.28%); Positive Reappraisal (13.47%); External Forces (9.66%); Temporal Immediacy (6.33%). Females and males had comparable means on each measure, but Engineering and Social Work students differed for Meaning-Making. Separate Confirmatory Factor Analyses for acceptance (external forces; temporal immediacy) and for adjustment (mean-making; positive reappraisal) produced adequate fit indices (CFI=.96, RMSEA=.05, TLI=.93; CFI=.95, RMSEA=.067, TLI=.93, respectively). Regression analyses indicated that perceived control was positively predicted by Positive Reappraisal, negatively predicted by External Forces and Temporal Immediacy and unrelated to Meaning-Making. Results show acceptance and adjustment can have both positive and negative consequences in achievement settings.

D126

INTEGRATION OF POSITIVE AND NEGATIVE THOUGHTS ABOUT OTHERS AND THE SELF: SUSCEPTIBILITY TO CONTEXTUAL CUES Adrian F. Ward¹, Steven M. Graham², Margaret S. Clark³, Beth A. Pontari¹; ¹Furman University, ²Florida State University, ³Yale University – Whereas previous research has treated levels of integration versus segregation of thoughts about relationship partners as a trait, we predicted that individuals' relative levels of integration of thoughts about others would be responsive to contextual cues. In order to examine this, we measured the effects of priming attachment security, general emotional positivity, and neutrality on the Integration of Thoughts About Partners Scale (ITAPS; Graham & Clark, 2006) applied to individuals' own mothers. We found that each of the two positively valenced primes resulted in higher ITAPS scores than did neutrality primes. We further predicted that the malleability of integration versus segregation of thoughts about relationship partners would be mirrored by patterns of thoughts about one's self. A preliminary study revealed that the ITAPS measure, when adapted to assess thoughts about one's self, demonstrated good reliability and was, like the original ITAPS measure, correlated with self-esteem. We subsequently measured the effect of priming participants with social acceptance, social rejection, or academic failure on the ITAPS measure as applied to the self. Results indicated that acceptance primes resulted in significantly higher ITAPS scores than did rejection or failure primes. These findings suggest that previous research related to the integration versus segregation of thoughts about others may be applicable to thoughts about the self. They further suggest that an individual's level of integrated versus segregated thinking may be influenced by subjective states, such that positively valenced situations result in higher integration and negatively valenced situations result in lower integration.

D127**LANGUAGE STYLE MATCHING (LSM) BETWEEN POETS: SYNCHRONY IN LIFE AND WORK** Molly Ireland¹, James Pennebaker¹;

¹University of Texas at Austin – Language style matching (LSM) occurs when an individual automatically mirrors another's linguistic style. LSM can be seen, for example, when one person in an interaction starts using a large number of personal pronouns, small words, or prepositions, and the other begins using language in similar ways. LSM can be one-sided or mutual. We find that LSM naturally occurs in written and spoken conversations as well as in essay and creative writing tasks. Some individuals are more likely to exhibit LSM than others, and this tendency is positively correlated with test grades, socioeconomic status, self-reported social skills, and liking among group members in cooperative tasks. The present study explores LSM between two writers as their relationship develops over time. Married Victorian poets Robert Browning and Elizabeth Barrett Browning left behind an ideal corpus of language: They were prolific poets and letter writers both before and during their marriage, and throughout their courtship they corresponded constantly, amassing over 130,000 words between them during the first 12 months alone. Measured on a letter by letter basis, each matched the other's writing style to an extraordinary degree despite differences in age, sex, health, and living situation. As their friendship evolved into a serious courtship, the degree of LSM in their respective writing increased. The Brownings' corpus provides a window into the way an individual's private and professional language changes and is changed by another's over time. LSM has significant implications for the measurement and theory of basic real world social processes.

D128**THE EXPERIENCES OF TARGET AND NON-TARGET CONFRONTERS OF PREJUDICE** Jennifer S. Pratt-Hyatt¹;

¹Michigan State University – Researchers have investigated the process through which targets of prejudice choose to confront or not confront this prejudice (e.g., Garcia, et al., 2005; Kaiser & Miller, 2001; 2003). Non-targets, people who are not directly affected by a given form of prejudice, sometimes confront prejudice that is directed at other groups (e.g., men confront sexism). Yet little is known about what predicts such advocacy. The aim of this study was to explore the process through which targets and non-targets of prejudice become confronters and their feelings and perceptions after confronting. After completing measures of personality, 149 undergraduates engaged in an online interaction, during which their (confederate) partner made either a rude comment (control condition) or sexist comment (prejudice condition). Following the interaction, participants wrote an essay in which they could confront their partner's comment if they chose. They then completed measures of affect, meta-perceptions of their partner, and perceptions of essay effectiveness. Results indicated that participants were more likely to confront the sexist comment than the rude comment. Women in the sexist condition (targets) were especially likely to confront. Personality variables also predicted choosing to confront. Confronting was associated with several perceived costs (e.g., being evaluated negatively by others), but also perceived benefits (e.g., feeling efficacious). Further, men and women had different affective responses after confronting. Thus choosing to confront was predicted by both situational and personality factors and confronters saw both positive and negative outcomes related to their choice.

D129**COMMITMENT WITHIN THE PATIENT-PROVIDER RELATIONSHIP: WHAT DRIVES IT WHEN YOU HAVE NO ALTERNATIVES?** Laura VanderDrift¹, Christopher Agnew¹;

¹Purdue University – Extant models of relationship commitment such as the Investment Model (Rusbult, 1980; Le & Agnew, 2003) maintain that commitment is dampened by the perceived availability of attractive alternative partners. However, there are constraints in certain kinds of relationships whereby

alternatives to the current relational partner do not exist. We examined such a situation as presented in health care relationships, in which patients are sometimes constrained by their insurance coverage to remain with their present physician. Specifically, we were interested in determining whether the Investment Model variables of satisfaction and investments predict commitment differentially in situations in which alternatives are possible (i.e., insurance coverage allows it) or impossible (i.e., insurance coverage prevents it). We obtained data from parents of pediatric patients (N=74) of a regional health clinic in the Midwestern United States. Parents were asked about the Investment Model constructs in reference to their child's current pediatrician. We then conducted moderated multiple regression analyses which revealed that, whereas both satisfaction and investments were independently and positively associated with level of commitment, the strength of the association between each and commitment was significantly different by insurance coverage. Satisfaction was a significantly better predictor of commitment for those who could change their child's physician whereas investments were a significantly better predictor for those who could not. Implications for understanding commitment processes beyond close relationships are considered.

D130**BICULTURALISM AND ADJUSTMENT: A META-ANALYSIS** Angela-MinhTu Nguyen¹, Veronica Benet-Martinez¹;

¹University of California, Riverside – One out of every 4 U.S. Americans has been exposed to more than 1 culture and can be described as bicultural (U.S. Census Bureau, 2005). These individuals participate in the acculturation process, which has implications for their adjustment; however, the relationship between biculturalism and adjustment is unclear. In this first-ever meta-analysis, we examined the psychological and sociocultural adjustment correlates of biculturalism, and sample characteristics and measurement variables as possible moderators of the biculturalism-adjustment relationships. Across 40 studies, biculturalism was found to have a weak, significant, and positive relationship with psychological and sociocultural adjustment. However, when unidimensional or typological acculturation scales were used, the relationship was null, thus attenuating the overall meta-analytic results. Conversely, when bidimensional scales were used, the relationship was moderate, significant, and positive. In other words, more bicultural individuals tend to be better adjusted (and vice versa), and this relationship was best detected when biculturalism was measured bidimensionally. Finally, the type of adjustment and sample characteristics were also significant moderators of the biculturalism-adjustment relationship. Implications for the research and measurement of biculturalism and for practical applications will be discussed.

D131**PREFERENCE INVITES CATEGORIZATION** Rachel Smallman¹, Neal

¹University of Illinois, Urbana-Champaign – We argue that categorical differentiation mirrors the degree of enjoyment produced by that category. That pleasing pursuits are finely categorized by the mind, whereas less desirable areas are categorized relatively superficially. For a connoisseur, understanding wine requires visualizing innumerable bouquets and varietals. By contrast, if one dislikes fish, far simpler categorization may suffice. This idea can be viewed as an extension of the law of effect: people are drawn to rewarding activities. The more time spent on the activity, the more nuanced preference-related categorizations are likely to become. Two studies were conducted to measure the influence of preference on three indexes of categorization: number of content categories, hierarchical depth and width. Study One bypassed the role of expertise in categorization by using an associative conditioning paradigm in which novel symbols were paired with positive or negative images, thus creating preference through classical conditioning. Afterwards, subjects sorted the symbols into categories. Results indicated that classically conditioned preference was sufficient to

produce differences in categorization, irrespective of pre-existing differences in preferences, expertise, or experience. Study Two examined how the hierarchical structures of categories varied as a function of preference. Participants drew an organizational tree diagram for a most or least preferred area, yielding an index of hierarchical depth and width. Results showed that preference accounted for variation on all structural measures: participants in the preferred condition used more categories and showed more hierarchical depth and width. Together, this provides initial evidence that preference influences categorization, as indexed by three distinct categorical measures.

D132

AWARENESS OF CHRONIC AND TEMPORARY EXPECTANCY-BIASES IN THE DISPOSITIONAL INFERENCE PROCESS Gina M. Hoover¹, Gifford Weary¹; ¹Ohio State University – Weary and Reich (2001) have demonstrated that perceivers' chronically accessible, pessimistic future event-expectancies (FES) serve as an important context for interpreting temporarily activated positive and negative expectancies. This context results in the activation of more extreme, temporarily primed event-outcome categories and, when subsequently viewing another's performance, in automatic contrast in inferential judgments. This process occurs without awareness and cognitive resources. The purpose of the current research was to investigate whether perceivers can correct their target inferences for the influence of primed expectancies. If perceivers are aware of such bias, either by virtue of extreme category activation or via warning instructions, they should correct final inferences when they are able. Additionally, we examined whether optimism, like pessimism, might result in contrastive effects of the primes. Participants were primed with mild/extreme, positive/negative outcome expectancies; half were placed under cognitive load, and half were warned of potential bias. All watched a video of a child performing a spatial ability task, after which they made ability inferences. In load conditions, it was hypothesized that both manipulated and contextually-produced prime extremity, as well as warning instructions, would trigger greater awareness, resulting in contrast from temporarily activated extreme categories. Under no load conditions, correction for the contrastive effect of the contextually activated information was expected. Results were as predicted. In sum, the same primes can activate different categories depending on their interaction with chronic knowledge structures. Further, some of these categories may lead to greater awareness of primed constructs and subsequent correction for their influence.

D133

THE BENEFITS OF MINDFULNESS MAY DEPEND ON WHAT'S IN YOUR MIND: A ROLE FOR MINDFULNESS IN MODERATING NEUROTICISM/DISTRESS RELATIONS Scott Ode¹, Michael D. Robinson¹, Roger Feltman¹; ¹North Dakota State University – For centuries, Buddhist philosophy has emphasized the benefits of mindfulness in maintaining a peaceful state in the face of hostile realities. With the recent development of validated scales, we now have the ability to examine mindfulness as construct and its correlates (Brown & Ryan, 2003). In the present studies, we were intrigued by the idea that mindfulness might be particularly beneficial among individuals predisposed to suffering. This led us to predict that neuroticism and mindfulness might systematically interact with each other in the prediction of negative emotional outcomes. To investigate this hypothesis, we conducted two studies involving groups of 195 and 96 undergraduate participants. In the first study, we examined whether neuroticism (Goldberg, 1999) and mindfulness (Brown & Ryan, 2003) would interact to predict trait anger (Spielberger, 1988). In the second study, we conducted a similar analysis in predicting recent tendencies toward depression (Beck, 1967). In both cases, interactions were significant, such that anger and depression were especially prevalent among individuals high in neuroticism and low in mindfulness.

Additional analyses supported the idea that mindfulness was especially consequential at high levels of neuroticism and that neuroticism was especially consequential at low levels of mindfulness. Our findings are interesting because they suggest that neurotic individuals might benefit from cultivating a mindful state of awareness. Interestingly, however, provided that one's temperament is relatively peaceful, mindfulness may possess few benefits. Future research will focus on a dynamic understanding of the reciprocal relationship between negative affect and mindful states of awareness.

D134

INDIVIDUAL DIFFERENCES WHEN PROCESSING SAFETY IN THE MIDST OF THREAT: Christian Waugh¹, Barbara Fredrickson², Ian Gotlib¹; ¹Stanford University, ²University of North Carolina - Chapel Hill – Previous studies on threat tend to focus on responses when anticipating the possible threat, and then when the threat is realized. Relatively absent from previous research, however, is a critical analysis of how people respond when an anticipated threat does not occur. We have begun to examine this question and have shown that individual differences in trait resilience, which generally map onto success in adapting to stressors, also predict greater success in recovering from threats that do not occur. In the current studies, we propose that this more successful recovery may in part be because resilient people process safety information more deeply. In two studies, participants viewed two cues: a safety cue signaled a neutral picture (100% probability); and a threat cue signaled either a neutral or aversive picture (50/50 probability). Participants rated their negative and positive affect after each picture. In study 1, high trait resilient participants took longer to rate their negative affect to neutral pictures that could have been aversive than expected neutral pictures, suggesting increased processing of these 'safety signals'. Study 2 replicated this pattern of results with a sample of 'established' low and high resilient participants - people diagnosed with depression vs. never-disordered controls. Furthermore, this latency was correlated with increased memory for those pictures. In sum, these results suggest that resilient people may more successfully adapt to repeated threats by taking time to process safety information.

D135

IMPLICIT RELATIONSHIP BELIEFS AND COMMITMENT TO DATING RELATIONSHIPS JulieAnn Miller¹, Nicole Capezza¹, Ximena Arriaga¹; ¹Purdue University – People hold implicit ideas about romantic relationships. Cultivation beliefs suggest that romantic partners change and grow together in a relationship. In contrast, evaluation beliefs suggest that at the outset, partners are either predestined for each other or not (Knee, 1998). Initial research suggests such beliefs correlate with relationship functioning, but little is known about how these beliefs relate to four variables highly predictive of relationship persistence (Rusbult, 1983): satisfaction, perceived quality of alternatives, investment, and commitment. We hypothesized that cultivation beliefs positively correlate with satisfaction, investment, and commitment, and negatively correlate with perceived alternatives. Cultivation-belief endorsers see relationship imperfections as opportunities to strengthen a relationship. Thus, despite imperfections, they remain satisfied and avoid seeking alternatives. Cultivation-belief endorsers also believe relationship growth requires time and energy and thus should be invested. With greater satisfaction and investment, and fewer tendencies to seek alternatives, they should remain committed. We hypothesized the opposite correlations for evaluation beliefs endorsers, as they see imperfections and needed investments as signs that things are not meant to be. Extreme evaluation beliefs might fail to prepare partners for challenges, and thus increase the search for alternatives and weaken commitment. 146 participants currently dating someone completed questionnaires tapping implicit relationship beliefs, commitment, satisfaction, alternatives, and investments. Consistent with hypotheses, individuals endorsing cultivation beliefs exhibited higher commitment, satisfaction, and

investments; alternatives were not related. No effects were found for evaluation beliefs. Future research examining commitment, investment, and satisfaction as possible mediators between relationship persistence and implicit relationship beliefs would be beneficial.

D136

THE EFFECTS OF INTERACTING WITH GAY MALES ON THE COGNITIVE FUNCTIONING OF HETEROSEXUAL INDIVIDUALS

Luke Fiedorowicz¹, Tracy DeHart¹, Sophie Trawalter², Jennifer Richeson²; ¹Loyola University Chicago, ²Northwestern University – The effects of interacting with gay males on cognitive functioning were examined. This type of research has typically been done in a setting where White individuals interact with Black persons (e.g., Richeson & Trawalter, 2005). These studies find that after such interactions, the cognitive functioning of White individuals is diminished. We investigated whether interacting with gay males has similar effects. The sample consisted of 73 undergraduate students. After completing the sexual prejudice IAT, participants talked about gay rights and abortion with either a gay or a straight experimenter. After the discussion, participants completed the Stroop task. We found that participants who interacted with a gay male displayed more interference on the Stroop task than the participants in the straight experimenter condition when discussing gay rights. This effect was moderated by participants' IAT score. In the gay condition, people with a high IAT bias were less depleted than participants with a lower IAT bias. This moderating effect of the participants' IAT score is opposite of what Richeson & Shelton (2003) found for race. It is possible that people high in IAT bias are more willing to express negative opinions about gay issues and are not regulating their behaviors as much as people low in IAT bias. The results indicate that interactions with gay males were cognitively taxing for some people. During interactions with gay men, some people engage in self-regulation which consumes cognitive resources and results in worse performance on the Stroop task.

D137

EXPLORING THE MOTIVATION UNDERLYING ROMANTIC RISK REGULATION

Justin Cavallo¹, Grainne Fitzsimons¹, John Holmes¹; ¹University of Waterloo – A fundamental dilemma of romantic life is that the thoughts and behaviours required to establish an intimate and satisfying relationship often leave people vulnerable to rejection and heighten the pain that would be experienced if the relationship was to end. Murray, Holmes, and Collins (2006) have proposed a risk regulation system that allows people to balance the competing goals of fostering closeness with a romantic partner and protecting the self from being hurt. In the current study, we explored the hypothesis that risk regulation goals and behaviours observed in prior research (Murray et al., 2002, 2003) may be manifestations of broader shifts in regulatory focus (Higgins, 1997). Participants in the experimental condition underwent a relationship threat manipulation in which they considered how their relationship would be affected should their romantic partners discover “secret” aspects of their personalities. Following this, participants completed an anagram task in which the instructions were framed in a promotion-oriented manner (i.e., “find more than 90% of the available words”) or in a prevention-oriented manner (i.e., “avoid missing more than 10% of the available words”). Results revealed that relative to control participants, participants in the threat condition solved more anagrams when the task was prevention-framed, but not when the task was promotion-framed. This is consistent with the notion of regulatory fit (Higgins, 2005) and suggests that relationship threat elicits a general prevention-orientation that may nonconsciously affect goal pursuit in both romantic and non-romantic contexts. The implications of this finding for the risk regulation system are discussed.

D138

IS SELF-REGULATION ALWAYS DRAINING?: THE ASSOCIATION BETWEEN CONTROLLED REGULATION AND EGO DEPLETION

Hannah Davis-Marchand¹, Elizabeth Sharp¹, Luc Pelletier¹; ¹University of Ottawa – The limited resource model (LRM) proposes that an individual's energy level is limited, and once depleted by prior self-regulation, an individual fails to self-regulate because of lack of energy. In contrast, the self-determination theory (SDT) proposes that the energy level for an activity is related to regulation for the activity. More specifically, the distinction between autonomous (i.e., because it is chosen, important or fun) and controlled (i.e., to comply with external pressure, to gain a reward, to avoid guilt) regulation may explain why the regulation of some activities is associated with higher levels of energy and less failure at self-regulation. Undergraduate students (n = 544) were asked to rate their levels of autonomous and controlled regulation for four self-regulatory activities (schoolwork, exercise, budgeting, and planning) usually used in LRM studies. Participants were also asked to report their level of energy and positive and negative emotions experienced before, during, and after each activity. In addition, participants rated how successful they thought they were at each activity. Results revealed that autonomous forms of self-regulation were associated with more energy and more positive affect at all three time periods for each activity. More self-reported success was associated with more autonomous forms of self-regulation. These findings suggest that the processes proposed by the LRM may be more closely associated with a controlled form of regulation for an activity.

D139

MY WORLD IS CHANGING, AND SO AM I: IDENTITY CHANGE IN STUDENTS STUDYING ABROAD

Sarah Angulo¹, William Swann¹, John Sunnysgard²; ¹The University of Texas at Austin, ²Center for Global Educational Opportunities, University of Texas at Austin – Despite the large number of students who study abroad, there is relatively little work on the psychological ramifications of going abroad. The current study sought to shed light upon processes of identity change occurring when students go to a new culture. Two extreme reactions may occur in students studying in a new culture. One extreme is captured by self-categorization theory (Oakes, Haslam, & Turner, 1994), which heralds the importance of social identity; this theory suggests that students will assimilate the host culture, internalizing the culture and becoming very connected to it. Another extreme is suggested by self-verification theory (Swann, 1997; Swann, Rentfrow, & Guinn, 2002), which suggests that people will cling to their existing identities, reacting against the host culture and reaffirming their culture of origin. Using an identity negotiation framework (Swann & Bosson, in press; Swann, 1987), it was assumed that people would retain their original identities but, to a greater or lesser extent, these identities would become connected with and influenced by the host culture. Eighty participants spending a semester abroad completed online questionnaires before leaving the United States, and three times during the semester abroad. Measures included self-esteem, personality, life satisfaction, identity, and ethnocentrism. Students also reported on how frequently they interacted and formed friendships with locals from the host culture. The vast majority of participants reported feeling like different people after only two weeks abroad. Changes in life satisfaction and ethnocentrism were also evident across the semester. Various personal and situational characteristics moderated identity change.

D140

IN SEARCH OF AFFECTIVE HOMEOSTASIS: BETWEEN AND WITHIN PERSON AFFECTIVE VARIABILITY IN THE NATURAL ENVIRONMENT

Masanori Oikawa¹, Joshua Smyth¹, Martin Sliwinski¹; ¹Syracuse University – Recent theoretical models assert that affective feedback is a fundamental process in self-control, attempting to maintain an individual-specific affective resting point through a dynamic

discrepancy reduction process (e.g., Carver & Scheier, 2007; cf. Baumeister, Vohs, Dwall & Zhang, 2007). Despite well-formulated theoretical models, basic assumptions pertaining to affect systems are rarely tested, particularly in the natural environment. We examined between and within person affective variability in daily life, using real-time data collection, to answer two questions: 1) Do people differ in their affective resting point, and 2) Do people differ in affective variability? Adult participants (n=116) with chronic physical illnesses (asthma or rheumatoid arthritis) carried a Palm Pilot for one week and completed a survey five times a day including, among other data, positive affect [PA] and negative affect [NA]. Mixed models were used to compare PA and NA between and within individuals. PA showed significant variability at both the between and within person levels (Wald Z 's=7.15, 41.51, respectively, p 's<.0001). NA also significantly varied at both the between and within person levels (Wald Z 's=7.21, 41.61, respectively, p 's<.0001). Between-person differences in affective variability existed for both PA ($\chi^2(116)=904.5$, $p<.0001$) and NA ($\chi^2(116)=1779.5$, $p<.0001$). These data provide strong, ecologically valid, evidence that: 1) Persons experience significantly different "levels" of affect from one another; and 2) Affect fluctuates within individuals and, further, that this affective variability differs significantly between individuals. This study provides initial empirical evidence for affective homeostasis in daily life and suggests there are individual differences in affective self-regulation processes.

D141

HETEROSEXUALS' ATTITUDES TOWARD GAY MEN AND LESBIANS: PREDICTORS OF NEGATIVE AND POSITIVE ATTITUDES

Adam W. Fingerhut¹, Christina deRoulhac², Christina Natale², Letitia Anne Peplau²; ¹Loyola Marymount University, ²University of California, Los Angeles—Though research has examined factors associated with reduced prejudice toward lesbians, gay men, and bisexuals (LGB; Herek, 2000), no research has examined factors associated with increased positivity. This distinction is critical as psychologists have demonstrated that the absence of a negative does not equal the presence of a positive (Watson et al., 1988). The current research examined predictors of negative and positive attitudes toward LGB individuals. Specifically, we examined whether gender, religiosity and contact with LGB friends and family similarly or differentially predicted negative and positive attitudes. Heterosexual participants (194 women and 80 men) completed online questionnaires regarding prejudice and positive attitudes or "allophilia" toward LGB individuals. Participants also completed demographic questions and measures of contact with sexual minorities. Results indicated that negative and positive attitudes were significantly correlated ($r = -.67$, $p < .001$), though not completely overlapping. Women exhibited significantly less prejudice and more positivity than men ($p < .001$, in both cases). Higher levels of religiosity were associated with higher levels of prejudice ($p < .001$). In contrast, religiosity did not predict positive attitudes ($p > .1$). Interestingly, contact with friends and family interacted in predicting positive but not negative attitudes. For positive attitudes, having versus not having an LGB family member was associated with increased positivity but only for those who also had a close LGB friend. These results have important implications for our understanding of attitudes toward outgroups and for potentially fostering not only less negativity but also more positivity between groups.

D142

THE DARK SIDE OF INTERGROUP CONTACT: EXAMINING THE EFFECTS OF INTERGROUP CONTACT ON MOTIVATION FOR SOCIAL CHANGE

Tamar Saguy¹, Nicole Tausch²; ¹University of Connecticut, ²University of Oxford—The current study examines how social change tendencies of members of advantaged and disadvantaged groups are influenced by intergroup contact. Recent views (e.g., Rubin & Lannutti, 2001) have argued that the positive attitudes promoted by intergroup contact may provide participants with a false sense of conflict

resolution, leading members of disadvantaged groups to view the unequal status quo as legitimate. Drawing on these ideas, we predicted that while positive intergroup contact may increase social change tendencies among members of advantaged groups, it will compromise these tendencies among disadvantaged group members. Participants in the study were Jews (n = 162) and Arabs (n = 175), all Israeli citizens who reported the amount of positive contact they had with the outgroup, their outgroup attitudes, level of outgroup trust, support for the status quo and motivation for changing the status quo towards equality. The data were analyzed using a multi-group structural equation model, which allowed testing whether specific paths in the model differ significantly by group. As expected, for both Jews and Arabs, positive contact was associated with improved attitudes and increased trust. However, while positive contact decreased perceptions of the status quo as legitimate and increased motivations for social change among Jews, it increased perceptions of the status quo as legitimate and decreased motivations for social change among Arabs. Results suggest that despite the positive effects that contact has for members of advantaged groups, the effects of contact may not be beneficial for realizing the group-based goals for members of disadvantaged groups.

D143

ASIAN-WHITE DIFFERENCES IN POSITIVE EMOTION AND SELF-ESTEEM: MEDIATED BY EMOTION REGULATION

Joshua Eng¹, Oliver John¹; ¹University of California, Berkeley—Why do Asian-Americans score lower than Whites in positive emotion and self-esteem? We propose an explanation in terms of cultural differences in socially learned processes of emotion regulation. Gross and John (2003) showed that Asians use expressive suppression to regulate their emotions much more frequently than Whites. Using self-report methods, we now test the hypothesis that individual differences in the habitual use of suppression account for Asian-White differences in positive emotion and self-esteem in two studies of White and Asian-Americans (N1 = 279, 63% Asian; N2 = 275, 52% Asian). We focus here on the emotion of pride because it is central to theoretical accounts of Asian-White cultural differences and relates to both self-esteem and positive emotion. Replicating previous research, Asian-Americans were less likely to experience pride and high self-esteem than Whites and more likely to use suppression to regulate their emotions in general. Extending past research, Asians also suppressed pride more frequently than Whites, and the emotion-specific measure of pride suppression fully accounted for Asian-White differences in general-emotion suppression. Most important, replicated mediation analyses showed that suppression of pride fully accounted for Asian-White differences in both pride-experience and self-esteem, whereas the reverse was not true (i.e., neither pride-experience nor self-esteem mediated the ethnicity effect on pride suppression). These mediation effects were not independent as pride-experience and self-esteem were highly correlated. Taken together, these findings show that differences in emotion-regulatory processes may play a powerful part in the generation of cultural differences in how individuals feel about and regard themselves.

D144

PERCEPTIONS OF "MAVERICK" POLITICIANS: THE CASE FOR AND AGAINST CROSS-PARTISANSHIP

Andrew Mastronarde¹, Peter Ditto¹; ¹University of California, Irvine—While politicians' crossing party lines to work towards a common goal may sound good in theory, the American public's reaction to two recent "maverick" politicians (Senators Joe Lieberman and John McCain) suggests that voting one's conscience may be seen less positively in practice than in theory. Three studies were conducted to assess how the public might respond to politicians who cross party lines and express viewpoints more typical of the opposing political party. Study 1 showed that a sample of college students (N=201) overwhelmingly expressed positive attitudes about politicians voting across party lines, even politicians of their own party. Study 2 showed

that a sample of mall shoppers (N=190) expressed significantly more positive views of a "maverick" than a "party line" politician, again even when the maverick was a member of their own party. In Study 3, however, college students (N=438) were presented with 5 specific policy positions of politicians that were either all party-consistent or where one was characterized as a vote of conscience against party lines (on the issue of either abortion or welfare). In stark contrast to their positive views of maverick politicians in the abstract, participants tended to evaluate politicians expressing cross-party views more negatively than party-consistent politicians, especially when the maverick was a member of their own party and when the cross-party view concerned the moral issue of abortion. Results suggest that the public's general desire for post-partisan politics may not be reflected in reactions to post-partisan politicians.

D145

EFFECTS OF JURORS' SEXUAL EXPERIENCE AND ATTITUDES ON JURORS' JUDGMENTS IN CHILD SEXUAL ABUSE CASES

Bette L. Bottoms¹, Jennifer C. Veilleux¹, Margaret C. Stevenson¹, Tracey S. Mitchell; ¹University of Illinois at Chicago – Few researchers have examined individual differences (other than juror gender) in jurors' judgments of child sexual abuse cases. We explored mock jurors' (N=392) verdicts and their ratings of defendant and victim responsibility and credibility in response to separate written case scenarios describing 3 different forms of child sexual abuse (incest, teacher, and day care abuse, varied within subjects) involving a 5- or 14-year-old victim (varied between subjects). We measured individual differences in jurors' experience with consenting sexual partners and their attitudes toward women. Hierarchical regressions controlling for juror gender indicated that increases in jurors' number of consenting sexual partners was associated with higher ratings of victim responsibility and lower ratings of defendant responsibility for the abuse. Significant interactions, however, indicated that in the cases involving the 14-year-old victim, attitudes toward women interacted with number of sexual partners to predict defendant (but not victim) responsibility across all three case types. Specifically, for mock jurors with negative attitudes toward women, increased sexual partners was associated with decreased defendant responsibility. There was no relation between number of sexual partners and responsibility ratings for mock jurors with positive attitudes toward women. Thus, sexual promiscuity and negative attitudes toward women combine to predict more pro-defense judgments in child sexual abuse cases, even after controlling for juror gender. This pattern did not emerge for the cases involving the 5-year-old, where issues of responsibility and consent are usually not considered by jurors, as they are in cases involving teenaged victims.

D146

COMPARING THE RELIABILITY AND VALIDITY OF INFORMANT-RATED BFI AND MINI-MARKERS

James Daugherty¹, John Kurtz²; ¹Kansas State University, ²Villanova University – Informant ratings provide a method for circumventing self-ratings. Because of the value of these ratings, and as consensus builds around the Five Factor Model of personality, it is important for personality researchers to have access to a quick, reliable, and valid measure of informant Big Five ratings. Two quick-to-administer Big Five questionnaires already exist. The first is the Big Five Inventory (BFI, John & Srivastava, 1999) with only 44 items. The second is Saucier's (1994) Mini-Markers with 40 items. Since both questionnaires are approximately equal in length, which is a better questionnaire to use with informant ratings? NEO PI-R ratings (Costa & McCrae, 1992) were gathered from 412 participants. Additionally, 1236 informants, three per participant, completed BFI and Mini-Marker ratings. Interrater reliability and target-informant agreement was computed for both the BFI and Mini-Markers. Additionally, informant ratings were compared to self ratings of the NEO PI-R at the facet level. Lastly, this study examined what increases in reliability and target-

informant agreement can be expected by combining Big Five scores on the BFI and Mini-Markers. Consistent with predictions, the BFI outperformed the Mini-Markers in both interrater reliability and target-informant agreement. Results also suggest that both informant measures demonstrated similar correlational patterns with NEO PI-R facets. Lastly, combining the BFI and Mini-Markers into composite Big Five scores does not dramatically increase either interrater reliability or aggregated informant-self agreement beyond what is demonstrated by the BFI alone.

D147

INTERPERSONAL GOALS PREDICT CHANGES IN ATTACHMENT STYLE IN COLLEGE ROOMMATES

Juliana Breines¹, Jennifer Crocker²; ¹University of California, Berkeley, ²University of Michigan – Adult attachment styles fluctuate over time as a function of changes in personality traits and construals of self and others (Cozzarelli et al, 2003). Using the Actor-Partner Interdependence Model (APIM), we investigated whether interpersonal goals predict changes in attachment styles in the self and others. Sixty-five incoming college freshman roommate pairs completed 21 daily reports of their goals for their roommate relationships and, at pretest and posttest, completed measures of anxious and avoidant attachment and perceptions of roommate responsiveness. APIM analyses showed that actors' average goals significantly predicted changes over 3 weeks in partners' attachment style, and changes in actors' own attachment style. Actors' goals to support their roommate (ecosystem goals) marginally predicted increased partner security (i.e., decreased anxious and avoidant attachment styles) and significantly predicted increased actor security. Actors' goals to construct desired self-images (egosystem goals) significantly predicted decreased partner and actor security. Changes in partners' perceptions of roommate responsiveness mediated the relationship between actor's ecosystem goals and partners' change in avoidant and anxious attachment styles. Furthermore, the data supported a path model in which actors' ecosystem goals predicted changes in partners' attachment style through changes in partners' perceived responsiveness and partners' goals. These results suggest that interpersonal goals may have implications for fostering attachment security in vulnerable populations, and that people may be able to increase their own and others' attachment security by having ecosystem goals to give support to others, and by letting go of self-image-related (egosystem) goals.

D148

DEVELOPING THE OVERWEIGHT ATTITUDES SCALE

Tiffany Littleton¹, Heather Harrison¹, Celeste Green², Jeremy Heider²; ¹Texas Christian University, ²Stephen F. Austin State University – Obese people routinely report feeling stigmatized due to their weight (Rogge et al., 2004). The purpose of this research was to develop a measure of attitudes toward overweight persons, the Overweight Attitudes Scale (OAS), designed to assess the three components of attitudes: affect, behavior, and cognitions. The scale consisted of 20 items: 6 affective (e.g., "I am disgusted by overweight people"), 5 behavioral (e.g., "I have insulted someone because he/she was overweight"), and 9 cognitive (e.g., "Thin people are better than overweight people"). Participants were 57 psychology faculty and graduate students recruited via the SPSP e-mail listserv. Using Cronbach's alpha, the overall reliability of the 20-item scale was shown to be high ($\alpha = .86$). However, for the individual subscales, only the cognitive items exhibited high reliability ($\alpha = .88$). The scale was also tested for convergent and discriminant validity. Convergent validity was tested by correlating the overall OAS and its subscales with a series of trait ratings related to obese persons (e.g., laziness, beauty, etc.). These correlations failed to indicate convergent validity (smallest $p = .125$), although differences in the formats of the two measures may have attenuated the relationship between them. Discriminant validity was tested by correlating the overall OAS and its subscales with the Rosenberg Self-Esteem Scale (Rosenberg, 1965). None of these correlations reached significance (all p 's > .15), suggesting discriminant

validity. Finally, a factor analysis revealed three factors heavily related to the desired cognitive, behavioral, and affective components. Implications, limitations, and future directions are discussed.

D149

PATHWAYS TO NORMAL AND ABNORMAL PERSONALITY

Joshua J. Jackson¹, Jessica M. Berger¹, Brent W. Roberts¹; ¹University of Illinois, Urbana-Champaign – Personality traits have recently emerged as developmental constructs after many years of focusing explicitly on the stability and consistency of traits (Caspi, Roberts & Shiner, 2006). A glaring omission in understanding personality trait development is how people come to have personality traits in the first place. It is unknown how traits emerge from temperament and early childhood experiences. If personality is the result of a combination of genetic and environmental influences, then environments that are associated with personality are a necessary prerequisite before gene x environment interactions may be carried out (Moffitt, Caspi, Rutter, 2006). The present study examined childhood environments and the relationship with adulthood levels of conscientiousness, agreeableness, and externalizing behaviors. Through retrospective reports participants recounted their activities and their relationships with parents, family, and peers. Significant associations between environments experienced in childhood and adult personality were found across all domains. Parental care was the most robust predictor for adult personality. Normal personality was mostly associated with parental involvement and care whereas externalizing behaviors were associated with inconsistent monitoring and discipline. These findings provide a useful starting point to identify candidate childhood environments that may be used to uncover gene x environment interactions. Additionally, these childhood environments may offer an explanation for differences between normal and abnormal personality.

D150

SPEAKING FROM IGNORANCE: AN INVERSE ASCH EFFECT

Benjamin Meagher¹, Alice Dennis¹, Ryan McBain¹, Daniel Norton¹, Joyce Wu¹, Bert Hodges¹; ¹Gordon College – A novel prediction of Hodges and Geyer's (PSPR, 2006) values-pragmatics account of Asch-type dilemmas was tested in three experiments. Three people, placed in different positions (A, B, C), were asked to identify masked target words on a screen. Words could not be seen clearly from position C, but participant C could see that A and B were in good positions to see clearly. What will C say when A and B answer first, correctly? Standard accounts of Asch's results predict conformity. Hodges and Geyer, however, predicted that, "shockingly often," C will disagree. Two studies, each with 27 participants, found that 29% and 26% of answers disagreed with correct answers of others, an "inverse Asch effect." This counterintuitive finding may be an experimental exemplar of people's "amusing" tendency in real conversations to make statements about things of which they are ignorant, even when among those with expertise. In a third study, disagreement was reduced slightly (19%) when participants expected to be placed in a better position on later trials. These results lend support to Hodges and Geyer's theory that the ecosystem dynamics of such dilemmas are complex, guided by multiple values (e.g., social solidarity, truth), multiple relationships (to self, peers, experimenter), and the pragmatics of speaking (e.g., making an informative contribution). Disagreeing answers communicate truthfully their ignorance, as well as a desire to contribute from their own point of view. Other possible explanations of the results (e.g., refusing to imitate, reactance) are considered.

D151

LOWERING THE SOCIAL COSTS OF MATERIALISM: UTILIZING RELATIONAL SECURITY TO REDUCE MATERIALISTIC BEHAVIORS IN A TRAGEDY OF THE COMMONS DILEMMA

Christopher Henry¹, Leonard Martin²; ¹Guilford College, ²University of Georgia – Much recent empirical research has documented the psychological, interpersonal, social, and environmental risks associated with materialistic values and behaviors (e.g., Cohen & Cohen, 1996; Kasser & Ryan, 2001; Sheldon & McGregor, 2000). Additional research has suggested that one of the root causes of materialism may lie in experiences of insecurity (e.g., Chang & Arkin, 2002; Kasser & Sheldon, 2000). Utilizing a secure relational priming procedure developed by Mikulincer and colleagues (e.g., Mikulincer & Shaver, 2001), the present study attempted to reduce materialistic behaviors in a social resource dilemma by increasing participants' feelings of relational security. After completing questionnaires assessing preexisting levels of materialism, 100 participants received either a secure relational prime or a neutral prime. Participants then took part in a social resource dilemma involving the harvest of timber from a public forest. After controlling for preexisting materialism levels, we found that securely primed participants placed significantly lower opening bids and significantly lower average bids across all completed rounds than did controls. Securely primed participants also maintained the hypothetical forests for significantly longer periods than did the controls. Thus, the hypothesis that materialistic behaviors could be reduced through the priming of relational security received experimental support. The current study demonstrates that psychological research on materialism need not be limited to its effects on the individual, but can be utilized to explore its social and environmental implications as well. The study explores further these implications and suggests future lines of research.

D152

THE EFFECTIVENESS OF MASSED VERSUS SPACED ARGUMENTS IN PERSUASION

Brian M Monroe¹, Stephen J Read¹; ¹University of Southern California – In practical contexts it is useful to know how to present persuasive arguments so as to maximize their effectiveness. In a series of experiments, the issue of whether a short series of persuasive arguments is more effective when presented together at once, or spaced over a series of presentational events, is explored. The first experiment showed that presentation of five persuasive arguments, spaced on the order of one minute, led to increased persuasion (versus massed presentation of those same arguments). Memory for the persuasive arguments was also better in the spaced condition, but did not mediate the amount of persuasion. The second experiment replicated the first, but added a thought-listing task, and showed that the number of self-generated thoughts consistent with the persuasive arguments partially mediated the amount of persuasion. This is consistent with cognitive response theories of persuasion like the Elaboration Likelihood Model. Time taken to consider all persuasive arguments was recorded, and did not differ significantly between massed and spaced conditions, suggesting that it is not increased time devoted to elaboration that is responsible, but that interference from trying to elaborate on too many arguments at once is a plausible explanation for the effect. This also suggests that temporal processes have important consequences for message reception and yielding in persuasion, distinct from memory effects.

D153

SIMILARITY AND DIFFERENCE: ACTIVE INGREDIENTS IN A RECIPE FOR REDUCING RELIGIOUS BIAS

Reeshma Haji¹, Richard Lalonde¹, Ward Struthers¹, Douglas McCann¹; ¹York University – Although similarity is a ubiquitous element of classic theories of intergroup relations; such as social identity theory (Tajfel & Turner, 1979), self-categorization theory (Turner, 1999) and optimal distinctiveness theory (Brewer, 1991); the direct effects of similarity priming on intergroup bias

has received little attention. The importance of similarity (and contrast) in categorization processes is further supported by the selective accessibility model (Mussweiler, 2001). Given these theoretical precedents and the salience of religion in current world events, the present research aimed to assess the effects of a similarity priming manipulation on attitudes towards outgroup religions. Young adult participants who were Christian ($n = 44$), Muslim ($n = 46$), or Jewish ($n = 35$) were recruited for the internet study. Participants in the similarity priming condition performed a matching task that required them to identify similarities between concepts from Christianity, Islam, and Judaism. They were also asked to select from a list of words the link between the two concepts. For example, Quran and Bible were matching concepts and "holy book" was the corresponding link. Participants in the difference condition performed the same task, except the instructions were worded in terms of opposing concepts. Contrary to expectations, the "difference" priming was associated with more positive attitudes towards outgroup religions on a number of measures (e.g., liking for Hindus, support for interfaith relationships, and low interfaith anxiety). Gender effects and an optimal distinctiveness interpretation of the findings will be described.

D154

THE GROUP- AND SELF-BASED REFERENCES AS MODERATORS OF SELF-ANCHORING AND SELF-STEREOTYPING PROCESSES Yung-Jui Yang¹, Ying-Yi Hong¹; ¹University of Illinois at Urbana-Champaign – Self-categorization theory posits that people characterize themselves using the group's traits (self-stereotyping). However, the direction of inference may be reverse, such that people infer group traits from their own traits (self-anchoring). Otten and Epstude (2006) found support for self-anchoring but not self-stereotyping. However, we predicted that self-anchoring is less likely among people who usually use their group as a reference base, whereas self-stereotyping is more likely among people who seldom use their self as a reference base. To test these predictions, we asked 83 Euro-Americans to rate the descriptiveness of 90 traits for themselves and an ingroup (Greek or non-Greek) on a 1-7 scale. Then, the participants completed the group-based ($\alpha = .77$) and self-based reference measures ($\alpha = .84$). Finally, they judged as quickly as possible whether the 90 traits describe themselves (or the ingroup, counterbalanced) one trait at a time on a computer. Results supported the self-anchoring but not the self-stereotyping in general, thereby replicating Otten and Epstude's finding. Also as predicted, the self-anchoring process is less likely when group-based reference was high, whereas the self-stereotyping interaction effect is more likely when self-based reference was low. These findings suggest that although people in general think about the self to judge their group, this tendency is weakened among people who habitually use their group as a reference base. In contrast, although people seldom think about the group to evaluate themselves, people who DO NOT habitually use their self as a reference base may still think about the group.

D155

TRADITIONAL MEDIATION ANALYSIS RECONSIDERED: ISSUES OF PARTIAL VERSUS FULL MEDIATION Kristopher Preacher¹, Derek Rucker², Zakary Tormala³, Richard Petty⁴; ¹University of Kansas, ²Northwestern University, ³Stanford University, ⁴Ohio State University – Mediation describes the situation in which the relationship between an independent variable and dependent variable is accounted for by one or more intervening variables. Mediation has a long and rich history in the field of social psychology. In the present research, we evaluate practices in mediation analysis related to quantifying the impact of an indirect effect using terms such as "partial" versus "full." Specifically, given mediation is present, if the relationship between the independent variable and the dependent variable is no longer significant after controlling for a proposed mediator, researchers report obtaining full, complete, or perfect mediation. In contrast, if the relationship between an independent variable and dependent variable remains significant,

partial mediation is said to occur. We raise serious concerns with respect to the terminology of "partial" and "full" mediation. In particular, we argue that whether a variable appears to partially or fully mediate an effect is highly dependent on context. Furthermore, we argue that there can be subsequent indirect effects, or mediation, even if introducing a mediator reduces the direct effect to nonsignificance. Consequently, thinking of mediation in terms of "partial" and "full" can be misleading. To further bolster our assessment, we provide empirical examples clearly demonstrating that additional indirect effects can be found even after a direct effect is no longer significant. We also review empirical and conceptual problems with thinking about mediation in terms of amount or degree, and we provide new recommendations to researchers regarding mediation analysis.

D156

THE STUFF THAT IMMORTALITY IS MADE OF: EXISTENTIAL FUNCTIONS OF FAME Pelin Kesebir¹, Chi-Yue Chiu¹; ¹University of Illinois at Urbana-Champaign – Famous people, by way of being remembered beyond their individual lifetime, achieve "symbolic immortality." In this way, fame serves an existential function both for individuals and for cultures. Building on Terror Management Theory, we hypothesized and found that American undergraduates, when reminded of their own mortality (vs. when they are not), expect famous Americans who exemplify core American values to live longer. They also expect that famous people (already dead or still alive), and especially those who represent the values of American culture, will be remembered for a longer time in the future when they are put under a mortality prime. We also found that, compared to a control condition, participants estimate the likelihood of a plane crash to be much lower when they think a famous person is on board. Furthermore, the likelihood of a crash is deemed to be much lower when the famous person on board is representative of their cultural worldview, compared to a famous person less representative of their values. Taken together, these studies indicate that famous people, particularly those who represent one's dearly held values, are conceived of as "less mortal" than ordinary humans. Their perceived imperishability serves as an existential buffer and protects people against the terrifying knowledge of their own mortality.

D157

WHAT HAPPENS TO PERSONAL SELF-ESTEEM AFTER COLLECTIVE THREAT? EVIDENCE FOR A COMPENSATORY MECHANISM Matthew Hornsey¹, Tim Grice¹, Joanne Smith²; ¹University of Queensland, ²University of Exeter – Researchers have become increasingly interested in the notion of group identity threat. Surprisingly, however, there is virtually no work on how collective threat affects how people feel about themselves: We know very little about how group threat affects personal self-esteem, for example, or stress. In the current study, we surveyed members of an internet community, measuring levels of identification with the group, collective self-esteem, personal self-esteem, and stress. Several days into the survey, the site that housed this on-line community was hacked into and disabled, bringing the future of the group into jeopardy. After the site was reactivated, we contacted people who had filled out the original questionnaire with a follow-up questionnaire, measuring the Time 1 measures again along with questions specifically relating to the nature of the threat experienced. Overall, group members reported more stress the more they identified with the group, an effect that was fully mediated by perceptions of threat. Somewhat counter-intuitively, participants also reported higher personal (but not collective) self-esteem after the hacking incident than before. This bolstering of self-esteem was strongest among those who identified strongly with the group, an effect that was mediated by perceptions of threat: High identifiers felt more threatened, and it was the high threat that drove the increases in personal self-esteem. In sum, increases in personal self-esteem appear to be a compensatory mechanism to buttress high identifiers against collective-level threats.

D158**REDUCING RACIAL BIAS: USING COMPUTER SIMULATIONS TO DECREASE THE LIKELIHOOD OF STEREOTYPE APPLICATION**

B. Michelle Peruche¹, E. Ashby Plant¹; ¹Florida State University – The current work examined the generalizability of a computerized approach for eliminating automatic racial bias by repeatedly exposing participants to social stimuli where group membership (e.g., race) was unrelated to stereotypicality (e.g., being a violent criminal). In previous work, extensive practice with the computer program eliminated racially biased responses on the program and on subsequent similar tasks. The current study tested the generalizability of this bias reduction program by examining whether training on the computer simulation led to less stereotype-consistent evaluations of a Black target on a subsequent impression formation task. Half of the participants (N = 78) completed training on the computer program and the other half completed training on a control program. After completing training on one of the simulations, participants completed an impression formation task where they read about a day in the life of a Black man. Of interest was whether participants interpreted the Black man's ambiguous behaviors in a stereotype-consistent manner as a function of the version of the simulation they completed. Results revealed that participants who completed the bias reduction program were less likely to use stereotypes of African Americans (e.g., aggressive, lazy) when forming their impression than participants who completed the control program. The results of this study suggest that bias reduction procedures that break the association between race and stereotypicality may generalize to other tasks. These findings also provide additional insight into why the bias reduction procedure is effective.

D159**A COGNITIVE-AFFECTIVE MODEL OF THE RELATIONSHIP BETWEEN SELF-ESTEEM AND EMPATHY**

Christine Smith¹, Kelly O'Keefe¹, Julie Phillips¹; ¹Antioch College – Although empathy and self-esteem are often included as predictors of a third variable (McWhirter, Besett-Alesch, Horibata, & Gatt, 2002; Webb, 1999), fewer studies have examined self-esteem as a predictor of empathy (for exceptions, see Clark, 1999; Dutricaz, 2006). Empathy has been defined as having both cognitive and affective components (Cohen & Strayer, 1996; Davis, 1983; Hoffman, 1997). Thus, we sought to examine a cognitive-affective model of mediating factors. We hypothesized that cognitive factors (cognitive flexibility, perceived control) and affective factors (depression, anxiety) would mediate the relationship between self-esteem and empathy. Participants were 389 females and 99 males, primarily European-American (71%), mean age 19.27 (s=2.66). Measures included the Brief Symptom Inventory (Derogatis, 2000) to measure of anxiety and depression, the Cognitive Flexibility Scale (Martin & Rubin, 1995), the Rosenberg Self-Esteem Scale (Rosenberg 1965), and the Basic Empathy Scale (Joliffée & Farrington, 2006). Our hypothesized model fit the data well (NFI = .99, CFI = .99, RMR = .01, SRMS = .02). Reviewing the significant path coefficients in the model ($p < .05$), self-esteem led to cognitive flexibility (.37) and perceived control (.48). Cognitive flexibility and perceived control, both cognitive components, correlated (.31). Self-esteem also negatively led to depression (-.58) and anxiety (-.39). Depression and anxiety, both affective factors, correlated (.67). Empathy was predicted by cognitive flexibility (.21), perceived control (.18), depression (.14), and anxiety (.13). The usefulness of this model for examining predictors of empathy will be discussed. The study is limited by its college, predominantly white and female sample.

D160**A PROTOTYPE OF RELATIONSHIP BOREDOM**

Greg Strong¹, Arthur Aron¹; ¹State University of New York at Stony Brook – As romantic relationships develop, it is possible for partners to become bored with each other, the relationship, or both. Boredom is often cited as a reason for problems in relationships (e.g., McKenna, 1989), but the cause of

relationship boredom, and even its meaning, are poorly understood (e.g., Vodanovich, 2003). We hypothesized that relationship boredom, like many major relationship constructs, is understood by lay people not in terms of a formal definition, but in terms of a prototype structure represented by a set of relatively central and peripheral prototypical features (e.g., Aron & Westbay, 1996; Fehr, 1988, 2004). Following standard prototype analysis methodology, we conducted two studies. In Study 1, 219 undergraduate participants were instructed to list any words or short phrases they felt were representative of "relationship boredom." We then identified the 52 most frequently listed words and phrases (e.g., "uninteresting," "routine," "no fun," etc.), which, in Study 2, were each rated by 179 new participants for how "central they were to the concept of relationship boredom on a 1 (poor feature of boredom) to 8 (good feature of boredom) scale." Similar to study 1, words rated as most central included "no fun," "no intimacy," "stale," etc. Results showed a clear prototype structure of central and peripheral features; factor analyses of the ratings indicated a latent one-dimensional structure. Also, centrality ratings did not significantly differ by gender, age, or relationship status and duration, suggesting a consensus on the structure of relationship boredom. Implications and future directions are discussed.

D161**INTERGROUP PROCESSES AND THE SPIRAL OF VIOLENCE: HOW UNETHICAL ATTITUDES SPREAD FROM THE PERPETRATORS TO THEIR INGROUP**

Davide Pivi¹, Bernhard Leidner¹, Emanuele Castano¹; ¹New School for Social Research – A recent U.S. Army survey reported that many soldiers in Iraq endorse torture and other forms of unethical behavior against civilians. As these findings can be interpreted in the moral disengagement framework, we are interested whether they can be extended to members of the soldiers' in-group who is only indirectly involved in the conflict in terms of their national social identity. A quasi-experiment using U.S. and Canadian participants will be conducted, making the national identity salient. An adaptation of the U.S. army scales will be administered, measuring attitudes regarding the treatment of civilians and the perceived ethical behavior of soldiers involved in conflicts. Implicit and explicit infra-humanization, potential mediators, as well as potential moderators such as national glorifications will be collected afterwards. We expect the unethical attitudes and behavior to be consequences of post-violence moral disengagement strategies. As the social identity threat should be higher for Americans due to involvement in the conflict as compared with Canadians, Americans should implicitly and explicitly infra-humanize the Iraqis more, resulting ultimately in higher endorsement of unethical attitudes towards Iraqis. This should be specifically the case for high as opposed to low in-group glorifiers. The expected results would support the idea that violence does not only show or lead to unethical attitudes on part of the perpetrators but can also make their in-group members endorse the very same attitudes. This might be an important factor for peace processes and how a country copes with its violent past or present.

D162**SEXUAL ATTITUDES AND DOUBLE STANDARDS IN TWO ETHNICALLY AND RELIGIOUSLY DIVERSE SAMPLES**

Madeleine Fugere¹, Carlos Escoto¹, Alita Cousins¹, Matt Riggs², Paul Haerich³; ¹Eastern Connecticut State University, ²California State University, San Bernardino, ³Loma Linda University – Sexual attitudes differ by gender and ethnicity and may involve double standards (traditionally, sexual behavior is seen as more acceptable for men than for women). In the present study, we investigated sexual attitudes and double standards in two ethnically diverse groups of students from a public university (n = 69) and a private, religiously affiliated university (n = 169) in the Southeastern and Western United States (respectively). Participants completed the Sexual Permissiveness Scale, Religious Orientation Scale, and measures of sexual activity and attitudes toward sex via computer. The results showed that

men had more liberal attitudes toward sexual behavior than women. Also, while men and women rated the acceptability of premarital sex similarly for female targets, men were more supportive of premarital sex for male targets than female targets, evidencing a sexual double standard. As expected, religiosity was negatively related to sexual permissiveness. Further, Hispanic and Asian Americans viewed premarital sex less favorably than White Americans. The sample was not large enough to explore the interaction between gender and ethnic background in the endorsement of sexual double standards, however, it seems that sexual double standards are still endorsed by male participants from a variety of different ethnic and religious backgrounds.

D163

THE EFFECT OF OSTRACISM ON PERCEPTIONS AND METAPERCEPTIONS OF SOCIAL INTERACTION Jason Reed¹, Alecia Santuzzi², Dale Tzeng², Christina Simmons²; ¹Morrisville State College, ²Syracuse University—Although research has shown that feeling ostracized during social interaction can affect how one views the self, there is little research detailing how being ostracized affects views of interaction partners. This project examined how ostracism affects perceptions and metaperceptions—how people judge what others think of them—of interaction partners. Seventy-one subjects played Cyberball, a virtual game of catch, with two other people. Although subjects were told the other people were real individuals, they were part of a computer-controlled program. Participants were randomly assigned to conditions of complete inclusion, partial ostracism, or complete ostracism in the game. After completing the game, subjects made judgments about their perceptions and metaperceptions of each interaction partner as an individual as well as their perceived relationship. Ostracism significantly affected subjects' perceptions of each interaction partner as an individual; subjects who were completely excluded made less positive judgments about the interaction partner compared to subjects who were partially ostracized or completely included. There were no significant effects of ostracism on metaperceptions of interaction partners as individuals. When judging their perceived relationship with each person (measured using the Inclusion of Other in Self scale), ostracism significantly affected perceptions and metaperceptions about the relationship. Subjects who were completely excluded felt less closeness with their interaction partner compared to subjects who were partially ostracized or completely included. This research suggests that social perceptions of relationships are more susceptible to negative effects of ostracism as compared to judgments of individual others.

D164

WORLDVIEW ENDORSEMENT MODERATES PSYCHOLOGICAL AND PHYSIOLOGICAL REACTIONS TO DISCRIMINATION Sarah Townsend¹, Brenda Major¹, Wendy Mendes²; ¹University of California, Santa Barbara, ²Harvard University—The perception that one is a target of discrimination is driven by characteristics of both the situation (e.g., signs that an outgroup member is prejudiced) and the individual (e.g., belief in a worldview that justifies the system, SJB, versus one that includes discrimination, DB). The current study examines how chronic beliefs moderate psychological and cardiovascular responses to discrimination versus personal rejection. European American females (N = 121) interacted with a male European American confederate during a five minute speech and a five minute working memory task. Prior to this, participants heard negative feedback from the confederate that he would not select the participant due to either sexist attitudes (i.e., like most females, she was too emotional) or merit (i.e., she performed poorly on a leadership questionnaire). As predicted, participants' level of worldview endorsement moderated the impact of the negative feedback on their cardiovascular responses during the speech and task. When rejected due to discrimination, high endorsement of SJB coupled with low belief in a DB was associated with threat, a maladaptive cardiovascular response (i.e., low cardiac reactivity coupled with high vascular reactivity), while

low belief in a SJB in combination with high belief in a DB was associated with challenge, an adaptive cardiovascular reaction (i.e., high cardiac reactivity coupled with low vascular reactivity). When rejection was due to personal merit, the opposite relationships were found. Self-report data is analyzed to support psychological interpretations and the implications for long-term health outcomes are discussed.

D165

PARENTAL AUTONOMY SUPPORT AS A FACILITATOR OF YOUNG ADULTS' SELF-INTEGRATION Marie-Joelle Gervais¹, Geneviève A. Mageau¹; ¹University of Montreal—Past research highlights the importance of autonomy support in child development because it is related to the internalization of values and regulations (Grolnick & Ryan, 1987) and to more self-determined motivation (Deci & Ryan, 1987). To be autonomy-supportive is to place values on self-initiation and autonomous functioning by providing children with opportunities to express and discuss their own desires and preferences (Grolnick & Ryan, 1989). In the Self-Determination theory (Deci & Ryan, 1985, 2000), Deci and Ryan suggest that parental autonomy support does not only facilitate the internalization of values and regulations but also supports the integration of the self of young adults. However, the link between autonomy support and self-integration had not been demonstrated yet. The goal of this research was to investigate the impact of autonomy support on young adults' self-integration (N = 141; mean age = 19.7). The link between self-integration and two scales of optimal functioning, mindfulness and lack of social anxiety has also been explored. Results show that parental autonomy support is positively associated with young adults' self-integration, as indicated by higher concordance scores between the actual self and various self-guides (Higgins, 1987) and more self concept clarity (Campbell, 1990). Those two indicators of self-integration are also positively related to the two measures of optimal functioning. Thus, this research contributes in demonstrating the importance of parental autonomy support in order to achieve optimal functioning of young adults.

D166

THE EFFECTS OF PAST DISCRIMINATION ON EVERYDAY EMOTIONAL AND PHYSIOLOGICAL RESPONSES TO SOCIAL INTERACTION Laura Smart Richman¹, Elizabeth Kaufman¹, Alana Genderson¹; ¹Duke University—This research examined the relationship between previously experienced discrimination and everyday stress, emotion, and cardiovascular reactivity. 33 Caucasian American and African American individuals wore an ambulatory blood pressure monitor for 24 hours. Within 5 minutes of each daytime reading, participants used a palm pilot to answer questions about body position, location, activity level and mood during the blood pressure reading, as well as questions about any interpersonal interactions occurring since the last reading. Readings were taken every 20 minutes during the daytime and every hour at night. Results suggested that participants with higher levels of previously experienced discrimination reported more negative mood and less positive mood during the day than did participants with lower levels of discrimination. These participants also rated their most stressful event of the day as more stressful than those with lower levels of past discrimination. Participants reporting higher levels of past discrimination experienced less nighttime cardiovascular dipping than those reporting less past discrimination. These results suggest that frequent experiences of discrimination may have lingering effects on everyday mood states in social interactions as well as on physiological regulation processes.

D167

CONSTRAINING BEHAVIOR RECATEGORIZATION IN THE DISPOSITIONAL INFERENCE PROCESS Katherine M. Darwent¹, Gifford Weary¹; ¹The Ohio State University—Unlike previous research on inferential correction (e.g. Trope & Alfieri, 1997), Weary, Tobin, and Reich (2001; Weary, Reich, & Tobin, 2001), found that when people had

enough cognitive resources, they engaged in behavior recategorization. That is, they corrected their behavior categorizations for the influence of expectancies. Weary et al. (2001) argued that the ambiguity of their stimuli allowed behavior categorizations to remain more flexible and open to correction. The goal of the current research was to examine whether disambiguating behavior via the addition of task difficulty information to the original procedure used by Weary et al. (2001) would constrain the behavior recategorization process. Participants read past performance information, watched a video of a child performing a spatial ability task, and made ability and performance inferences. Cognitive load and the presence of task difficulty information were manipulated orthogonally. Under cognitive load participants assimilated their behavior categorizations to expectancies. As predicted, however, participants with sufficient cognitive resources did not show behavior recategorization when task difficulty information was present. Results also suggested that participants' inferential correction was mediated by correction of their task perceptions. Results are discussed in terms of possible boundary conditions for behavior recategorization as a mechanism of inferential corrections.

D168

PERCEIVED DISCRIMINATION AND HEALTH: A META-ANALYTIC REVIEW Elizabeth Kaufman¹, Laura Smart Richman¹; ¹Duke University—This research uses a meta-analytic approach to summarize articles which investigate the relationship between perceived discrimination and health. Discrimination occurs in many forms and contexts and has been studied with regard to several different types of health effects. This meta-analysis attempts to incorporate all forms of perceived discrimination that have been measured in the literature including racism, sexism, and discrimination based on sexual orientation and many types of health outcomes including mental health, physical health, and health-related behaviors such as smoking, substance use, and alcohol abuse into the analysis in order to present as complete a review as possible. In addition, this research addresses methodological questions posed in past reviews of the literature by examining the effect of methodological moderators, such as measurement type and sample, on the relationship between perceived discrimination and health. Preliminary analysis of 54 studies shows that, when weighting each study's contribution for sample size, perceived discrimination has a significant negative effect on both mental health and physical health. Perceived discrimination is also positively related to engaging in unhealthy behaviors. This research provides a more complex understanding of the discrimination-health link than previous review articles by establishing an effect size for the relationship as well as indicating which specific types of health are most affected by discrimination.

D169

IN THE LEAD, BUT BARELY: SECURITY OF POSITION DETERMINES FRONTRUNNERS' DECISIONS TO TAKE RISKS Rebecca Schaumberg¹, Camille S Johnson²; ¹Stanford University, ²San Jose State University—Competition between frontrunners and underdogs forms the plot of many popular folktales, fables and movies. Whereas many of these stories highlight the risks taken by underdogs who "have nothing to lose", the research on risk-taking provides mixed conclusions about the behavior of frontrunners and underdogs (e.g. Dixit, 1987; Shogren and Baik, 1992). The current studies suggest that frontrunners actually make riskier choices in pursuing goals than underdogs, particularly when their position is less secure. In Study 1, participants imagined that they managed a baseball team that was leading its division. After reading a news brief that described their team's lead as either secure or insecure, participants reported on their likelihood to make risky management decisions for the team. When their team's lead was insecure, participants were more likely to engage in risky management practices than when their team's lead was secure. Study 2 and Study 3 explored differences in risk-taking behavior and motivation among frontrunners and underdogs

within a close competition. In both studies, participants read that their university had adopted a new grading policy that limited the number of individuals who could receive each grade in a class. The scenarios were framed such that participants believed that they were either slightly ahead (a frontrunner) or slightly behind (an underdog) others in the class for a grade. Frontrunners reported greater risk taking intentions (Study 2) and higher levels of motivation in the class (Study 3) than underdogs.

D170

HANDSHAKES, SMILES, AND PATS ON THE BACK: DO HETEROSEXUAL MEN MISATTRIBUTE THE FRIENDLINESS OF HOMOSEXUAL MEN? Hannah C. Castillo¹, Catherine A. Cottrell¹; ¹University of Florida—Past research suggests that men, more than women, tend to interpret situations in a sexualized manner, which may lead them to misattribute women's friendly behavior as a sexual advance (e.g., Abbey, 1982). However, no research has addressed whether men also misperceive the friendliness of homosexual men as a romantic come-on, which could exacerbate anti-gay prejudice and discrimination. The current research examines this possibility, as well as whether these misperceptions are limited to members of one's ethnic ingroup or extend to members of other ethnic groups. Caucasian students and Hispanic students viewed a conversation between two other (assumed) participants, one of whom was either an ostensibly gay or straight Hispanic male. Participants then described their impressions of the target's intentions in the interaction using various eclectic adjectives (e.g., flirtatious, physically fit, calm); they also reported their affective and behavioral reactions toward the target. As predicted, Hispanic male participants tended to perceive greater amounts of flirtatious intentions in the behavior of the gay target than the straight target; this effect did not hold for Hispanic female participants or for Caucasian participants. That is, men, as long as they are of the same ethnic background, are more likely than women to misattribute the friendliness of a gay man as a sexual advance. However, this perceived flirtatiousness of the target did not significantly increase the negative evaluation and treatment of the gay target. In all, these findings demonstrate important extensions and limitations of previous research on men's misattribution of friendly behavior.

D171

MORTALITY SALIENCE AND THE DESIRE FOR SELF-RESEMBLING CHILDREN Anson Long¹; ¹University of West Georgia—According to Terror Management Theory (TMT; Greenberg et al., 1990; Rosenblatt et al., 1989), people ward off their fear of death by living up to the standards of their cultural worldview and by seeking symbolic immortality. One domain in which terror management strivings may be observed is in people's hopes and expectations for their children. For example, previous research shows that mortality salience (i.e., thoughts of death) leads people to desire an increased number of children (Wisman & Goldenberg, 2005). In the present research, I tested the hypothesis that mortality salience promotes a desire for self-resembling children, who offer the promise of symbolic immortality, even above exceptionally attractive children, who would fulfill cultural standards of beauty. Across two studies, results confirmed predictions. Among people primed with death, I observed a preference for self-resembling children over beautiful children; among people in the neutral condition, I observed no preference. In addition, in Study 2 I found that satisfaction with one's own physical appearance moderated the relationship between mortality salience and the desire for self-resembling children, such that, when mortality was salient, the more content people were with their own looks, the greater their preference for self-resembling children. These findings suggest the possibility that, at least for people who like their looks, self-resembling children may constitute a particularly potent antidote to the fear of death by simultaneously serving two terror management functions: meeting cultural standards of beauty, while at the same time offering symbolic immortality.

D172**THE ROLE OF EXTRAVERSION IN SELF-ENHANCEMENT STRATEGY EFFECTIVENESS**

Karen E. MacGregor¹, Lyndsay E. Evraire², Leandro R. Fabrigar², Louise Wasylkiw³; ¹The Ohio State University, ²Queen's University, ³Mount Allison University – Although a substantial amount of research has accumulated documenting numerous self-enhancement strategies used by people to maintain self-esteem, comparatively little research has explored factors that moderate the effectiveness of these strategies. This study examined whether extraversion moderates the effectiveness of different strategies. Undergraduate students were recruited based on their level of extraversion (i.e., scores in the upper third or lower third on extraversion). To encourage self-enhancement by providing a mild threat to self-esteem, participants completed a difficult vocabulary test and received bogus feedback that they had failed. Next, participants were randomly assigned to receive either social self-enhancing, non-social self-enhancing or control (non-self-enhancing) feedback. Those assigned to the social feedback condition were told they had outperformed the average student on the test. This provided a less successful point of reference and encouraged downward social comparison. Individuals receiving non-social feedback were informed that the test itself was flawed, thereby prompting attribution of failure to features of the test rather than to personal lack of ability. Those assigned to the control condition were given innocuous background information about the test. Finally, participants completed a measure of state self-esteem. Analyses revealed a significant interaction between extraversion and feedback condition. Individuals low on extraversion demonstrated similar and modest increases in self-esteem in response to both social and non-social self-enhancing feedback (relative to control). Those high on extraversion however, failed to benefit from the non-social feedback, but showed a substantial increase in state self-esteem in response to social self-enhancing feedback.

D173**ABSTRACT MENTAL CONSTRUALS PROMOTE ADOPTION OF COUNTERACTIVE SELF-CONTROL STRATEGIES.**

Joseph Roberts¹, Kentaro Fujita¹; ¹The Ohio State University – Counteractive self-control refers to a variety of prospective strategies that people use to avoid anticipated future self-control failures (Trope & Fishbach, 2000). They involve structuring decisions to bias future choices in favor of self-control. Research has yet to investigate the cognitive antecedents to adopting these strategies. Recent work has shown that mental construal of events impacts self-control (Fujita, Trope, Liberman, & Levin-Sagi, 2006). Specifically, high-level construals, which emphasize abstract and goal-relevant features of events, lead to decisions and actions that reflect greater self-control. Two experiments extend this work, hypothesizing that high-level construals also enhance adoption of counteractive self-control strategies to prevent future self-control failures. Construal levels were manipulated using one of two previously validated priming techniques. Participants in Study 1 generated superordinate ends vs. subordinate means for an action (Freitas, Gollwitzer, & Trope, 2004), whereas participants in Study 2 generated superordinate categories vs. subordinate exemplars (Fujita et al., 2006). They were then led to anticipate a self-control problem and given an opportunity to adopt an established counteractive self-control strategy. Participants were given a chance to engage in choice bracketing in Study 1 (Read, Loewenstein, & Rabin, 1999) and to self-impose punishment for failure in Study 2 (Trope & Fishbach, 2000). In both studies, high-level construals led to increased counteractive self-control. Moreover, adoption of such strategies was moderated by self-reported goal importance, indicating that high-level construals promote counteractive self-control to protect important goals from anticipated failures. Together, these results demonstrate the role of mental construals in counteractive self-control.

D174**PREFERENCE BASED DECISIONS RECRUIT DIFFERENT NEURAL SYSTEMS FOR DIFFERENT MODES OF EVALUATION**

Jamil Bhanji¹, Jennifer Beer^{1,2}; ¹UC Davis, ²UT Austin – Decisions based on personal preferences require an evaluation of options according to one or more goals. Previous behavioral research suggests that decisions based on immediate hedonic value require less effort and cognitive resources than decisions based on higher order goals. The current study examines the hypothesis that these two modes of evaluation are carried out by separable systems in the brain. Participants viewed and chose between food items that were attractive according to either primary hedonic value (taste) or a higher order goal (health). Participants evaluated single items according to either taste or health, then selected single items from pairs according to their personal preferences. Functional magnetic resonance data show that when participants evaluated the taste of items, activity in brain regions related to anticipatory affect increased for preferred items. When participants evaluated the health of items, activity in areas related to cognitive control distinguished healthy items from unhealthy items. Analysis and discussion focuses on how activity in these regions during both item evaluation and item selection is involved in preference based decisions.

D175**INTERRACIAL TRUST MODERATES PHYSIOLOGICAL RESPONSES IN EVALUATIVE INTERACTIONS**

Pamela Sawyer¹, Brenda Major¹, Wendy Mendes²; ¹University of California, Santa Barbara, ²Harvard University – As social norms of political correctness become more salient, members of majority groups may be motivated to give biased feedback to members of minority groups in an effort to avoid appearing prejudiced. Previous work suggests that minorities may be aware of this bias, and that this knowledge may influence stress and coping appraisals during evaluative situations. Latina participants (N=58) prepared for and delivered a self-relevant speech to a same-race or White partner who they believed would be evaluating their performance. Consistent with hypotheses, level of interracial trust moderated cardiovascular responses among individuals who delivered their speech to a White partner. Latinas who were high in interracial trust exhibited a challenge cardiovascular response, characterized by increased cardiac performance coupled with vasodilation, and consistent with appraisals of personal resources as exceeding situational demands. Latinas lower in interracial trust showed a threat response, a maladaptive pattern characterized by increased cardiac performance accompanied by vasoconstriction, and indicative of an appraisal that situational demands exceed coping resources. As predicted, interracial trust did not moderate responses of individuals interacting with a same-race partner.

D176**THEY'RE STEALING OUR WOMEN: RACE AND GENDER EFFECTS IN ATTITUDES TOWARDS INTERRACIAL COUPLES**

Curtis Yee¹, Natalya Maisel¹, David Sears¹; ¹University of California, Los Angeles – Past research has found that interracial couples face more stress than same race couples (e.g., Foeman & Nance, 2002). One source of stress is perceived stigma from others who think that interracial couples are less compatible and stable. This research examines whether certain combinations of interracial couples are perceived more negatively, and by whom. In particular, Social Dominance Theory and the Subordinate Male Target Hypothesis (Feng, Sidanius & Pratto, 1998) predict that males who are in a position of power in society hold especially negative views of interracial relationships involving ingroup women and subordinate outgroup men, as they challenge the societal hierarchy. This experiment investigated attitudes towards interracial couples, where the race (White or Asian) and gender composition of the couple were manipulated (e.g., White male/Asian female pairing). In addition, observer characteristics (gender, race, Social Dominance Orientation (SDO), etc.) were used as predictors of attitudes towards interracial

couples. Participants were presented a bogus couples rating task. While presented as actual campus couples, the pairings were randomized by race. Participants rated photos of the couple in terms of likability, compatibility, and made predictions on longevity. Ratings on each individual of the couple were also taken. Participants' own demographics (race and gender) were predictive of attitudes towards interracial couples, and SDO was also a significant moderator of the effect. Results were consistent with our hypothesis. Of all participants, White men reported the most negative feelings about interracial couples when an ingroup woman and outgroup man were paired together.

D177

INTERGROUP PERCEPTIONS AMONG JURORS: A SOCIAL RELATIONS APPROACH Adam Pearson¹, David Kenny²; ¹Yale University, ²University of Connecticut – Research on bias in legal decisions has often focused on group- and individual-level outcomes, with few studies examining interpersonal processes that may inform these decisions. The present research examined intergroup perceptions among jurors following a mock trial, using actual jurors who had been summoned for jury duty in Texas courts. White and Hispanic participants (n = 481) viewed a videotape of a mock burglary trial and were randomly assigned to six-member juries after reporting their initial verdicts. Following deliberations, jurors were asked to rate how similar, likeable, persuasive, and knowledgeable they perceived each of the other members of their jury. Based on prior research (e.g., Fiske et al. 2002), we expected that stereotypic biases would emerge such that males and White jurors would be rated higher on competence dimensions (persuasive, knowledgeable) than females and Hispanics respectively, and women would be rated as more likeable than men. Analyses using the Social Relations Model (Kenny & La Voie, 1984) revealed strong ingroup favoritism among jurors with shared pre-deliberation verdicts for all four traits, but little evidence of ingroup bias based on ethnicity or gender. However, as predicted, strong consensus in stereotypic judgments emerged: male jurors were rated as more persuasive and knowledgeable by both genders and Whites were rated as more likeable, persuasive, and knowledgeable by jurors of both ethnicities. Among those with shared initial verdicts, no gender biases were found. Implications of these findings for social influence processes in groups and intergroup bias in other real-world social contexts are considered.

D178

NOT ALL CONTRAST EFFECTS ARE CREATED EQUAL: THE EFFECT OF ON-LINE VERSUS MEMORY-BASED PROCESSING ON THE STRENGTH OF CONTRASTIVE JUDGMENTS Brittany Shoots-Reinhard¹, Derek Rucker², Richard Petty¹; ¹The Ohio State University, ²Northwestern University – Although much research on contrast has focused on when contrast will occur, there has been little research examining whether contrast effects that appear similar on the surface may differ in the underlying strength of the belief. In this research we examine whether equivalent levels of contrast may differ in certainty based on whether the contrast occurs during on-line versus memory-based processing. We hypothesized that judgments formed on-line would be associated with greater perceived elaboration (e.g., effort) and thus more certainty. To test our hypothesis, we conducted two experiments. In Experiment 1 we varied the order in which a target was compared to a context. We hypothesized that having the context available prior to the target would foster on-line contrast judgments, whereas having the context after the target would foster memory-based contrast judgments. Experiment 1 found that, although there were equivalent degrees of contrast between conditions, having the context first produced greater certainty in participants' judgments, and this certainty was mediated by differences in perceived elaboration. In Experiment 2, on-line versus memory-based processing was manipulated directly using instructions adapted from past research (Tormala & Petty, 2001). Results showed that participants had equivalent levels of contrast

in both the memory and on-line conditions; however, participants who contrasted on-line were more certain of their evaluation. Taken together, the present results suggest that although the amount of contrast stemming from on-line versus memory-based contrasts is the same, there can be important differences in the certainty underlying the resulting judgments.

D179

PERCEPTIONS OF ACHIEVEMENT: PRIVILEGING INNATE OVER ACQUIRED ABILITY Chia-Jung Tsay¹, Mahzarin Banaji¹; ¹Harvard University – Previous research has shown a “naturalness bias,” the tendency to favor innate over acquired talent. We conducted two experiments in which we tested whether musical ability is deemed more authentic when it is believed to result from innate ability rather than acquired skills that come with hard work and experience. In Experiment 1, musicians (N=111) read profiles of performers, one describing a performer who had achieved her level of performance through innate qualities and a second describing a performer who had achieved her level of performance through acquired conditions. Musicians rated the “innate” performer as more talented and more likely to succeed than the equally accomplished “acquired” performer, even after hearing audio clips attributed to each of the performers that were actually extracted from the same recording. Participants were also more willing to hire the innate performer, and only rated the acquired performer higher in the predicted ability to overcome adversity. In Experiment 2, participants (N=202) consisted of both musicians and non-musicians. Although participants again rated the innate performer as more talented, some of the innateness bias may be a function of musical expertise. Musicians were more likely to rate the innate performer as having more perceived underlying talent and more perceived performance capacity. Non-professionals were less likely to fall prey to the innateness bias. The naturalness bias may operate at an implicit level. The implications of these findings for understanding the naturalness bias, educational reform, and the interaction between expertise and judgment are discussed.

D180

THE MANNER OF EXPERIENCE AND BEHAVIORAL DECISION MAKING Koji Tsuchiya¹, Toshikazu Yoshida¹; ¹Graduate School of Educational and Human Development, Nagoya University – The present study aimed to clarify the relationship between the manner of experience and behavioral decision making. Numerous researches have identified the role of attitude based on direct experience as the powerful predictors of subsequent behaviors (e.g., Regan & Fazio, 1977). With respect to the behavioral decision making process, attitude objects have been considered as the alternatives, whereas the subsequent behaviors have been considered as the outcomes of the behavioral decision making. In the present study, a total of 66 participants took part in an experiment to examine the relationship between the manner of experience and the pattern of normative decision making in a comparison with subsequent behaviors. After having experienced five sets of puzzles, the participants were asked to complete them. The number of trials and the average time they spent to solve each puzzle between the two different manners of experience were observed. The manner of experience (direct/indirect) and the timing of exposure to the stimuli (pre/post) were manipulated. An ANOVA revealed that the participants showed more random patterned behavior under the indirect experience condition, compared to the direct experience condition. Only the participants who were given less information about the stimuli prior to the exposure showed random patterned behavior. The findings of the present study posit a new viewpoint in decision making process, suggesting the direct effects of information on behaviors. The features of information based on direct behavioral experience and implications for future researches were also discussed.

D181**FEELING THE PRESSURE: GENDER ROLE FLEXIBILITY IN MEN AND WOMEN**

Amanda M. Johnston¹, Jason R. Lanter¹, Amanda B. Diekman¹; ¹Miami University – A major way people fit in with others and society is by adopting consensual societal norms and roles. Role congruity theory (Eagly & Diekman, 2005) suggests that people are motivated to align with social roles and avoid misalignment. However, the social roles within society are not static. Research on dynamic stereotypes illustrates that as roles of groups are perceived to change in the future, group members are projected to possess different characteristics (Diekman & Eagly, 2000). Specifically, women are anticipated to increasingly acquire male-stereotypic traits, whereas men are projected to remain stable in their gender-stereotypic characteristics. In this research, we examined the relationship between gender role flexibility and existing external pressures that contribute to traditional social role alignment. Participants rated the positivity and negativity associated with men and women deviating from traditional career and family gender roles. Participants also reported the amount of pressure to align with traditional gender roles that comes from the self, others, and society. Both male and female participants reported role change as less likely for men than women, and they rated deviation from traditional gender roles significantly less positively and more negatively for men than women. In addition, participants reported that men experience more pressure to adhere to traditional roles from both the self and others (e.g., male friends, family, and society). This research suggests that the lack of change anticipated for the male role may result in part from the heightened pressure men face to fulfill traditional roles and to avoid nontraditional roles.

D182**MAKING A GOOD IMPRESSION: THE EFFECTS OF PERCEIVED IMPRESSION FORMATION STRATEGY ON IMPRESSION CERTAINTY**

Victoria DeSensi¹, Zakary Tormala²; ¹Indiana University, ²Stanford University – The logic of some impression formation models (e.g., Yzerbyt & Schadronek, 1996) is based upon a widely accepted norm that category-based judgments (i.e. impressions based on stereotypes) are less valid than target-based judgments (i.e. impressions based on individuating information). The present research was designed to investigate people's perceptions of the validity of how they form impressions of others and the consequences of such perceptions. We hypothesize that people will be more certain of their impressions when they perceive that their impression formation strategies are commonly shared. Two experiments were conducted to test the effects of people's perceptions of their impression formation strategies on their ratings of impression certainty. The first experiment was designed to explore what effect comparing one's own basis for their impression of a target individual to the basis of others has on impression certainty. In this study, participants were given a personality profile and a set of behavioral statements concerning a target individual. Participants were most certain of their impressions when they perceived that their impression formation strategy matched the strategy of others. In a second experiment, the effect of naïve theories of impression formation was also tested. In this study, participants received a manipulation of their naïve theories of impression formation strategies. Participants were most certain of their impressions when they perceived that their naïve theory of impression formation matched their actual impression formation strategy. These results expand current understandings of impression formation and incorporate a more metacognitive perspective into this domain.

D183**CONTEXT MATTERS: MEASURING SELF-OTHER OVERLAP**

Timothy I. Matthews¹, Sara D. Hodges¹; ¹University of Oregon – The current study investigated how different question formats may affect Inclusion of Other in Self (IOS) measures. The study compared Aron's original IOS

paper measure to a newly developed "dynamic" IOS scale displayed on a computer screen. Both measures used overlapping circles as a way for participants to express perceived overlap with another person, but the dynamic measure allowed participants to move the circle representing the self independently from the circle representing the other. Furthermore, the study looked at context effects on perceived overlap: It was hypothesized that if a person was asked to rate overlap with a mere acquaintance first, then subsequent ratings of overlap with a romantic partner would increase. College student participants (20 male and 40 female) were currently in a romantic relationship of six months or more. Results show that the new "dynamic" scale appears to tap the same construct as the original IOS (the two were highly correlated), but participants using the "dynamic" IOS moved the 'other' circle more than the 'self' circle, suggesting that people's representation of the close other "comes over" to the self, rather than their representation of the self moving toward the other. Also, as predicted, the study also indicated that perceived closeness of a romantic partner significantly increases when participants are asked to complete an IOS measure for an acquaintance first.

D184**OSTRACISM'S DISTRESS: IS RELATIONAL DEVALUATION NECESSARY?**

Jonathan P. Gerber¹, Kipling D. Williams², Ladd Wheeler¹; ¹Macquarie University, ²Purdue University – Considerable research has documented that individuals who are ostracized are distressed, although debate continues as to what are the necessary conditions for this effect. Despite seemingly innocuous ostracism episodes using Cyberball – an online ball tossing paradigm – research continues to demonstrate that the distress is felt even when participants can easily dismiss the ostracism episode as being unattributable to self or self-deficits. However, one lingering feature of the Cyberball paradigm that could account for the distress is what Leary (2005) refers to as "relational devaluation", a notion similar to gain/loss theory (Aronson & Linder, 1965). Typically, Cyberball ostracism involves one or two initial tosses to participants before they are excluded and ignored during the remainder of the game. This is equivalent to a loss game, where initial inclusion sets a level of relational value and ostracism then signals relational devaluation. To examine whether relational devaluation is necessary for ostracism to be felt as distressful, participants played Cyberball and were either included, or ostracized after receiving no throws, two throws, or ten throws. Two studies indicated that relational devaluation (i.e. experiencing a loss) is not a necessary condition for ostracism's distress, and that most distress is felt if people are ostracized without receiving any throws.

D185**MEN: BAD FOR YOUR SELF-ESTEEM?**

Elizabeth Cronson¹, Margaret Clark¹, Edward Lemay¹; ¹Yale University – Men tend to report less intimacy in their relationships than women, which may suggest that men provide less self-esteem support to their relationship partners. Hence, this research tested the hypothesis that self-esteem is inversely related to the number of men in one's social network. That is, those who associate with a large number of men should report lower self-esteem than those who associate with relatively fewer men. The current survey (N=70) found that the number of men in participants' family and friendship networks was significantly inversely related to participants' self-esteem. Moreover, participants who had a male supervisor reported lower self-esteem than participants who had a female supervisor. Results suggest that associating with a large number of males may reduce self-esteem.

D186**STIGMA ACKNOWLEDGMENT: A BENEFICIAL STRATEGY**

Jeffrey Goodman¹, Scott Eidelman¹, Alisa Makson¹, Ellen Newell¹; ¹University of Maine – Acknowledgment of a visible and uncontrollable stigma during social interaction may produce

more positive evaluations of stigmatized individuals (e.g., Hastorf, Wildfogel, & Cassman, 1979; Hebl & Kleck, 2002). Our research extends the understanding of stigma acknowledgment by considering both benefits and costs resulting from the use of acknowledgment by an individual with a physical disability. In the context of a study on "forming first impressions," participants were led to believe that they would interact with another student (in reality a non-present confederate). Prior to the supposed interaction, the participant and confederate exchanged personal information and a photograph that indicated the confederate was in a wheelchair. In addition, half of the participants also received acknowledgment information from the confederate including mention of his wheelchair, the cause of his disability (a birth defect), and an indication that he was comfortable talking about his stigma. Consistent with previous research, participants who received an acknowledgment expected to have more in common with the confederate, anticipated a more enjoyable interaction, and were more likely to look forward to it. However, these same participants also rated the confederate as less socially competent and reported feeling more guilt. These findings suggest that acknowledgment of a physical stigma can be an effective strategy for increasing comfort during social interaction, but at a cost to perceptions of the stigmatized person's competence.

D187
MEASURING THE AFFECTIVE, COGNITIVE, AND BEHAVIORAL COMPONENTS OF SEXUAL PREJUDICE *Jeremy D. Heider¹, Blaze J. Barrient¹, Dana A. Doyle¹, Staci A. Kelley¹,¹Stephen F. Austin State University* – Many measures of prejudice toward lesbians and gay men (e.g., the Attitudes Toward Lesbians and Gay Men Scale [ATLG]; Herek, 1988) primarily assess cognitions related to homosexuality, essentially rendering them measures of stereotyping rather than overall prejudice. The purpose of the present research was to develop the Sexual Prejudice Scale (SPS), a self-report scale measuring all three components of sexual prejudice: affect, cognition, and behavior. Responses to this 14-item Likert-style measure were obtained from a sample primarily consisting of psychology faculty and graduate students ($n = 70$) solicited through the SPSP e-mail listserv. Using Cronbach's alpha, high internal consistency was obtained for the overall SPS ($\alpha = .93$), the cognitive subscale ($\alpha = .91$), and the behavioral subscale ($\alpha = .84$). Convergent validity was established by correlating the SPS with the ATLG. Strong positive correlations indicated impressive convergent validity, both overall and by subscale (all p 's $< .001$). Discriminant validity was established by correlating the SPS with the Rosenberg Self-Esteem Scale (Rosenberg, 1965). A lack of significant correlations with self-esteem, both overall and by subscale, verified discriminant validity (smallest $p > .4$). Finally, an exploratory factor analysis indicated strong cognitive and behavioral factors, but no affective factor. Further development of the SPS will focus on: (a) administering the scale to a larger, more diverse sample; (b) establishing the reliability of the affective subscale, hopefully resulting in the emergence of a true affective factor; and (c) examining alternate forms of validity, such as predictive validity.

D188
DOES LOW SELF-CONTROL PREDICT SELF-HANDICAPPING? *Ahmet Uysal¹, C. Raymond Kneel¹,¹University of Houston* – It is known that self-handicapping is motivated by self-protection, self-enhancement, and self-presentation motives (Arkin & Oleson, 1998). On the other hand, indirect evidence suggests that self-handicapping can also occur as a result of self-control failure (Martin, Marsh, Williamson & Debus, 2003); however, this idea has not been investigated yet. Two studies examined the relation between self-control and self-handicapping. It was hypothesized that low self-control would predict more self-handicapping. In Study 1, participants ($N = 154$) completed questionnaire packets including measures of self-esteem, self-control, and trait self-handicapping. Regression analysis revealed that low self-control

predicted higher levels of trait self-handicapping, controlling for self-esteem and gender. Study 2 extended these findings by operationalizing self-handicapping differently. Instead of trait self-handicapping, claimed (self-reported) self-handicapping was measured as the dependent variable. Participants ($N = 56$) were given an opportunity to claim excuses that could potentially affect their test performance, by completing a checklist just before an exam. More excuses claimed by the participants indicated more claimed self-handicapping. The findings in Study 1 were replicated. Regression analysis showed that participants who were low in self-control claimed more excuses, controlling for self-esteem and gender. Moreover, it was hypothesized that low self-control would predict high trait self-handicapping, which in turn, would lead to claiming more excuses. Mediation analysis revealed that trait self-handicapping fully mediated the relation between self-control and claiming excuses. These findings tentatively suggest that self-handicapping not only results from self-protection, self-enhancement, and self-presentation motives but also it can be a result of self-control failure.

D189
IMPLICIT COPING RESPONSES TO RACISM PREDICT AFRICAN-AMERICANS' LEVEL OF PSYCHOLOGICAL DISTRESS *Ashley C. Myers¹, Tracie L. Stewart¹, Veronica J. Smith¹, Ioana M. Latu²,¹Georgia State University,²Georgia State University – African-Americans* experience racism at high rates in the U.S. (Brown, 2001). Furthermore, frequent experience of racism has been linked to psychological distress (Taylor & Turner, 2002). It has been suggested that coping responses to racism may moderate this relationship, with the most common coping responses posited to be confronting, avoiding, seeking social support, and isolating. The present study introduces a new implicit measure of African-Americans' coping responses to racism and examines the measure's ability to predict psychological distress. We adapted the Go/No-Go Association Task (Nosek & Banaji, 2001) to assess the relative degree to which African-Americans implicitly associate exposure to racial prejudice with each of the four established coping responses to racism listed above. Level of psychological distress was assessed with the Brief Symptom Inventory scales (Derogatis & Spencer, 1982): depression, anxiety, interpersonal sensitivity, and the general severity index. Explicit measures of coping were also administered and their association with clinical symptoms assessed. Explicit coping responses to racism were measured by the Coping Styles Scale (Smith & Stewart, 2004), and explicit general coping skills were assessed using the Brief Cope scale (Carver, Scheier, & Weintraub, 1989). Greater implicit association between racial prejudice and seeking social support was found to predict lower degrees of distress symptoms such as anxiety. However, neither explicit coping measure was found to predict psychological distress. These findings suggest that implicit measures can be used in assessing coping responses to racism and that they may, in fact, have greater predictive power than more traditional measures of coping.

D190
ARE WOMEN ALWAYS MORE INTERPERSONALLY SENSITIVE THAN MEN? *Judith Hall¹, Marianne Schmid Mast²,¹Northeastern University,²University of Neuchatel, Switzerland* – Although much research has found women to excel on tasks measuring interpersonal sensitivity, most of the tasks have measured accuracy in female-relevant domains such as emotion. Furthermore, the relative performance of men and women on interpersonal sensitivity tasks may vary with their motivational state. Two studies examined male- versus female-stereotypic content domain and male- versus female-relevant goal motivation as influences on sex differences in interpersonal sensitivity. Interpersonal sensitivity was defined as accurate recall of another person, for both female-stereotypic and male-stereotypic content domains. Motivational manipulations were included that were intended to influence men and women differently. Study 1 measured accuracy of recalling information in a written vignette

about a person, and Study 2 measured accuracy of recalling details about an interaction partner. Both studies supported hypotheses about domain specificity and gender-relevant motivation. However, even for male-stereotypic content and when the task was framed to favor men's motivation to perform well, men's accuracy never exceeded women's.

D191

VICARIOUS HYPOCRISY: THE USE OF ATTITUDE BOLSTERING TO REDUCE DISSONANCE AFTER EXPOSURE TO A HYPOCRITICAL INGROUP MEMBER *Nicholas C. Fernandez¹, Jeff Stone¹, Joel Cooper², Edward Cascio³, Michael Hogg⁴*; ¹The University of Arizona, ²Princeton University, ³University of Georgia, ⁴Claremont University – Three studies examined the hypothesis that exposure to a hypocritical group member would cause highly identified ingroup observers to experience vicarious dissonance. It was predicted that vicarious dissonance would motivate ingroup observers to restore the integrity of the ingroup by bolstering their attitudes and behavior toward the topic of the hypocritical ingroup member's advocacy. In one experiment, participants who moderately or highly identified with their university evaluated a recorded message on the importance of using sunscreen to reduce skin cancer. The speakers' identity was manipulated as either an ingroup (same university) or an outgroup member (rival university). Perceived hypocrisy was manipulated when the speaker admitted or did not admit previous failures to use sunscreen. The results showed that when exposed to a hypocritical ingroup member, highly identified ingroup observers reported more favorable attitudes compared to ingroup observers exposed to an out-group hypocrite or to an in-group member who only advocated sunscreen use. A second experiment replicated and extended this finding by showing that vicarious hypocrisy induced more attitude bolstering when the observers shared multiple identities with the ingroup target. In a third experiment, an affirmation of the threatened social identity significantly reduced the attitude bolstering effect observed in the previous studies. The discussion focuses on the vicarious dissonance arousal and reduction processes that occur when an ingroup member commits an act of hypocrisy.

D192

PARENTS' EMOTION RELATED BELIEFS AND EMOTION REGULATION ARE ASSOCIATED WITH ADOLESCENT COPING STRATEGIES *Pa Her¹, Tiffany Gray², Julie Dunsmore¹*; ¹Virginia Tech, ²George Washington – The ability to cope with stress has important health and risk behavior consequences. Although studies have identified sources of stress and maladaptive and adaptive consequences of coping, the question of how adolescents learn to cope has gone largely unexamined. Parents emotion related beliefs about children's emotion and emotion socialization behaviors are associated with children's socio-emotional outcomes, and may also have an influence on how adolescents cope with stressful situations. We investigated parents' emotion related beliefs, their self-reported emotion regulation, and their adolescents' coping strategies with 30 parents and their 7th and 8th grade children. Parents completed the Parents' Belief about Emotion (Halberstadt et al., 2001), and the Emotion Regulation questionnaire (Gross & John, 2000). Adolescents were interviewed about their coping strategies using the Adolescent Coping questionnaire (Patterson & McCubbin, 1987). We found that parents' belief about the danger of children's emotion was positively related to parents' own suppression of emotion. Simultaneous regressions revealed both, parent's belief in the value of children's emotion, and about the danger of children's emotion were independently contributing to adolescent's reported use of catharsis. Parent's who believe in the value of children's emotion was positively related to adolescents' reporting more externalizing coping strategies. Adolescents' use of family support during stressful situations was negatively related to parents who believed that emotions are manipulative. Finally, we found that parents' suppression of emotion was negatively associated

with the belief that emotions can be used in contempt and positively associated with the belief that children's emotion should be a private.

D193

UNABLE TO ADJUST: STRESS RESPONSE, PHYSIOLOGY, AND DUAL PROCESS REASONING *Karim Kassam¹, Katrina Koslov¹, Wendy Mendes¹*; ¹Harvard University – Anchoring and adjustment is a common mode of interaction of conscious and unconscious processing. We frequently make conscious adjustments to our beliefs, estimates and opinions based on information and social context. Our research investigates the relationship between stress, physiological indicators of stress response, and our ability to make those adjustments. We placed participants in a stressful situation and manipulating feedback to engender either challenge or threat stress responses. Participants then completed a number of trivia questions involving adjustment from self-generated anchors (e.g. What is the freezing point of vodka?). Adjustment from anchors on such questions has previously been shown to require conscious processing – participants generate intuitive answers they know to be incorrect but close to the right answer (e.g. 32 degF), and then serially adjust in the direction of the correct answer. We found that participants in the challenge condition made greater adjustments and were more accurate in their answers than participants in the threat condition. Physiological reactivity during the decision making tasks sheds further light on the physiological pathways through which decisions are influenced. We found robust negative correlations between amount of adjustment and respiratory sinus arrhythmia (RSA), which has been found to index parasympathetic activity. Typically, tasks that require intense focus and attention result in a decrease in RSA. Participants who showed increased RSA during the decision task made smaller adjustments and were therefore less accurate.

D194

BEING VOTED OFF THE ISLAND: SOCIAL INCLUSION AND EXCLUSION GOALS *Amy Strachman¹, Shelly Gable²*; ¹Institute for Prevention Research, University of Southern California, ²University of California, Santa Barbara – The television show Survivor depicts an avoidance-oriented scenario in which contestants fear being voted off the island (i.e., excluded from the group). Previous research has shown that approach and avoidance goals influence how we process social information and use this information in judgments and appraisals. The current study experimentally manipulated approach and avoidance goals for group formation, and examined how these motivational differences influenced the information used in the exclusion (and inclusion) voting decision. Small groups of participants were randomly assigned to either an approach condition in which they were asked to vote three people to continue in the game, or avoidance condition in which they were asked to vote one person out of the game. Results showed that participants in the avoidance condition excluded group members with more negative traits, whereas participants in the approach condition excluded group members with qualities reflecting an absence of positive traits. This study suggests that environmentally imposed approach and avoidance goals have a differential influence on the type of social information used during decision-making.

D195

DISSENT AS COOPERATION, AND CARRYING AS CARING: ASCH, GIBSON, AND VALUES *Bert Hodges¹, Daniel Norton²*; ¹Gordon College, ²McLean Hospital – Surprisingly, values were central to the scientific projects of Solomon Asch and James Gibson. Two lines of research illustrate the usefulness of a values-realizing approach to social perception and action (Hodges, 2007; Hodges & Baron, 1992). While inspired by Asch and Gibson, the studies also challenge them. First, we present experiments (Hodges & Lindhiem, 2006) exploring the rarely studied intersection of caring and carrying. Parents climbed across uneven steps, while carrying their child, or a bag of equally weighted

groceries or trash. Motion patterns (i.e., point-light films) of parents carrying children were rated as more careful by observers, although objects carried were invisible and unknown, and speed of walking was not a factor. Recent work (Hodges et al., 2007) has shown that differences in carefulness depend on ecosystem demands, not just the object carried, suggesting moral weight, like physical weight, is perceived in embodied actions. Second, Hodges and Geyer's (2006) values-pragmatics theory, which radically reinterprets Asch's famous social dilemma, is described, along with research supporting it. Using an inverted Asch-dilemma, Meagher et al. (2007) found that participants in a position of ignorance, who "should have conformed" to a correct consensus of better-positioned others, refused "shockingly often" to agree. This "inverse Asch effect," which occurred in three studies, supports Hodges and Geyer's claim that such dilemmas are morally and socially complex. Both sets of studies are used to highlight the crucial role of values and the pervasiveness of caring in the social ecology (Taylor, 2002).

D196

CHANGES IN ADULT ATTACHMENT OVER TIME: THE EFFECTS OF POSITIVE RELATIONSHIP BEHAVIORS Bethany Butzer¹, Lorne Campbell¹; ¹The University of Western Ontario – Most prior work on the links between life events and changes in attachment over time has focused on the association between negative life events and changes in attachment. The present research involves two studies that attempt to address this limitation. Based on the interpersonal goals of anxious and avoidant individuals (Fraley & Shaver, 2000), it was expected that changes in avoidance would be primarily linked with changes in one's own positive behaviors, while changes in anxiety would be primarily linked with changes in one's partner's positive behaviors. In Study 1, 99 undergraduate students who were involved in a romantic relationship for 3 months or longer completed measures of attachment and perceptions of positive partner behaviors at an initial testing session, and then again approximately 1 month later. The results revealed that participants who reported increases in their perceptions of their partners' positive behaviors reported decreases in their anxiety, while changes in perceptions of positive partner behaviors were not related to changes in avoidance. In Study 2, both members of 116 married couples completed measures of attachment and positive relationship behaviors at an initial testing session, and then again approximately 3 months later. The results showed that husbands whose wives reported increases in positive behaviors over time reported decreases in anxiety. In addition, when participants reported increases in their own positive behaviors over time they reported decreases in avoidance. The findings are discussed in terms of the importance of positive relationship behaviors in predicting changes in attachment over time.

D197

AN EXPERIMENTAL TEST OF THE EFFECTS OF LONG-TERM CONTACT ON INTERGROUP ANXIETY Natalie J. Shook¹, Russell H. Fazio²; ¹Virginia Commonwealth University, ²Ohio State University – Recent research has suggested that increased contact between members of different groups is associated with lower intergroup anxiety. The purpose of the present research was to test the causal relation in a long-term field experiment. Specifically, the goal was to examine what effect an interracial versus same-race roommate relationship had on intergroup anxiety. A natural field experiment was conducted by taking advantage of the fact that students are randomly assigned to their roommates if they do not specifically request a roommate. The housing system was also experiencing a housing crunch, so students could not easily change rooms. This allowed for an experimental test in a situation involving long-term, daily contact. Participants were White freshmen, randomly assigned to either a White or African-American roommate. Students participated in two sessions at the beginning and end of their first quarter on campus. During each session, roommate relationship and intergroup anxiety towards African-Americans were assessed. Participants in

interracial rooms generally evaluated their roommate relationships more negatively. However, they reported reduced intergroup anxiety. Students in interracial rooms, who developed relatively positive roommate relationships, reported relatively low intergroup anxiety at the end of the quarter, irrespective of initial racial attitudes. Among those who experienced a more negative roommate relationship, initial attitudes were strongly predictive of subsequent intergroup anxiety. Those with negative attitudes and negative relationships reported much more intergroup anxiety at the end of the quarter. The findings highlight the benefits of positive intergroup interactions to reduce intergroup anxiety.

D198

UNDERSTANDING STEREOTYPE LIFT: ON THE MODERATING ROLE OF SOCIAL SELF ACTIVATION David Marx¹; ¹San Diego State University – Stereotype lift (Walton & Cohen, 2003) occurs when non-targets perform better in a stereotype threat situation compared to a "neutral" situation. The boundary conditions of this effect, however, are not well understood. Accordingly, the present research focuses on one critical moderator of stereotype lift, namely activation of non-targets' social self in stereotype threat (i.e., diagnostic) situations. To do this, we varied the way in which the social self was activated (either directly or indirectly) to show that lift effects are stronger when activation of the social self is direct versus indirect. For some participants we activated the social self by having them circle group-based pronouns (indirect manipulation) or indicate their gender (direct manipulation) before taking a diagnostic math test. Remaining participants merely took a diagnostic or non-diagnostic math test without any activation of the social self. Results showed that simply describing the math test as diagnostic of ability did not lead to strong lift effects unless the social self was likewise activated (either indirectly or directly). Non-targets need more "pushing" to activate their social self in diagnostic testing situations because they are not threatened by negative stereotypes. For targets, in contrast, the test-diagnosticity manipulation was enough to cause stereotype threat because they needed less pushing to activate their social self and the associated negative group-based stereotype. In sum, these results highlight when and how lift occurs and thus provides insight into the factors contributing to the test performance difference between stereotyped and non-stereotyped targets.

D199

IMPACT OF SELF-CATEGORIZATION AND SOCIAL IDENTIFICATION ON APPRAISAL AND EMOTION Angela Maitner¹, Diane Mackie²; ¹University of Kent at Canterbury, ²University of California, Santa Barbara – Self-categorization and social identification play important roles in the way individuals perceive and interpret their environments. Intergroup emotions theory contends that when individuals are categorized as members of groups, they appraise and emotionally respond to events in line with the groups' outcomes to the extent that they identify with those groups. This research investigates how individuals experience and respond to information that impacts multiple self-categorizations. Participants were categorized as members of one of two groups, then read a proposal that had diverging implications for two self-categorizations. Participants then reported their appraisals and emotional responses to the proposal and were given an opportunity to sign a petition in support of the proposal. Results suggest that participants' appraisals and emotional responses varied as a function of self-categorization and social identification. Participants experienced events in line with the outcomes affecting their current self-categorization to the extent that they identified with their group. Likewise, participants were most likely to sign a petition in support of a proposal when the proposal had positive implications for their current self-categorization and they were highly identified with their group. Implications of shifting self-categorizations for intergroup relations are discussed.

Poster Session E

E1

WHEN SYSTEM JUSTIFICATION TRUMPS EGOISM: SOCIAL DOMINANCE ORIENTATION AND ETHNICITY SALIENCE IN DEPRESSED ENTITLEMENT

Matilde Pedrero¹, Rick Man-hin Cheung^{1,2}, Nicole Romeo¹, Christopher Wilker¹, Grace Mcfarlane¹, Curtis D. Hardin¹; ¹Brooklyn College, ²City University of New York – How do disadvantaged people cope with being overworked and underpaid? System justification theory (Jost and Banaji, 1994) implies that system justification motives lead people to justify their disadvantages to the extent that (a) they are low in social status, and (b) system justification motives trumps ego justification motives. We found direct support for both effects in two experiments. In Experiment 1, participants indicated how much they were underpaid at their current job (entitlement) either before or after completing an ethnicity identity scale (ethnicity salience manipulation). Although ethnicity salience increased entitlement among the advantaged (European Americans), it decreased entitlement among the disadvantaged (people of other ethnic backgrounds), thereby resonating with depressed-entitlement effects (e.g., Major, et al., 1984). Experiment 2 tested the idea that the identity-entitlement effect is moderated by individual differences in status quo investment, as implied by system justification theory. We collected data from foreign domestic helpers working in Hong Kong, and measured individual differences in system justification motives by the social dominance orientation (SDO) scale (Pratto et al., 1994). Among those high in SDO, ethnicity salience decreased entitlement, replicating Experiment 1. Among those low in SDO, however, ethnicity salience increased entitlement, suggesting that people uninvested in a status quo that marginalizes them can overcome system justification motives and accurately perceive themselves to be underpaid.

E2

DO GLASSES MAKE YOU MORE DATE-ABLE: GENDER DIFFERENCES IN MATING PREFERENCES

Rick Man-hin Cheung^{1,2}, Ahava Miller¹, Rachamin Cohen¹, Chaya Zidile¹, Adalida Hernandez¹, Curtis Hardin^{1,2}; ¹Brooklyn College, ²City University of New York – Men and women differ in the traits they look for in a mate. One account of gender differences explains mate preference by its evolutionary roots. According to sexual strategies theory, historically men and women confronted distinct problems in identifying the desirable mate, specifically problem of fertility for men and problem of resource for women. It is postulated that, to solve the respective adaptive problems, romantic desires have been evolved for attractive female targets among men and resourceful male targets among women (Buss & Schmitt, 1993). The hypothesis on gender differences in mating preferences is supported empirically (e.g., Buss, 1989). For most supporting evidence is based on self-reports, the present study examined behavioral intentions as a consequence of a subtle manipulation: the presence (or absence) of glasses. Individuals with glasses are presumed to be more intelligent but less attractive than individuals without glasses (Harris, et al., 1982). Thus, if the psychological mechanism on mating preferences is evolved as specified by sexual strategies theory, then it should manifest itself in behavioral intentions toward potential mates with (versus without) glasses. Female (41) and male (44) participants received photos of opposite-sexed targets, either with or without glasses. Whereas female participants exhibited stronger romantic desires toward males who did (versus did not) wear glasses, male participants exhibited stronger romantic desires toward females who did not (versus did) wear

glasses. Findings correspond to the evolutionary account of mate preference, and show that a seemingly small manipulations can moderate people's intention to date.

E3

EFFECT OF SOCIAL SUPPORT AND INHIBITION ON MENTAL HEALTH OF JAPANESE DISASTER WORKERS

Miho Hatanaka¹, Yutaka Matsui²; ¹Rissho University, ²University of Tsukuba – The effect of disasters on primary victims has been demonstrated in previous works (e.g. Litz, 2004). More recently it has been noted that disaster workers, such as firefighters and policemen, who are exposed to traumatic emergency situations may be at risk for mental health problems (Raphael & Wilson, 2000). Therefore, mental health problems among firefighters and factors contributing to them were investigated by focusing on social support and the tendency to inhibit self-disclosure, both of which are known to be important factors in mental health. The General Health Questionnaire (GHQ), and measures of social support from family, colleagues, and friends, as well as the Inhibitory Disclosure Attitude Scale were administered to 1,914 professional firefighters in Japan in a random sample national survey. To examine the effects of social support and inhibition on mental health, two-factor analyses of variance (ANOVA) were conducted on the GHQ scores with social support from each resource (High/Low) and inhibition (High/Low) as the independent variables. Results showed a significant interaction between support from family and inhibition of self-disclosure, suggesting that inhibition caused a deterioration of mental health when firefighters lacked social support from the family. Moreover, a main effect of support from colleagues was found, suggesting that social support from colleagues promotes mental health. These results indicate that social support from family and colleagues is important for maintaining the mental health of firefighters. Moreover, support from the family is especially important for people who are reluctant to disclose traumatic experiences.

E4

INFRAHUMANIZATION IN MINIMAL GROUP PARADIGM

Patricia Slauvuta¹, Bernhard Leidner¹, Emanuele Castano¹; ¹New School for Social Research – Examining infrahumanization as a subtle way of dehumanization in terms of seeing members of an outgroup as less human-like than the ingroup, two experiments investigated whether this division appears in artificially construed groups (minimal groups). Using the Klee-Kandinsky paradigm, in two online experiments participants chose paintings from three pairs of modern Russian art. Being randomly assigned to one of six possible groups the participants were made to believe that they were in a certain group based on their aesthetic choices. That way an artificial ingroup and five outgroups were created. Participants were asked to ascribe emotions (experiment one) or personality traits (experiment two) to members of the newly created ingroup and the most extreme outgroup that had made exactly the opposite aesthetic choices. An open-ended question about the perception of members of the ingroup and the relevant outgroup was asked along with questions about the perception of both groups. The infrahumanization effect was obtained in both experiments. More secondary emotions and more personality traits related to human nature were ascribed to members of the ingroup as compared with the relevant outgroup. These results demonstrate that seeing outgroupers as less human not only takes place in intergroup conflict or competitive

situations but also in artificially construed groups based on arbitrary criteria. We conclude that inhumanization is rooted in everyday perception and a natural division of the social world in "us" and "them". The relationship between the two concepts of inhumanization (human uniqueness, human nature) is discussed.

E5

WHO CAN IMPROVE? HOW PERCEIVED POTENTIAL FOR INTELLECTUAL GROWTH IS DICTATED BY A TARGET'S RACE *Cynthia Levine¹, Carol Dweck¹, Jennifer Eberhardt¹; ¹Stanford University* – Over three quarters of college freshman nationwide report that the chance to learn more about topics of interest contributes to their desire to attend college (Pryor, et al., 2005), but all students may not receive the same support as they explore these interests. If a student is passionate about a subject but has not yet earned high scores or grades in this discipline, the confidence that others have in this student's aptitude or potential to develop his or her ability could differ depending upon the student's race. Participants read information about a college student (Black or White) whose previous performance revealed strong academic ability in one subject but weaker ability in another. However, this student explained that he was more interested in the weaker of the two subjects and had decided that he wanted to pursue this new interest. People predicted that the White student's ability in this new area of interest would increase more than the Black student's ability in the same area would. For the Black, but not the White student, there remained a significant difference between the predicted grades in his areas of ability and interest even by senior year. The Black student's ability was seen as fixed, while the White student's was predicted to change over time as a function of his interests. Thus, even if students enter college with the same goals of exploring new subjects, White students may receive support to grow in ways that Black students are not predicted to develop.

E6

INDIVIDUAL DIFFERENCES IN THE NEURAL CORRELATES OF MALADAPTIVE COMPARED TO ADAPTIVE RISK-TAKING BEHAVIOR *Hani Freeman¹, Jennifer Beer¹; ¹University of Texas at Austin* – Risk taking involves any behavior where the degree of loss in the outcome is unknown. An adaptive risk is one in which the risk is necessary in order to avoid a negative outcome. In contrast, a maladaptive risk is one in which there is a reasonable chance of a negative outcome including permanent disability or death. People who take lots of maladaptive risks tend to engage in risky behaviors, such as high speed driving, smoking, heavy drinking, promiscuity, and extreme sports. Although several fMRI studies have looked at brain activation for safe (adaptive) compared to risky (maladaptive) gambles, this idea has not been applied to other domains of risk-taking behavior such as social or health and safety. In this event-related fMRI study we presented adaptive and maladaptive risk-taking scenarios, across different domains of risk-taking, to people who ranked high or low on impulsive sensation-seeking and asked them to rate how likely they would be to take the risk presented. Preliminary results, with 3 participants who ranked low to mid-range on impulsive sensation-seeking, revealed that there was significantly more activation in the amygdala and insula in the maladaptive compared to the adaptive risk-taking condition. Further data collection on both people who rank high and low on impulsive sensation-seeking, will reveal if differences in patterns of brain activation for maladaptive compared to adaptive risks, exist between the two groups. The overall goal will be to determine if there is a functional difference between adaptive and maladaptive risk taking behavior in the brain.

E7

IN-GROUP ATHLETIC SUCCESS LEADS TO POSITIVE RESPONSES DURING A SUBSEQUENT INDIVIDUAL TASK, EXCEPT WHEN INTERRUPTED BY SELF-REFLECTION *Mark Seery^{1,2}, Max Weisbuch³, Brooke Vick⁴, Jim Blascovich⁵; ¹University at Buffalo, ²The State University of New York, ³Tufts University, ⁴Whitman College, ⁵University of California, Santa Barbara* – One implication of social identity theory is that individuals can be affected by outcomes experienced by other members of their in-group. For example, college basketball fans reported higher expectations for their own performance on several tasks after watching their favorite team win versus lose (Hirt, Zillmann, Erickson, & Kennedy, 1992). However, it remains unclear if such effects (1) occur spontaneously, without being prompted to self-reflect and (2) persist once actual performance of the task has begun. The biopsychosocial model of challenge and threat (Blascovich & Tomaka, 1996) provides a way to address these issues with the use of physiological measures. The model holds that evaluations of situational demands and personal resources determine to what extent a positive (challenge) versus negative (threat) motivational state is experienced during active task performance; these motivational states can then be indexed on-line by cardiovascular responses, requiring no self-reflection from participants. We recruited American participants who were highly patriotic and presented them with one of three videotapes of Olympic swimming races: Americans winning, Americans losing, or no Americans competing. After viewing the tape, participants completed an individual word-finding task, during which cardiovascular responses were recorded. Consistent with predictions, we found that participants exhibited greater challenge after watching Americans win versus lose. However, this difference disappeared when participants self-reflected by completing self-esteem and mood scales before the task. These findings have implications for social identity theory, the range of possible influences on active performance processes, and the unintended consequences of completing questionnaires in experiments.

E8

EFFECTS OF TRANSITIVE-INTRANSITIVE VERBS ON CAUSAL EXPLANATIONS *Sayaka Suga¹, Minoru Karasawa²; ¹Kobe University, ²Nagoya University* – Previous studies have revealed that in communication, predicates used in questions affect psychological processes of the answerers, particularly their causal attributions and dispositional inferences. In the present study, we proposed that the transitivity of verbs used in a question be a crucial determinant of causal explanations provided by the answerer. Japanese undergraduate students were presented with scenarios, each describing a conversation of two individuals. One of the protagonists referred to an event that he/she had caused inconvenience to his/her friend (e.g., "I found the camera out of order after a while I was borrowing it from my friend"). The second protagonist asked for an explanation, either in a transitive ("Why did [you] break the camera?") or in an intransitive form ("Why did [the camera] broke?"). It should be emphasized that these sentences were void of the subject, which is allowed by the Japanese grammar. Participants were asked to provide likely answers, either taking the answerer's viewpoint (i.e., the actor condition) or from a third-party perspective (the observer condition). Content analyses of the open-ended answers revealed that explanations suggesting internal causality were especially prevalent when the question was framed by an intransitive rather than a transitive verb. Also, denials of internal causality were often found in response to the transitive questions, suggesting a psychological reactance. Potentially significant roles of predicate transitivity in the questions-answers context, especially in domains such as legal interrogations, are discussed.

E9

EXPLORING THE LINK BETWEEN MEDIA USE AND ATTITUDES TOWARD MARIJUANA

Jacob Depue¹, Clelia Anna Mannino¹, Marco Yzer¹, Alex Rothman¹, Brad Lippmann¹; ¹University of Minnesota

Information in the media has been proposed to be an important source for people's attitudes towards marijuana use. However, studies typically do not go beyond correlating marijuana attitudes with frequency of non-specific media use. Thus, although the persuasion literature consistently argues that media information matters in attitude formation, little is understood about those effects. The present study compares marijuana users and non-users in an undergraduate sample (N=116). We hypothesize more positive marijuana attitudes among users than non-users, and seek to explain these differences by testing for differences in perceptions of marijuana content and information present in media vehicles. Specifically, we assessed how often our sample used over 40 different media vehicles, how often they had seen marijuana content in those media, whether the content spoke negatively or positively to marijuana, and if the content was useful for them. As expected, users held more favorable attitudes toward marijuana than non-users. Importantly, users and non-users did not differ in the media they used, but did differ in perceptions of marijuana content. Users reported seeing marijuana content in the media more frequently, and thought that the content was more favorable towards marijuana and more useful to them. An interesting picture emerges. First, both marijuana users and non-users may seek out information selectively to match their usage status. Second, being exposed to marijuana content might inform how people think and feel about marijuana. These results clearly begin to unravel the relationship between marijuana information in the media and marijuana attitudes.

E10

PERCEIVED BEHAVIORAL CONTROL: THEORETICAL CONCEPTUALIZATIONS AND EFFICACY IN PREDICTING CONDOM USE

Allecia Reid¹, Leona Aiken¹; ¹Arizona State University – The theory of planned behavior (TPB; Ajzen & Madden, 1986) has received much attention and is generally considered successful as a means for predicting health behaviors, including condom use (Albarracin, Johnson, Fishbein, & Muellerleile, 2001). However, the perceived behavioral control (PBC) construct, has been scrutinized in terms of its theoretical conceptualization. While some have described PBC as the frequency with which or perceived likelihood that a barrier to performing a behavior will be present (model 1), Ajzen (2002) has contended that the construct may be best conceptualized as a combination of both one's efficacy for carrying out the behavior and perceived control over the behavior (model 2). The efficacy of these two conceptualizations of PBC for predicting condom use was compared in a sample of 316 undergraduate females using structural equation modeling. Participants completed questionnaires in which they provided beliefs related to the TPB's constructs, including the two conceptualizations of PBC. Two structural equation models were estimated and compared. Fit indices revealed that model 1 achieved a poorer degree of fit than did model 2 (CFI= .84; .89; RMSEA= .14; .09, respectively). Moreover, PBC failed to predict condom use intentions in model 1, but was successful in model 2. Finally, model 2 accounted for more variance in condom use than did model 1 (36% vs. 22%). The models examined support the contention that PBC is perhaps best characterized as a combination of both control over and efficacy for carrying out a behavior. Additional implications are discussed.

E11

DO POSITIVE MOODS MAKE PEOPLE FEEL MORE SOCIAL?

Deanna C. Whelan¹, John M. Zelenski¹; ¹Carleton University – The broaden-and-build theory (Fredrickson, 1998) suggests that positive emotions serve to build social resources. To empirically test this idea, we assessed trait extraversion (as a control) and then randomly assigned subjects to positive and negative mood conditions in two similar studies (N = 28 and

N = 46). Both studies used emotional film clips, and study 2 corrected a potential confound of film length with valence. Following the films, participants rated their mood and level of current sociability (e.g., talkative, assertive, withdrawn). Analysis of positive and negative affect scores confirmed the films induced the appropriate moods ($p < .05$ for all analyses). Participants in the positive mood condition reported feeling more social than those in the negative mood condition ($t(26) = 2.77, p < .01$ and $t(44) = 2.22, p < .05$). To control for trait extraversion (dispositional positive affect and sociability) we conducted regression analyses with trait extraversion in step one and mood condition in step two. Trait extraversion predicted state sociability ($\beta = .40, p < .05$ for study 1 and $\beta = .33, p < .05$ for study 2), yet positive moods still significantly increased state sociability in step 2, even after controlling for extraversion (R2 change = .26, $p < .01$, study 1; R2 change = .11, $p < .05$, study 2). These studies corroborate the idea that positive moods serve to build social resources. At a dispositional level, extraverts' sociability may stem from their frequent positive affect.

E12

MOMMA'S BOYS OR DADDY'S GIRLS: THE DIFFERENCE BETWEEN THE INFLUENCE OF MOTHER APPROVAL AND FATHER APPROVAL AMONGST SONS' AND DAUGHTERS' ROMANTIC RELATIONSHIPS.

J. Ryan Catlin¹, H. Colleen Sinclair¹; ¹Mississippi State University

– Contrary to the Romeo & Juliet effect, the majority of social network literature has come to show that the greater the parental support for a child's romantic relationship, the better off the romantic relationship. Increasingly, however, social network researchers have highlighted the importance of examining different sources within the network (e.g. Milardo & Helms-Erikson, 1999). In this study, we compared approval from within the parental network by examining mother and father opinion separately. There is little empirical data contrasting the two sources. However, developmental literature highlights that children are often closer to their mother. As such, maternal opinion may be more strongly related to romantic relationship quality. Although, it may be that it depends upon the gender of the child. To examine these possibilities, 331 participants completed a survey about the quality of a current romantic relationship (i.e. passion, commitment and intimacy), the degree of parental approval they experienced from both mothers and fathers, and closeness to each parent. Multiple regressions were used to predict relationship quality. Overall, parental approval explained more variance for men's ($R^2 = .19-.25$) relationship quality than for women's ($R^2 = .09-.11$). Father approval was positively related to the passion in men's relationships, but mother approval was more positively predictive of relationship intimacy and commitment. Only mother's opinion proved a significant positive predictor for daughters, and only for intimacy and commitment. There were no significant interactions. Sons and daughters both reported being closer to their mothers. Implications for social network and developmental literature will be discussed.

E13

IMMIGRATION AND THE SEGREGATED SELF

Kerra Bui¹, Valerie Purdie-Vaughns¹; ¹Yale University

– Cognitive schemas about aspects of the self guide individuals' behavior and thinking about the self. Immigrants' cultural schemas include an ethnic cultural schema and an American cultural schema. The current research examines the degree to which these American and ethnic cultural schemas are distinct and compartmentalized, as opposed to integrated into one schema. Past research on relationships and stigma has shown that individuals compartmentalize negative information as well as devalued aspects of the self, but integrate positive information and generalize this information to other self-domains. Thus, we hypothesized that Asians who perceive high bias against their ethnic culture would exhibit greater compartmentalization of their two cultural schemas, compared to those who perceive low bias. In a laboratory study, Asian students at an

American university completed a timed computer task in which they classified personality traits into categories representing their two cultural schemas: American and ethnic. Results supported our hypothesis: students who perceived high bias against their ethnic culture compartmentalized to a greater extent than students who perceived low bias, as indicated by faster response times. Results further show that compartmentalization was associated with strong ethnic identity, presumably because those with strong ethnic identity may have felt that their two cultures were not compatible. Future studies will examine the moderating effect of acculturation on compartmentalization and interest in ethnic politics. Research on compartmentalization has important implications for immigrant stress, civic engagement, and political behavior.

E14

MODERN PREJUDICE AND THE DEVELOPMENT OF THE STEPHEN F. AUSTIN AGEISM QUESTIONNAIRE Alex De Nadai¹, Marcy Rhodes¹, Daniel Taylor¹, Jeremy D. Heider¹; ¹Stephen F. Austin State University – Racial and gender prejudice often garner much attention, but one understudied phenomenon involves prejudice towards the elderly (Montepare & Zebrowitz, 1998; Pasupathi et al., 1995), sometimes referred to as “ageism” (Butler, 1969). However, prejudice often does not take the stereotypical form of overt hatred. Rather, the concept of “modern prejudice” (McConahay, 1986), which takes on a more subtle, but still harmful form, may be more applicable in this domain. We developed the Stephen F. Austin Ageism Questionnaire (SAQ), with the goal of measuring modern expressions of ageism. The SAQ also aims to measure the affective, behavioral, and cognitive components of prejudice, whereas many similar measures focus solely on the cognitive domain. Responses were obtained from 65 psychology faculty and graduate students recruited via the SPSP e-mail listserv. Internal consistency as assessed by Cronbach’s alpha was only modest ($\alpha = .69$), but the SAQ did exhibit both convergent and discriminant validity. Convergent validity was established by a significant correlation with the Older Adult Questionnaire (OAQ; Soliz & Harwood, 2003). Discriminant validity was established by a nonsignificant correlation between the SAQ and the Rosenberg Self-Esteem Scale (Rosenberg, 1965). Finally, a factor analysis indicated a three-factor model, with the factors involving interactions with the elderly in social situations, participation in activities with the elderly, and perceived inefficacy in elderly workers. Further research will investigate improving the reliability of the SAQ, refining its factor structure, and further establishing its convergent and discriminant validity.

E15

RETRIEVAL-INDUCED FORGETTING IN AMBIVALENT STEREOTYPES Kenji Hanita¹, Koji Murata¹; ¹Hitotsubashi University – Previous research on retrieval-induced forgetting in social cognition has demonstrated that the retrieval of the target’s traits can promote memory for those traits and, counter-intuitively, inhibit memory for other traits related to that person. Meanwhile, a model of stereotype content has suggested that most of the stereotypes consist of two primary dimensions (competence and warmth), which are generally in compensatory relationship. Taking these findings into consideration, we examined whether the retrieval of stereotypic traits related to one of the dimensions could inhibit those related to the other dimension. Participants learned about two female targets who were introduced as career woman or homemaker, and then practiced retrieving a half of traits of either target which were related to competence or warmth. Finally, participants were asked to recall as many traits as possible that were presented at the first learning phase. As expected, when participants practiced competence-related stereotypic traits, they showed enhanced memory for those traits and inhibited memory for warmth-related stereotypic traits associated with the same person, and vice versa. This tendency was obtained independently of stereotype contents which were expected for the target

to hold. These results indicate that focusing on one aspect of stereotypes can yield inhibition of the other side of stereotypes of the same group without one’s conscious effort. We discussed the possibility that such inhibitory effect might strengthen stereotyped impressions and, as a consequence, lead to stereotype maintenance.

E16

TESTING THE CONTROVERSY: AN EMPIRICAL EXAMINATION OF ADAPTATIONISTS’ POLITICAL ATTITUDES Joshua Tybur¹, Geoffrey Miller¹, Steven Gangestad¹; ¹University of New Mexico – Adaptationist approaches to the study of human behavior have been criticized for several reasons, one of which involves the perception that adaptationists are right-wing political advocates attempting to use their research to legitimize their political views. Adaptationists have vigorously argued that this is not the case. We report the first quantitative test of adaptationist psychologists’ political attitudes and attitudes toward scientific methods based on an online survey of 168 U.S. psychology Ph.D. students, 31 of whom self-identified as adaptationists and 137 others who identified with a nonadaptationist metatheory. Results indicate that adaptationists are much less politically conservative than typical U.S. citizens and no more politically conservative than nonadaptationist graduate students. Also, contrary to the stereotype that adaptationists endorse weak methodology, adaptationists endorsed rigorous, progressive, and quantitative scientific methods in the study of human behavior. Implications for the utility and perception of adaptationism are discussed.

E17

FORGIVENESS AND POSITIVE OUTCOMES: DEVELOPMENT AND VALIDATION OF A MEASURE OF FORGIVENESS REASONING Cherisse L. Seaton¹, Sherry L. Beaumont¹; ¹University of Northern British Columbia – Forgiveness is a coping strategy linked to well-being; however, positive outcomes associated with forgiveness have been found to be contingent on the reasons for forgiving. This research was designed to add to the literature on forgiveness by developing a self-report inventory of forgiveness reasoning. Ten items (answered on a 5-point Likert scale) of forgiveness reasoning were adapted from Huang and Enright’s (2000) six levels of forgiveness development. A sample of 185 (74% women) undergraduates completed the newly created Forgiveness Reasoning Scale as well as other self-report measures of dispositional forgiveness, transgression-specific forgiveness (revenge, avoidance and benevolence), resilience, positive growth, and general life distress. Factor analysis of the new forgiveness measure revealed two factors that were not significantly correlated: socio-emotional forgiveness (six items; $\alpha = .75$) and restitution/compensational forgiveness (three items; $\alpha = .56$). The socio-emotional factor was positively correlated with dispositional and benevolence forgiveness and negatively correlated with revenge and avoidance forgiveness ($r = .29, .41, -.30, -.27$, respectively). Opposite patterns were revealed for the restitution/compensational factor ($r = -.46, -.21, .42, .20$, respectively). With regard to positive well-being outcomes, socio-emotional forgiveness reasoning was positively related to resilience ($r = .39$) and positive growth ($r = .20$), whereas restitution/compensation forgiveness reasoning was negatively related to resilience ($r = -.26$) and positive growth ($r = -.44$) and positively related to life distress ($r = .17$). These preliminary results provide support for the reliability and construct validity of the Forgiveness Reasoning Scale, as well as for its ability to predict positive outcomes.

E18

CHALLENGING DISCRIMINATION: PHYSIOLOGICAL THREAT AND CHALLENGE RESPONSES DURING THE EXPERIENCE AND CONFRONTATION OF BLATANT AND AVERSIVE SEXISM Sezgin Cihangir¹, Daan Scheepers¹, Manuela Barreto¹, Naomi Ellemers²; ¹Leiden University, ²University Leiden – Prior research revealed that when a minority member is rejected by a majority member this leads to a

physiological threat response when the basis for the rejection is either ambiguous (attributional ambiguity) or clear (blatantly discriminatory). In the current research we also examined an intermittent form of rejection where discrimination clearly plays a role, but is based more on in-group favoritism (i.e., “aversive sexism”) than on negative attitudes towards the out-group. We assessed physiological threat and challenge responses to three types of rejection (blatant, aversive, and control). In addition, we assessed these responses when the target directly confronted and responded to the majority-group members who had rejected them. Although all three forms of rejection yielded an immediate physiological threat response (moderate cardiac performance, high vascular resistance) for those in the “aversive sexist” condition this threat turned into a challenge response (high cardiac performance, low vascular resistance) during the confrontation phase. Furthermore, self-report measures revealed that participants in the aversive sexism condition identified more with their disadvantaged group, and were more likely to engage in problem focused coping than participants in the blatant and control conditions. In other words, although different types of group-based rejection all yield an initial threat response, the milder forms of rejection that are characterized by ingroup favoritism (i.e., aversive sexism) lead to more active and functional coping responses, at least on the short term.

E19

NEGATIVE AFFECT ASSOCIATED WITH BLUNTED NEUROENDOCRINE RESPONSES TO STRESS *Kathryn Brooks¹, Theodore Robles¹; ¹University of California, Los Angeles* – The harmful health consequences of negative affect are well documented (Kiecolt-Glaser et al., 2002), but the pathways by which emotional experience is translated into health outcomes remain unclear. The frequent experience of negative affect may influence health by altering neuroendocrine responses to stress. Clinically depressed individuals show blunted hypothalamic-pituitary-adrenal (HPA) responding to psychosocial stressors (Burke et al., 2005), but the extent to which negative affect is associated with HPA alterations in healthy individuals has not been addressed. The goal of the present study was to investigate whether negative affect reported over the previous week was associated with HPA response to an acute psychosocial stressor. Twenty-five healthy adult men completed the Trier Social Stress Task and salivary cortisol was measured before, during, and after the task. Negative affect over the previous week was assessed using the Mood and Anxiety Symptom Questionnaire. Individuals reporting higher levels of negative affect over the previous week – specifically, more depressive symptoms and anxious arousal – had smaller cortisol responses. These effects were not mediated by the perceived stressfulness of the task or general stress ratings. Results demonstrate that in a healthy population, negative affect is associated with blunted neuroendocrine responses to psychosocial stress.

E20

ONCE BITTEN, TWICE SHY? AFFILIATION WITH INGROUP AND OUTGROUP MEMBERS FOLLOWING SOCIAL REJECTION *Fionnuala A. Butler¹, Cynthia L. Pickett¹; ¹University of California, Davis* – Following social rejection, individuals seem to respond either prosocially or antisocially. Despite such paradoxical responses, the resolution to this divergence illustrated in the literature remains enigmatic. Recent studies which demonstrate this have found that rejected individuals experience emotional numbing following a rejection, showing a lack of empathy for another’s pain (DeWall & Baumeister, 2006), yet conversely, socially rejected individuals seek to form new social connections following a rejection (Maner, DeWall, Baumeister, & Schaller, 2007). We were interested in determining the role that ingroup versus outgroup membership plays in ascertaining who individuals will seek to reconnect with following rejection and whether this impacts empathic responding. To examine this, participants were randomly assigned to a rejection, acceptance, or control reliving task. Following this task, they read an essay detailing a painful injury ostensibly written by an anonymous

student who was either an ingroup or outgroup member. Participants then indicated how much empathy they felt towards this target and answered questions assessing affiliative tendencies. Results demonstrated that rejected participants showed significantly greater empathy towards the outgroup target than the ingroup target. In addition, rejected participants were both more likely to perceive the target as wanting to be their friend and more likely to presume that they would get along with the target, especially when the target was an outgroup member. Taken together, this work suggests that socially rejected individuals do indeed empathize with others, particularly when situational cues (e.g., the target’s group membership) indicate that the person might be a safe social connection.

E21

APPROACH-AVOIDANCE MOTIVATIONS AND INFORMATION PROCESSING: CROSS-CULTURAL ANALYSIS *Kengo Kamaya¹, Takeshi Hamamura², Steven Heine², Izumi Hori², Zita Meijer³; ¹Hokkaido University, ²University of British Columbia, ³Amsterdam, Netherlands* – Approach and avoidance motivations are fundamental to the study of human behavior. Prior research indicated that cultures differ in approach and avoidance motivations. North Americans tend to be relatively more approach oriented and are motivated more by desirable end states, whereas East Asians tend to be relatively more avoidance oriented and are motivated more by avoidance of undesirable end states. The current research explores the cognitive implications of this cultural difference. To the extent that North Americans are approach oriented, information framed in approach term (i.e., information mentioning presence or absence of positive characteristics) should be highlighted more in their information processing whereas avoidance oriented information (i.e., information pertaining to presence or absence of negative characteristics) should be highlighted more for East Asians due to their predominant avoidance focus. We conducted three studies to examine this hypothesis. In Study 1 and 2, Japanese and North American participants were asked to remember and recall a list of information, framed either in approach or avoidance term. A predicted interaction between culture and information framing on memory recall was found in both of these studies. In study 3, we analyzed consumer book reviews posted on American and Japanese on-line bookstore (Amazon). We found that among reviews that were rated helpful, approach focused contents were more prevalent in American reviews compared to Japanese reviews in which avoidance focused contents were more prevalent. Findings from the current research suggest that cultural differences in approach and avoidance motivations have profound implications on cognitive processes.

E22

USING A BUG-EXTERMINATION PARADIGM TO EXAMINE THE ROLE OF VULNERABILITY-RELATED FEELINGS IN A TENDENCY FOR KILLING TO FUEL KILLING *Andy Martens¹, Spee Kosloff², Jeff Greenberg², Jeff Schimel³, Angelika Seidel⁴; ¹University of Canterbury, ²University of Arizona, ³University of Alberta, ⁴Brooklyn College* – Killing seems to fuel further killing, even in the absence of retaliation. To examine contributing factors to this phenomenon we draw from a number of researchers (e.g., Lifton, 1986; Darley, 1992; McNair, 2005) and theorize that initial killing leads to feelings of vulnerability or threat in the perpetrator (perhaps both by undermining the perpetrator’s sense of self-integrity and making apparent his/her physical vulnerability), but that subsequent killing can defend against these feelings of vulnerability by helping to justify the initial killing and by demonstrating more forcefully one’s power. To test this theorizing, in two studies we employed a bug-killing paradigm (Martens et al., in press) in which we measured the number of small bugs people dropped into an extermination grinder, one by one, during a self-paced 20-second extermination task (though unbeknownst to participants no bugs were actually killed). Prior to this task, participants either did or did not engage in an initial killing. Just after the self-paced killing we obtained

two measures related to feelings of vulnerability—a measure of optimistic bias (Study 1) and a measure of disgust (Study 2). Replicating previous similar studies, people led to kill initially went on to kill more in the self-paced extermination task. In addition, people who killed more bugs during the self-paced extermination task expressed more optimism and less disgust afterwards, but only if they'd already engaged in an initial killing. This suggested that killing begets killing as a means to defend against vulnerability-related feelings that initial killing instigates.

E23

AFRICAN AMERICANS, ASIAN AMERICANS, AND THE ONE-DROP RULE *Arnold K. Ho¹; ¹Harvard University*—In arguing that Asian Americans will readily assimilate to American culture, social scientists note the relatively high rate of intermarriage between Asian Americans and Whites. However, since Asian American females intermarry at a higher rate, intermarriage may not be a good index of assimilation for Asian Americans in general, unless children born to mixed Asian American-White couples are perceived as either “mixed” or White, rather than as part of the minority group. Historically, the “one drop” rule has been used to categorize individuals with any known African American ancestry as Black, for both legal and social purposes. The present study examines whether such a rule applies to individuals with part-Asian American ancestry, as well as to Blacks, and examines whether target gender is a factor. Participants were shown family trees in which mixed-race male or female targets were either ¼, ½, or ¾ Asian American or Black, and asked to indicate whether they believed the target was White, minority, or mixed. Results indicate that participants apply a one-drop rule to targets of part-Asian American and African American descent, though this rule was significantly stronger for part-Black targets. Target sex did not emerge as an important factor. The presence of a one-drop rule in these data suggest that intermarriage with Whites cannot be used as a sign that Asian Americans will readily assimilate to American culture, while the relative strength of the rule as applied to mixed-Asian Americans and Blacks confirm previous findings of an American racial status hierarchy.

E24

ON CYNICS AND SUCKERS: HOW AVERSION TO FEELING EXPLOITED INFLUENCES SOCIAL JUDGMENTS *Daniel A. Effron¹, Dale T. Miller¹; ¹Stanford University*—People tend to be overly cynical in their social judgments, often overestimating the extent to which self-interest influences others' behavior (D.T. Miller, 1999). While prior work has focused on the cognitive underpinnings of this phenomenon, the current research suggests that motivational factors might also be involved. People seem to anticipate correctly that making overly charitable judgments feels worse than making overly cynical judgments. Drawing on social exchange theory, we argue that this affective asymmetry arises because making overly charitable judgments leaves one feeling like a “sucker” who has given a valued social commodity to an undeserving recipient. Rather than risk feeling like a sucker, people prefer to make social judgments that err on the side of cynicism. A series of studies provides preliminary support for this hypothesis. We discuss implications for research on trust violation and cheater detection.

E25

LOOKING INWARD OR LOOKING AWAY? THE EFFECTS OF SOCIAL THREAT AND RESOURCE DEPLETION ON SELF-AWARENESS *Michael Cahill¹; ¹Saint Louis University*—Previous research shows that social threats increase aggression, and that the depletion of self-regulatory resources exacerbates this effect. The present study tested a model in which aggression following social threat is caused by a withdrawal from self-awareness. Based on this model, it was predicted that a social threat would decrease self-awareness and increase aggression, especially among depleted participants. Also, self-awareness was predicted to mediate the effects of social threat and depletion on self-

awareness. Participants were randomly assigned to the conditions of a 2(Social Threat: Insulted vs. Non-insulted) x 2(Depletion: Depleted vs. Non-depleted) between-participants experimental design, and they completed measures of self-awareness, affect, and aggression. Among insulted participants, those who had previously been depleted reported marginally lower levels of self-awareness than did non-depleted participants. Unexpectedly, aggression results revealed only a non-significant trend in which provoked participants exhibited more aggression than did non-provoked participants, and the depletion manipulation had no significant impact on aggression. Reasons for the lack of depletion effects on aggression and implications for theories of self-awareness and resource models of self-regulation are discussed.

E26

A NEW LOVE TRIANGLE: COMPANIONATE LOVE, PASSIONATE LOVE, AND COMPASSIONATE LOVE *Susan Sprecher¹, Beverly Fehr²; ¹Illinois State University, ²University of Winnipeg*—Various theoretical approaches to love exist in the literature, but a classic theoretical distinction has been made between passionate love and compassionate love (e.g., Walster & Walster, 1978). Passionate love is intense, exciting, and has the potential for both ecstasy and despair. Companionate love is less intense and is referred to as affection that develops between two people whose lives are intertwined. In most adult romantic relationships, both types of love are experienced (Hendrick & Hendrick, 1993; Sprecher & Regan, 1998). We believe that this classic love typology needs the addition of one other type of love: compassionate love. This is the type of love focused on concern for the other. Recently, Sprecher and Fehr (2005) introduced a compassionate love scale, which in different versions, measures the degree to which people experience compassionate love for a variety of targets. The purpose of this research was to examine compassionate love along with passionate and companionate love and their associations with other relationship phenomena. Data were collected from 295 individuals (which included 90 couples). Several standard scales were administered to the individuals to measure the three types of love and other relationship variables. All three types of love were experienced to a high degree and were intercorrelated. In addition, the three types of love were associated in nondistinguishable ways with other relationship phenomena, including satisfaction, commitment. However, the degree to which people experienced compassionate love for humanity (a dispositional variable) was unrelated to relational well-being or to passionate and companionate love.

E27

BURNING THE IDIOGRAPHIC/NOMOTHETIC CANDLE AT BOTH ENDS: A DECISION-PERCEPTION APPLICATION *Adam D. I. Kramer¹, Margaret C. Wardle², Sara D. Hodges¹; ¹University of Oregon, ²University of Illinois--Chicago*—Our research examines how people mentally represent (i.e. conceptualize) the decisions they make in their everyday lives. Across a series of studies, a collection of decisions was accumulated from student and community samples (N > 2000) in response to specific cues (e.g., describing the last “hard” or “bad” decision made), general cues (i.e., “the last decision made”), and instructions to keep a two-week daily decision diary. A nomothetic three-factor structure of decision representation emerged, one factor indicating dimensions of how challenging a decision is, and two factors indicating how much closure is perceived about the decision, regarding both the outcome and the process of deciding. We also used an idiographic methodology to derive individual factor solutions for participants, generated from their responses when they were asked to provide their own characteristics on which to rate their decisions. This allowed us to compare the previously-validated nomothetic characteristic structure (which used experimenter-generated characteristics initially drawn from the decision-making literature) to participants’ idiographic characteristic structures. Deviations from the nomothetic three-factor model at the

within-person level were used to adapt our model accordingly. We discuss improvement of the within-persons fit of the model while simultaneously attempting to maintain a nomothetic descriptive theory of decision perception, effectively simultaneously conducting “top-down” and “bottom-up” research into the ways that people perceive the decisions they are making during their everyday lives.

E28**IN WHAT KIND OF SOCIETY ARE STEREOTYPES PERCEIVED TO PREDICT OTHERS' BEHAVIORS MORE ACCURATELY? THE ROLE OF RELATIONAL MOBILITY** Hiroki Horikawa¹, Masaki Yuki¹;

¹Hokkaido University – People use stereotypes as one important source of information to judge groups and their members' personal traits and behaviors. However, the extent to which people perceive stereotypes to be accurate in predicting other's traits, particularly behaviors, may vary depending on social structure. We propose that higher relational mobility (RM), or the amount of opportunities in a society to select new relationship partners, will be associated with higher perceived usefulness of stereotypes. In societies high in RM, behaviors are less constrained by current relationships and situational norms, and instead are more directly derived from personal traits, such as values and attitudes. As stereotypes are a summary information of group members' personal traits, they are, while bearing the error of over-simplification, relatively more accurate predictors of people's behaviors in this context. In societies low in RM, on the contrary, people's behaviors are generally constrained by their existing relationships and situational norms, and thus the power of personal traits as determinants of behavior is low. We conducted an experiment using situational priming to manipulate perceptions of RM. In the high RM prime condition, participants were asked to recall trying to establish new relationships with strangers, whereas participants in the low RM prime condition recalled talking with their close friends. Then in an ostensibly separate experiment, participants were asked to report their endorsement of stereotypes toward various social groups in Japan. Consistent with our hypothesis, participants in the high RM condition more strongly endorsed stereotypes than their low RM counterparts.

E29**DIMENSIONS OF RELIGIOUS AND NATIONAL IDENTITY AMONG IRISH ADOLESCENTS GROWING UP IN TWO JURISDICTIONS.** Karen Trew¹, Orla Muldoon², Gary McKeown³, Katrina McLaughlin³;

¹Queen's University Belfast, ²University of Limerick, ³Queen's University Belfast – This poster explores the impact of growing up in different socio-political environments in the border areas of the Republic of Ireland (RoI) and Northern Ireland (NI) on adolescents' evaluations of their religious and national identities. The vast majority of the population of the Republic of Ireland are Catholic and Irish whereas in Northern Ireland, the majority are Protestant and British. 713 adolescents (NI= 415; RoI=298), who categorised their religious identity as Catholic and their nationality as Irish completed the Collective Self – Esteem (CSE) scale (Crocker & Luhtanen, 1990) with reference to either their religious (N=350) or national identity (n=363). The overall rating of CSE for the Irish identity was significantly higher than the rating of CSE for the Catholic Identity. This result was modified by a significant interaction - adolescents in the Republic of Ireland rated the CSE of their Irish nationality higher than those in Northern Ireland (20.99 vs. 19.95), whereas adolescents in Northern Ireland rated the CSE of their Catholic religious identity higher than their peers in the Republic of Ireland (19.97 vs 18.87). Further analysis of the CSE subscales revealed differing patterns of relationships according to the scale. The evaluation of the Public Collective Self-Esteem of national and religious identities were significantly higher in the Republic of Ireland than in Northern Ireland, however Private Collective Self-esteem did not differ according to jurisdiction. These findings are discussed in relation to the social context and current theoretical accounts of collective identification processes.

E30**THE RELATIONSHIP BETWEEN COUNTERFACTUAL THINKING AND SELF-FORGIVENESS AMONG JUVENILE DELINQUENTS**

Joonsung Bae¹, Yoonyoung Kim¹, Geunwoo Lee², Taekyun Hur¹; ¹Korea University, ²Seoul Juvenile Classification Office – The present research investigated the effect of counterfactual thinking (what might have been) on affective experiences and self-forgiveness of Korean juvenile delinquents. Counterfactual thinking has been proposed to influence guilt, blame, and shame as well as causal attribution. The present research aimed to compare not only the impacts of counterfactual-focused thinking and factual-focused thinking but also those of behavior-focused thinking and characteristic-focused thinking on blame, guilt, and shame. Furthermore, it examined the impacts of counterfactual versus factual thinking on the self-forgiveness and the roles of emotions in the relationship. 473 Korean juvenile delinquents constrained in a reformatory or in a pre-evaluation center were asked to generate either counterfactual or factual thinking about their crimes, focusing on either their own criminal behaviors or their own characteristics. Then they reported self-blame, guilt, shame, and self-forgiveness. Participants who generated counterfactuals of their crimes reported stronger guilt than those who focused on their factual crimes. Of more interest, counterfactual thinking focusing on characteristic (rather than criminal behavior) enhanced self-forgiveness, but factual thinking did not influence self-forgiveness. Further analyses found that the impacts of counterfactual thinking on self-forgiveness were still significant after controlling mediating effects of the relevant emotions. Implications are considered for the role of counterfactual thinking in 'self-toward cognitions and emotions' and its functional values in correctional processes.

E31**WHO IS CANADIAN? EXPLICIT AND IMPLICIT CONSTRUALS OF A NATIONAL IDENTITY** Antoinette H. Semanya¹, Stephen Wright¹;

¹Simon Fraser University, Burnaby, BC – The ways individuals characterize national identities have important implications for individual and group life. Recent work by Devos and Banaji (2005) demonstrated that individuals' explicit characterizations of “American” included minority group members, but that implicit associations between “American” and minority groups were much weaker. The current research examined this issue in a social context that explicitly promotes a multiethnic national identity - Canada. In other words, do individuals living in Canada characterize “Canadian” as including both majority and minority groups? To examine this issue, participants completed explicit and implicit measures of their characterization of Canadian identity. Participants explicitly reported the extent to which they saw people of an Asian, Black or White background as “Canadian”. The implicit measure involved completing three IATs assessing the automatic associations between “Canadian” and Asian, Black or White faces (modified from Devos & Banaji, 2005). Contrary to the work of Devos and Banaji (2005), participants explicitly differentiated between ethnic groups and their relation to the national category. Individuals of a White background were perceived as more Canadian than those who were Asian or Black. Similarly, the IAT measures showed that White faces were strongly associated with “Canadian” and Asian and Black faces significantly less so. Yet, there were no significant correlations between these explicit and implicit characterizations of Canadian identity. Results were discussed in light of the effects of social and historical context, implications for understanding the construal of superordinate categories, effectiveness of messages attempting to promote them, and the potential impact on intergroup relations.

E32

THE SECOND-TO-FOURTH DIGIT RATIO PREDICTS EXPLICIT BUT NOT IMPLICIT PREJUDICE TOWARD OUTGROUPS Tomoko

Oe¹, Jiyeon Kim¹, Kazuo Shigemasa¹; ¹The University of Tokyo – We investigated whether the prenatal testosterone exposure associated with explicit and implicit prejudice. Japanese students rated their explicit attitudes toward their ingroup (Japanese) and outgroup members (Whites, Blacks, and Koreans) using the feeling thermometer, and completed the Implicit Association Tests as measures of implicit attitudes. Their finger lengths were measured and the ratio of second and fourth finger lengths (2D:4D) was computed and used as a biomarker for prenatal testosterone exposure. It is considered that the more prenatal testosterone exposure, the lower the ratio. A multivariate multiple regression analysis revealed that the digit ratio predicts explicit attitudes toward the group members: The lower the digit ratio, the more negative feeling toward outgroup members but not toward ingroup members. No such effect was found for implicit attitudes. These results suggest that the prenatal testosterone exposure increases prejudice toward outgroup members only when it is expressed consciously.

E33

ILLUSION OF TRANSPARENCY AND NEGATIVE MOOD IN ROMANTIC RELATIONSHIP Noriko Katsuya¹, Yoshiko Kondo², Aiko

Tsuruoka³, Shinji Sakamoto¹; ¹Nihon University, ²Takizumi Co., Ltd., ³Sogo Co., Ltd. – This study investigated the relationship between illusion of transparency and negative mood in romantic relationship. Illusion of transparency is a tendency to overestimate the extent to which others can discern their internal states (Gilovich, Savitsky, & Medvec, 1998). When people realize they have this tendency, they may experience negative mood. For example, they may attribute overestimation to partner's lack of understanding. However, when people have knowledge about illusion of transparency in advance, they may experience less negative mood. For example, they may attribute overestimation to this tendency. Fifteen romantic couples and 15 strange students' couples participated in the present study. Each participant completed estimation tasks. In these tasks, after answering preferences for several topics, they estimated partner's answers and the extent to which partner estimated their answers correctly. Next, an experimenter informed all participants that partner estimated only 30% of their answers correctly. After the feedback, one group of participants received an explanation about illusion of transparency (Explanation condition), and the other group received no explanation (Control condition). Finally, all participants filled out the questionnaire that measured mood. Results showed that romantic couples overestimated the extent to which the partner estimated their answers correctly more than the partner really did. In contrast, strange students' couples didn't indicate overestimation. More importantly, romantic couples in the explanation condition tended to experience less negative mood than romantic couples in the control condition. These findings indicated knowledge of illusion of transparency may contribute to the alleviation of negative mood in intimate relationship.

E34

PREDICTABILITY OF DELINQUENT BEHAVIOR: THE ROLE OF SELF-REGULATION IN PEER PRESSURE CONTEXTS Chika

Harada¹, Hiroyuki Yoshizawa², Toshikazu Yoshida¹; ¹Nagoya University, ²Gifu Shotoku Gakuen University – Self-regulation has been investigated through various approaches, and much has been revealed. For instance, it has been found that antisocial behavior is related to structural and functional abnormality in the frontal lobe, and to the temperament facet of self-regulation. However, it is still not clear from an ecological viewpoint as to what mechanism these defects lead to antisocial behavior. This study focused on two facets of self-regulation: the ability facet acquired through growth process and temperament facet based on biological theories. The purpose of this study was to examine the effect of these facets of self-regulation on delinquent behavior. In addition, the present study looked

at the differences and similarities in the influence process of self-regulation of peer pressure versus non pressure. Data were collected from 439 high school students, and 227 undergraduates in Japan. The ability facets of self-regulation were assessed by Social Self-Regulation (SSR) Scale. The SSR measures the ability to inhibit or assert one's self, depending on internal/external needs in a social setting, when there is discrepancy between desire, intention, and current perception. The temperament facet of self-regulation was assessed by Behavioral Inhibition System/Behavioral Approach System (BIS/BAS) Scale and Effortful Control (EC) Scale. The results of structural equation modeling revealed that the direct effect of SSR was most strongly influenced in both pressure contexts. Also, direct effect of BIS/BAS on delinquent behavior was observed in non-peer pressure context whereas delinquent behavior in peer pressure context was directly affected by EC. These similarities and differences were discussed.

E35

AUTHENTICITY AND FRAJILE SELF-ESTEEM AMONG JAPANESE : CONTINGENCY AND STABILITY OF SELF-ESTEEM. Miho Abe¹,

Masaya Ito¹, Patti J. Davis², Michael H. Kernis²; ¹University of Tsukuba, ²University of Georgia – Recent studies suggest that healthy self-esteem is related to authenticity (Kernis, 2003). In contrast, contingent self-esteem (Paradise & Kernis, 1999), contingencies of self-worth (Crocker et al., 2003) and stability of self-esteem are regarded as indices of unhealthy self-esteem. It has been reported that authenticity is negatively associated with contingent self-esteem and with instability of self-esteem (Kernis, 2003; 2005). However, the relationship between authenticity and contingencies of self-worth, or the stability of self-esteem has not been examined, particularly in Japanese people. Therefore, these were investigated in a sample of Japanese university student participants (n = 51) who completed the following inventories: Authenticity Inventory (AUT3; Goldman & Kernis, 2004), Sense of Authenticity (SOA; Ito & Kodama, 2005), Contingent Self-Esteem (Paradise & Kernis, 1999), Contingencies of Self-Worth (Crocker et al., 2003; Uchida, 2007), and Trait Self-Esteem (Rosenberg, 1965). The participants also responded to the Self-Esteem scale once daily for a week to assess self-esteem stability. Results indicated that AUT3 was negatively correlated with contingent self-esteem ($r = -.28$ $p < .05$), and positively correlated with trait self-esteem ($r = .46$ $p < .01$). AUT3 was negatively correlated with the two contingencies of worth, relationship harmony ($r = -.37$ $p < .01$) and others approval ($r = -.31$ $p < .01$). Furthermore, similar results were obtained for SOA. In addition, SOA was negatively correlated with self-esteem stability ($r = .30$ $p < .05$). In general, the results of this study corroborated previous research (Kernis, 2003). The cross-cultural validity of authenticity is discussed.

E36

BURUUM: BENEVOLENT ENVY IN KOREA Oona Cha¹, Eunkook

Suh²; ¹Chung Ang University, ²Yonsei University – This research attempted to examine the role of emotions associated with upward social comparison processes in Korean's lives. We compared three Korean emotions, i.e., buroum (benevolent envy), sisem (malevolent envy), and jiltu (jealousy). Especially, this research focuses on buroum, an equivalent to benevolent envy, and tries to demonstrate its unique contribution to subjective well-being in Koreans. First, people feeling benevolent envy, instead of malevolent envy, perceived the target person as superior and closer to oneself and they reported that they wanted to be closer to the target. It suggests that buroum is a rather ambivalent emotion experienced for a target that is superior but still is wanted to be close. Second, three emotions were found to be distinct: Buroum was positively correlated with Regret and Maximizing tendency. On the other hand, malevolent envy and jealousy showed no correlation with above-mentioned measures. More importantly, buroum was negatively correlated with general life satisfaction (SWLS) but other emotions had no contribution. Finally, the contribution of benevolent envy in

predicting general feeling of unhappiness was examined, using hierarchical regression analysis. When *buroum* was added to a model predicting unhappiness from other negative emotions such as regret, loneliness, anxiety and depression, there still was a significant increase in explained variance. It indicates that benevolent envy has unique contribution when predicting general feeling of unhappiness. In sum, Korean benevolent envy, *buroum*, seems to be a distinct social comparison emotion that can be separated from other forms of envy or jealousy. Theoretical implications will be discussed.

E37**FACTORS REGULATING CITIZEN PARTICIPATION OF CRIME PREVENTION ACTIVITIES IN JAPAN** Naoya Takahashi¹; ¹University of Tsukuba

– In Japan, crime prevention activities by citizens have been encouraged with the increase in the crime rate. Socio-psychological factors affecting the experience and the intention to participate in crime prevention activities: social capital (Saegert & Winkel, 2004), demographics (Hope & Lab, 2001), fear of crime, and political attitudes were investigated. In 141 randomly sampled adults, people who participated in crime prevention activities were 14.2%. In people who had never participated in this activity, 37.6% had high-intention to participate, 25.5% had medium-intention and 21.3% had low-intention. Multiple discriminant analysis including dummy variables indicated that in women (discriminant rate 55.9%), participation was determined by young age, school children in the family and communication with neighbors. Intention to participate was restrained by low political interests and having no high school children in the family. In men (discriminant rate 57.7%), participation was determined by the number of organizational affiliation in community. Intention to participate was promoted by advanced age and high political interests. These results suggest that men participated in crime prevention activities due to the freedom after retirement, whereas women participated to protect the security of their children.

E38**PUTTING SHAME INTO CONTEXT: EFFECTS OF SITUATIONAL AMBIGUITY ON ATTRIBUTIONS FOLLOWING DISPLAYS OF SHAME.** Paul Kayhan Piff¹, Gerben A. Van Kleef², Dacher Keltner³;

¹University of California, Berkeley, ²University of Amsterdam, ³University of California, Berkeley – Displays of shame can have an appeasement function, helping to restore an actor's image after a transgression. Shame, however, may also signal an actor's guilt, particularly in situations where guilt is ambiguous. We tested the idea that displays of shame can be remedial in clear situations of guilt, but can be detrimental in more ambiguous situations. In this study, participants (N = 382) read a vignette describing a situation in which the guilt of the target was ambiguous or unambiguous. Specifically, the actor had either been caught or was suspected of a transgression. Participants then viewed a photograph of the actor displaying a shameful or a neutral expression. Consistent with the appeasement hypothesis, participants were more inclined to forgive the shameful target than the neutral target after an unambiguous transgression. In the ambiguous situation, however, participants judged the actor displaying shame as more guilty, and less likable, than the neutral actor. These findings suggest that in ambiguous situations, displays of shame are interpreted as revealing an actor's guilt. Thus, displaying shame can be remedial or harmful, depending on the context.

E39**MORALITY AND COGNITIVE RIGIDITY: WHERE DO WE DRAW OUR LINES?** Mindi S. Rock¹, Ronnie Janoff-Bulman¹; ¹University of Massachusetts Amherst

– Does a focus on morality make people more sensitive to boundaries (e.g. right versus wrong) and therefore more likely to be more cognitively rigid? Our research has explored differences between approach and avoidance orientations in morality. Approach-based morality involves what we should do (moral prescriptions, e.g. helping

the needy), and avoidance-based morality is what we shouldn't do (moral proscriptions, e.g. not stealing or cheating). Does avoidance-based morality produce greater cognitive rigidity? This is suggested by recent research in which approach orientation was associated with cognitive flexibility and avoidance with rigidity (e.g., Friedman & Förster, 2005; Förster, Friedman, Özelsel & Denzler, 2006). It is also consistent with the finding that political conservatives are more rigid (see Jost, Glaser, Kruglanski & Sulloway, 2003), for research has also found that conservatives (versus liberals) are high on avoidance (e.g., Janoff-Bulman & Sheikh, 2007). In this study approach-avoidance priming in the moral domain entailed listing what you should do to be moral (approach) versus what you should not do to avoid being immoral. The cognitive flexibility/rigidity task involved categorizing ambiguous stimuli, based on past work by Rosch (1975). Political orientation of participants was also assessed. Results did not find conservatives or avoidance-primed participants to be more rigid. However, a significant interaction found that conservatives primed with avoidance morality and liberals primed with approach morality were least cognitively flexible. Results suggest that cognitive rigidity appears to be associated with regulatory fit in the moral domain.

E40**SELF-REFERENCE AND SELF-AFFIRMATION IN COMPUTER-TAILORED PERSUASION** Arie Dijkstra¹; ¹University of Groningen, the Netherlands

– Computer technology makes it possible to include of self-referent items in a message that explicitly refer to the reader, mostly including the word "you" or "your". (e.g., "You seem not very motivated to change your behavior"). The present experiment was designed to increase our insight in how such self-reference influences persuasion. A self-affirmation procedure was included to detect defensive reactions. It was hypothesized that self-reference induces self-referent encoding, thereby leading to central processing. The effects of this central processing depends on the presence of other factors that lead to central processing, such as level of involvement. Sixty-two smoking students were randomly assigned to one of four conditions in a 2(standard/self-referent information) × 2(self-affirmation/no self-affirmation)-design. The persuasive information (about 800 words) advocated smoking cessation and the only difference between both message conditions was that in the self-reference condition the text included four self-referring statements. The interaction between both conditions was moderated by individual involvement (pretest intention), as indicated by a significant three-way interaction. Among high involved smokers, self-reference increased persuasion. Furthermore, among these smokers, self-reference and self-affirmation both seemed to lower defenses, suggesting that they influence persuasion through similar mechanisms. In contrast, among low involved smokers, self-reference led to a decrease in persuasion and only self-reference, not self-affirmation, induced defensiveness. The data suggest that self-reference can influence persuasion by inducing defenses but also by lowering or circumventing defenses. Both effects can be understood in terms of "forced" central processing.

E41**POSITIVE AFFECT IMPROVES CONTROLLED PROCESSING AND PROMOTES WORKING MEMORY** Hwajin Yang¹, Alice Isen²;

¹Singapore Management University, ²Cornell University – The effects of positive affect on working memory (WM) and short-term memory (STM) were examined. Given that WM engages controlled processing, whereas STM does not, we hypothesized if positive affect improves controlled processing, it should improve WM but not STM. As hypothesized, we found that positive affect, compared with neutral affect, significantly enhanced WM, measured by the operation span task, but did not influence STM. In Experiment 2, we conceptually replicated these findings using a different WM task, the vowel-counting span task. As in Experiment 1, we found differential effects of positive affect on WM and STM. These results suggest that positive affect enhances the capacity of

WM via improvement in controlled processing rather than in storage processing, and that these beneficial effects of positive affect are applicable to a range of quite complex tasks which engage controlled processing. Further analyses of recall and processing times and accuracy revealed no differences between the two affect conditions. These results demonstrate that improved WM under positive affect is not attributable to motivational differences but to facilitated controlled processing, compatibly with the flexibility model of positive affect (Isen, 2000).

E42

PERCEPTION OF DISCRIMINATION: IMPACT OF THE SALIENCE OF INTERGROUP BOUNDARY. Nobuko Asai¹, Minoru Karasawa²; ¹Kobe University, ²Nagoya University – When members of underprivileged groups receive negative treatment by members of a higher status group, it is difficult to deny the possibility of discrimination against their in-group caused the failure. In the present study, we predicted that disadvantaged group members are more likely to perceive that negative treatments are linked to group membership when their in-group identity became salient. In our experiment, female undergraduate students were told that they were going to participate in a computer-administered test along with another examinee who was located at a different test site. In the “gender-salient condition,” participants were led to believe that the co-examinee was a male (i.e., out-group), whereas in the “non-salient condition,” the co-examinee was allegedly a female (i.e., in-group). After the test session, all participants were informed that they failed in the exam. Consistent with our hypothesis, participants in the gender-salient condition were more willing to attribute their failure to discrimination against women compared to those in the non-salient condition. However, the salience manipulation did not cause any difference in internal causal attribution of their failure (i.e., attribution to the participant’s personal characteristics). Furthermore, participants in the gender-salient condition showed a higher level of self-identification with the in-group than those in the non-salient condition. These results imply that group identification mediated the impact of the salience of the group boundary on the willingness for discrimination attribution. The influences of situational factors on coping strategies against discrimination are also discussed.

E43

GET REAL!: REALISTIC AND UNREALISTIC CONTROL AS PREDICTORS OF PERCEIVED RELATIONSHIP STABILITY Helen Lee Lin¹, C. Raymond Knee¹; ¹University of Houston – Higher levels of internal (versus external) perceived control in relationships have been associated with more positive outcomes, such as increased relationship satisfaction or more successful conflict resolution (Miller, Lefcourt, Holmes, Ware, & Saleh, 1986). However, past literature has not distinguished between realistic and unrealistic control in romantic relationships, particularly as predictors of relationship outcomes. Disentangling realistic and unrealistic control is especially relevant in the domain of romantic relationships (due to their dyadic nature), as one has limited control over one’s partner and the relationship events that occur. A measure tapping realistic and unrealistic control beliefs in relationships (RCBR and UCBR, respectively) was developed from an existing measure of control over general life events (Zuckerman, Knee, Kieffer, & Gagne, 2004). It was hypothesized that RCBR and UCBR would emerge as independent dimensions that predict outcomes, such as relationship optimism, differently. In particular, those higher in perceived realistic control should also perceive their relationships to be more stable because they understand what is and is not within their control, but only when including heightened optimism about the relationship. A sample of 260 individuals who were in romantic relationships completed measures of RCBR, UCBR, optimism in romantic relationships, and perceived stability in one’s relationship. Higher levels of RCBR (but not UCBR) predicted more optimism about the relationship, which in turn predicted increased perceptions of relationship stability. That is, analyses indicated that the association between realistic control and perceived stability in

one’s relationship was fully mediated by one’s optimistic beliefs about the relationship.

E44

MIND-BALANCED HAPPINESS: A NEW PERSPECTIVE OF SUBJECTIVE WELL-BEING Yi-Chen Lee¹, Yi-Cheng Lin¹, Chin-Lan Huang²; ¹National Taiwan University, Taipei, Taiwan, ²National Taiwan University of Science and Technology, Taipei, Taiwan – Previous studies have demonstrated that East Asians value low-arousal positive affect more than high-arousal positive affect. However, the components of subjective well-being defined as satisfaction with life, the presence of positive affect, and the absence of negative affect, fail to subsume the low-arousal ways of happiness. The present study addresses the construct of mind-balanced happiness. Mind-balanced happiness was defined as an internal state of harmony and peacefulness which were seen as low-arousal positive emotions. Questionnaire measurements of mind-balanced happiness and philosophy of mind-balanced happiness were designed. 140 participants completed the two questionnaires along with traditional measurements of subjective well-being, including frequency judgment of emotions, Satisfaction with Life Scale and Chinese Happiness Inventory. Results showed that the frequencies of low-arousal positive emotions, especially calmness and peacefulness, correlated with mind-balanced happiness significantly higher than with other indices of subjective well-being. Otherwise, individuals who score higher on the philosophy of mind-balanced questionnaire were more likely to regard low-arousal positive emotions as ideal affect and to experience mind-balanced happiness. These findings illustrated the uniqueness of mind-balanced happiness and the importance of mind-balanced philosophy of life. Implications of mind-balanced happiness in Western cultures were also discussed.

E45

PERCEIVED ENTITATIVITY AND PATTERNS OF INTERACTION IN SMALL AND LARGE SOCIAL NETWORKS Tasuku Igarashi¹; ¹Osaka University – Previous research has shown that interdependence among individuals in a group is a key predictor of perceived group entitativity. There is, however, a significant disparity between a group of size 5 and larger groups with regard to patterns of interactions: whereas individuals in a small group of size 5 directly communicate with each other, those in a larger group are less interactive and separated into subgroups. Thus assumed, if people rate the entitativity of a small aggregate of individuals, they may carefully seek whether each pair of individuals is connected, and this tendency may be most likely to occur when individuals are moderately connected. On the contrary, if people see a large aggregate, they may quickly rate entitativity without focusing the connectivity of each pair in detail. A reaction-time task was conducted to test these hypotheses. Aggregates of individuals were graphically described as social networks, in which a circle represents an individual and a line represents a tie between individuals. Network size (small: size 5, large: size 10-150) and average connectivity of individuals (low, moderate, high) were controlled. Entitativity of the small networks was a convex function of the average connectivity, whereas that of the large networks was concave. As hypothesized, when the average connectivity was moderate, reaction times were significantly slower for the small networks than for the large networks. These findings demonstrate that the perception of group entitativity involves the interaction patterns that vary according to group size.

E46

REMEMBRANCE OF THINGS PAST: MARKERS OF COMMITMENT IN ROMANTIC PARTNERS’ ACCOUNTS OF PAST RELATIONSHIP EPISODES Raluca Petrican¹, Ulrich Schimmack¹; ¹University of Toronto – Relationship history is a valuable indicator of relationship persistence. Specifically, positive emotionality and glorifications of relationship struggles in partners’ recollections of shared episodes are

reliable predictors of relationship persistence (Buehlman et al., 1992). In two studies with dating couples (N1 = 107 couples, N2 = 94 couples), we investigated the role of working memory capacity in modulating partners' construal of past relationship episodes. Participants completed a set of working memory tasks, wrote about three positive relationship events and completed a Commitment Scale (Rusbult, Martz, & Agnew, 1998). Partners' autobiographical accounts were analyzed with Pennebaker and Francis's (2006) Linguistic Inquiry and Word Count (LIWC) software. To examine the effect of relationship history construal on partners' commitment, we computed a factor-analytically extracted composite "relational bond" score based on participants' scores for three categories: (1) the LIWC Positive Feelings category, (2) the LIWC Certainty category, previously linked to degree of involvement in dyadic interactions (Cegala, 1989) and (3) a category that we developed from the LIWC Inhibition category and that indexes the proportion of barrier and struggle-related words in participants' memory accounts. Path analyses revealed that working memory capacity is a reliable intrapersonal and interpersonal predictor of commitment and that the "relational bond" variable partially mediated both effects. The results of our two studies suggest that higher working memory capacity allows individuals to create a more positive and engaging representation of their relationship history, which may foster both their own and their partner's commitment level.

E47

THE "OPENNESS" OF A SOCIETY DETERMINES THE RELATIONSHIP BETWEEN SELF-ESTEEM AND SUBJECTIVE WELL-BEING (I): A CROSS-SOCIETAL COMPARISON Kosuke Sato¹, Masaki Yuki¹, Kosuke Takemura¹, Joanna Schug¹, Shigehiro Oishi²; ¹Hokkaido University, ²University of Virginia – Previous studies have shown that the impact of self-esteem on subjective well-being (SWB) is stronger in North America than in East Asia. This difference has been explained typically in terms of cultural differences in self-construals. However, we propose that this difference can be explained more logically in terms of differences in relational mobility, a socio-ecological factor reflecting the amount of opportunities to form new relationships in a given society. Societies high in relational mobility, such as the US, are comprised of open markets of interpersonal relations where people constantly invest effort into finding superior interaction partners with whom to establish relationships. In this competitive marketplace, self-esteem, or one's "market value," directly predicts one's success in forming desirable relationships, and is thus strongly associated with SWB. However, in low mobility societies such as East Asia, one's success in acquiring desirable interpersonal relationships is affected by one's market value to a lesser extent, as relationships are generally predetermined and stable. We conducted a questionnaire study in the US and Japan to test this hypothesis. As predicted, 1) the association between self-esteem and SWB was stronger for Americans than for Japanese, replicating previous findings, 2) perceived relational mobility was higher among Americans than Japanese, and 3) when the relational mobility x self-esteem interaction term was entered into the regression equation, the moderating effect of culture completely disappeared. The importance of taking socio-ecological factors into consideration in studies regarding self-concept and psychological health is discussed.

E48

CULTURE OF HONOUR AND MORAL DISCOURSE Valeschka Guerra¹, Roger Giner-Sorolla¹; ¹University of Kent at Canterbury – Shweder et al. (1987; 1997) propose the existence of a personal hierarchy of morality that is expressed when a person is judging an act as right or wrong. People's explanations for their judgements are usually grouped in three main categories: ethics of Autonomy (rights, fairness, freedom); Community (duty, respect, obedience to authority); and Divinity (purity, religiousness, and dignity of human nature). These three groups of moral norms, and their derived sub-scales, are proposed to predict the

endorsement of honour beliefs. The Honour Scale, developed by Rodriguez Mosquera, Manstead, and Fischer (2002a, 2002b), presents four main dimensions: family honour, integrity, feminine honour and masculine honour. The study was conducted with 102 British university students, and the participants were mainly women (72%), with a mean age of 21.1 (SD = 3.92). In hierarchical regression analyses, Family Honour was predicted by the ethics of autonomy and the family sub-scale of community; Integrity was predicted exclusively by autonomy standards; Masculine Honour was predicted by the Nature sub-scale of divinity; and Feminine Honour was explained by Religious rules, the second sub-scale of the divinity dimension. Overall, honour beliefs do not seem to go together monolithically with endorsement of any single moral dimension, but inform reputational concerns in multiple moral dimensions that are specific to the type of honour belief endorsed.

E49

THE EFFECT OF LOW AND HIGH BLOOD SUGAR LEVEL ON UNCONSCIOUS THOUGHT Maarten Bos¹, Ap Dijksterhuis¹, Rick van Baaren¹; ¹Behavioural Science Institute, Radboud University Nijmegen – Recent studies showed that a period of unconscious thought improves the quality of complex decisions. Under some circumstances, unconscious thought improves decisions even more than conscious thought. In the present work, we tested the hypothesis that unconscious thought is not dependent on the same resources as conscious thought. We know from previous research that conscious thought is dependent on blood sugar levels. A low blood sugar level is known to impair conscious thought. The question we addressed in our research is whether decisions made after unconscious thought show the same impairment from low blood sugar level. We propose that whereas low blood sugar level impairs conscious thought, this is not the same for unconscious thought. In several experiments, participants were asked not to eat or drink anything 3 hours prior to the experiment. They were then either given a drink containing sugar or a drink not containing sugar. They were then given information pertaining to a decision problem. Afterwards, some participants were given time to consciously think, whereas others were distracted and engaged in unconscious thought. In our experiments, we showed that conscious thought suffers from a low blood sugar level. However, unconscious thought does not show any impairment from a low blood sugar level. To conclude, evidence showed that, contrary to conscious thought, unconscious thought works well when blood sugar level is low.

E50

SOCIAL AND EMOTIONAL INFLUENCE ON HEALTH-RISK-BEHAVIORS: CROSS-SECTIONAL AND EXPERIMENTAL EVIDENCE Carla de Groot¹, Arie Dijkstra¹; ¹University of Groningen – Perceiving the self-inflicted outcomes of behaving unhealthy threatens the 'self'. Dependent on whether the other or the own perspective is taken this threat causes either public (embarrassment) or private (guilt) self-evaluative emotions (SEE). SEE are the motivating force behind restoring the 'self' and dependent on the type of SEE this results in either quitting the unhealthy behavior or generating positive self-images, resulting in a restored self but continuation of the unhealthy behavior. Study 1 (cross-sectional) shows that the intention to quit smoking is positively related to private SEE but negatively to public SEE. Study 2 tests the different antecedents of the two types of SEE. After a self-threat participants were induced to take either the other or the own perspective. More public than private SEE occurred when the other perspective was taken, for the own perspective the opposite was true. The results of Study 3 show that more public SEE occurred when others have a negative opinion about the health risk behavior compared to a mild opinion and to no opinion, but only for participants low in generating positive self-images. Concluding, public and private self-evaluative emotions show a different pattern of relationships with different behavioral and cognitive constructs. For private emotions to occur a self-threat in the absence of

others is enough. For public emotions to occur the presence of others, and even more so the negative opinion of others, combined with a low level of generating positive self-images is necessary.

E51

WHY PEOPLE BLAME A GROUP? THE RELATIONSHIP BETWEEN GROUP ENTITATIVITY AND COLLECTIVE RESPONSIBILITY. Koichi Hioki¹, Minoru Karasawa²; ¹Kobe University, Graduate School of Humanities and Social Science, ²Nagoya University, Graduate School of Environmental Studies – The present study investigated the relationship between group entitativity and collective responsibility (CR) assumed in a criminal case involving a task group. Previous studies (e.g., Lickle et al., 2003) have revealed that entitativity of an intimacy group (e.g., family) leads to CR of the group. However, there is no existing research that examined entitativity effects on CR of a task group. Moreover, we predicted that the entitativity effect would be especially pronounced when the crime is directly relevant to the primary duty of the group. Seventy-two Japanese undergraduate students participated in our study and read scenarios depicting a criminal case of an executive of a food company. Half of the scenarios depicted an ethic violation case (food poisoning) and the other half depicted an economic crime case (insider-trading). The high versus low entitativity was manipulated by varying the degree of harmonious relationships among the executives stated in the scenarios. Participants were then asked to rate (1) CR of the company concerning the incident, (2) the willingness to buy a product of the company. Results showed that only in the ethic violation case, the high entitativity company was rated more responsible than low entitativity company. Moreover, CR ratings were negatively correlated with the willingness to purchase their product. These results suggest that people assume CR of a task group with high entitativity only when the crime is ethically relevant to the primary duty of the group. Relationships among perceived intentionality and responsibility are also discussed.

E52

STEREOTYPES OF RACE, GENDER, AND EMOTION Brenda Buswell¹, Ashley Staples¹; ¹St. Cloud State University – While gender stereotypes of emotions have been established (Plant et al., 2000), other research has suggested that Blacks are perceived to be more angry than Whites (Devine & Elliot, 1995; Hugenberg & Bodenhausen, 2003). Yet the cultural beliefs surrounding the experiences and expressions of other emotions (i.e., fear, sadness, etc.) across race have to be systematically studied. The purpose of the present study is to examine whether cultural stereotypes of Black men and women and White men and women include the experience and expression of emotions. To study this, 86 participants were asked how often 17 emotions (anger, jealousy, sympathy, embarrassment, fear, happiness, sadness, surprise, shame, guilt, disgust, love, pride, interest, contempt, awe, and amusement) are experienced and expressed by Black men and women and White men and women on a scale of 1 (never) to 7 (often). Participants also completed the internal and external motivation to respond without prejudice scales (Plant & Devine, 1998) as well as the Attitudes towards Blacks scale (Brigham, 1993). Participants reported that Blacks were believed to experience and express anger more than Whites while Whites were thought to experience and express awe, embarrassment, fear, guilt, happiness, interest, love, and sympathy more than Blacks. In addition to these main effects, several interactions between race and gender were found. These findings will be discussed in terms of whether these stereotypes of race, gender, and emotion influence the interpretation of facial expressions of Blacks and Whites and how these may affect interracial interactions.

E53

WHEN UNCONSCIOUS THINKING FAILS: THE CASE OF UNSUCCESSFULLY IGNORING IRRELEVANT AFFECTIVE INFORMATION Susanne De Wit¹, Jaap Ham¹, Kees Van den Bos¹, Patrick

Müller¹; ¹Utrecht University – Unconscious-thought theory (Dijksterhuis & Nordgren, 2006) states that, compared to conscious thinkers, unconscious thinkers are better at properly weighing information and integrating complex information. In the present paper, we extend on this theory by showing that under certain circumstances the ability to properly weigh information can deteriorate with unconscious thinking, leading to poorer qualitative judgments than with conscious thinking. That is, by means of two experiments we show that when asked to ignore irrelevant affective information, conscious thinkers made qualitatively better judgments than unconscious thinkers, a possible explanation being a lack of meta-cognitive control among unconscious thinkers. Specifically, in both experiments all participants were presented with irrelevant affective information that was undiagnostic for the judgment to be made in the subsequent task. When participants were asked to ignore the irrelevant affective information (vs. not asked to ignore this) participants who then engaged in conscious thought showed higher quality of judgment in the subsequent task than unconscious thinkers. Taken together, our findings shed new light on underlying processes of conscious and unconscious thinking. Our discussion focuses on the role of meta-cognitive control processes in explaining the differential effects of conscious and unconscious thought.

E54

AUTOBIOGRAPHICAL MEMORIES AND A GOOD LIFE: MATURITY AND HAPPINESS IN JAPAN Hiroko Kamide¹, Ikuo Daibo¹; ¹Graduate School of Human Sciences Osaka University – This study examined “a good life” (Bauer, et al., 2005) in Japanese culture. Bauer et al. (2005) suggested that the good life consisted of 2 facets, maturity and happiness and that “integrative themes” (conceptual integration and leaning) and “intrinsic themes” (humanistic concerns) in autobiographical memories were differentially correspond to maturity and happiness. Hamaguchi (1988) suggested that Japanese had interdependent selves and were encouraged to focus on their interpersonal relationships. That is, maturity and happiness should be investigated interpersonally in Japan. Bauer et al. (2005) used an ego-development scale (Loevinger, 1976) that indicated a degree of maturity of distinctive individuals. In this study we adopt EQS (Salovey & Mayer, 1990) that reflect maturity of distinctive but also interpersonal and situational individuals. In relation to happiness, we adopt satisfaction of close relationships (Rusbult et al., 1998) as interpersonal happiness. 97 participants wrote stories about their happiest, unhappiest, and turning points of their lives and evaluated EQS and satisfaction of close relationships. Narratives were coded to identify the degree of integrative and intrinsic memories by 2 interdependent coders (80% agreement rate). Results revealed that participants who made high scores of EQS (maturity) emphasized integrative themes, whereas participants who made high scores of satisfaction of close relationships (happiness) emphasized not intrinsic themes but integrative themes. In Japanese culture communication is ambiguous so they might need intentions of integration and learning for smooth communication linked to interpersonal happiness. We discussed autobiographical memories, the good life, and a cultural background.

E55

RECONCILIATION CONTACT BEHAVIOR IN A POST-WAR SETTING: EXPLAINING ADDITIONAL VARIANCE IN POSITIVE INTERGROUP ATTITUDES THAN SOCIAL CONTACT ALONE. James Westaby¹, John Krister Lowe¹; ¹Teachers College, Columbia University – Intergroup conflict and violence continues to pose a major threat to the psychological well-being of communities and individuals. Furthermore, after periods of collective violence the legacy of trauma at both individual and collective levels often becomes a major obstacle to post-conflict reconstruction and the renormalization of human affairs. This poster session presents the findings of a longitudinal program of research exploring Bosnian youth’s psychological motivations for participating in

intergroup reconciliation activities. The study extends current thinking on intergroup contact and presents the notion of “reconciliation contact behavior”—behavior aimed for purposes of reconciliation. “xx” participants from a generalizable sample of youth across Bosnia-Herzegovina participated. Results from this real post-war setting indicate that reconciliation contact behavior, when focused with the specific aim of intergroup reconciliation, leads to greater reduction in negative intergroup emotions, more expansive worldviews and other outcomes over an above general social contact alone. Building on intergroup contact theory, a process model of intergroup reconciliation contact is presented.

E56
CONSEQUENCES OF NARRATIVE VOICE FOR READERS' IMAGERY, IDENTIFICATION WITH CHARACTERS, AND BEHAVIORAL INTENTIONS Geoff Kaufman¹, Lisa Libby¹; ¹Ohio State University—

Perhaps the most fundamental characteristic of a work of fiction is the voice from which it is told, yet to date little empirical work has been conducted to investigate the effects of narrative voice on readers. The present research demonstrates that the voice of a narrative (first-person vs. third-person) has important consequences for individuals' cognitive, affective, and behavioral responses to a fictional text. Participants read a short story, depicting a college student volunteering in a campus beautification project, that was written in either the first-person or third-person voice; other than the personal pronouns used, the two versions of the story were identical. Compared with reading the third-person version, reading the first-person version caused participants to be more likely to visualize story events through the eyes of the main character. Furthermore, the first-person version caused readers to experience a higher level of identification and empathy with the main character, prefer a higher level of abstractness in describing the action of volunteering, and express a greater intention to volunteer in campus beautification projects themselves. Thus, in addition to becoming more fully identified with the main character – and adopting his/her visual and psychological perspective – participants who read the first-person narrative appeared more likely to consider the meaning and consequences of the character's actions and adopt the character's goals and motivations as their own. These results suggest that narrative voice, through its impact on imagery and identification, can dramatically affect the persuasive impact of a piece of fiction.

E57
THE ATTRACTIVENESS OF PROTOTYPICAL AND FREQUENT EMOTIONAL EXPRESSIONS. Jamin Halberstadt¹, Tina Vater¹;

¹University of Otago—Many studies have now demonstrated a strong positive correlation between prototypicality and attractiveness in faces. Faces that are judged to be, or have been manipulated to be, more prototypical are generally more appealing than those with distinctive features. The current studies examined for the first time the role of emotional expressions in this prototypicality bias. Participants rated either the attractiveness, prototypicality, or frequency of happy, sad, angry, or fearful emotional expressions varying on five levels of subjective intensity (established via pretesting). Results indicated that more intense happy expressions were judged as more prototypical examples of happiness and more frequently expressed, and all three variables positively predicted attractiveness. However, more intense negative expressions, though also more prototypical, were judged as less frequently expressed and less attractive. That is, different measures of central tendency were associated with the attractiveness of positive and negative emotional expressions, and intensity per se did not mediate these relationships. The results illustrate important qualification to the prototypicality bias in faces and suggest that negative, but not positive emotional expressions are treated as functional rather than taxonomic categories.

E58
THE BENEFITS AND LIMITATIONS OF DIRECT AND INDIRECT INTERGROUP CONTACT Oliver Christ^{1,2}, Nicole Tausch³, Miles Hewstone³, Ulrich Wagner¹, Joanne Hughes⁴, Ed Cairns⁴; ¹Philipps-University Marburg, Germany, ²University of Bielefeld, Germany, ³University of Oxford, UK, ⁴University of Ulster, UK—The extended contact hypothesis (Wright et al., 1997) is one of the most important recent advances in intergroup contact research. It has been tested and supported in a number of experimental, quasi-experimental and correlational studies. Using two independent samples in different intergroup contexts, our research extends this literature by showing that indirect contact is most effective when individuals live in segregated areas, and/or have only few, or no, direct friendships with out-group members. However, by including measures of attitude strength, our results qualify the extended contact hypothesis in an important way. Based on earlier findings by Fazio and colleagues on the effects of direct and indirect experience with an attitude object on attitude strength (Fazio & Zanna, 1981), we predicted and found that direct contact would had stronger effects on attitude strength than indirect contact.

E59
STEREOTYPING ACROSS THE LIFESPAN: AN INVESTIGATION OF THE EXPLICIT AND IMPLICIT PERCEPTIONS OF STIGMA BY YOUNG AND OLDER ADULTS Anne Krendl¹, Fredda Blanchard-Fields², Thalia Wheatley¹, George Wolford¹, Todd Heatherton¹; ¹Dartmouth College, ²Georgia Institute of Technology—Extensive research on aging has revealed that normal aging is associated with selective cognitive deficits, notably to memory and inhibition. However, it remains largely unexplored what effects aging has on stereotyping, a process that relies both on memory (which activates and stores stereotypes) and inhibition (which regulates the expression of stereotypes). Anecdotal evidence suggests that older adults are less likely to regulate their stereotypes than other groups. However, there is a dearth of empirical evidence validating these suppositions. The present research identifies the explicit and implicit attitudes of young and older adults toward stigmatized individuals – a group of individuals who have been stereotyped for generations. We evaluated the explicit and implicit attitudes of 23 older adults (mean age 74.6 years) and 14 young adults (mean age 20.5 years) toward stigmatized individuals. Participants also completed the Motivation to Control Prejudice Scale (Dunton & Fazio, 1997), as well as reported their own life experiences with various stigmatized groups. No significant differences emerged between young and older adults in their reported motivation to control prejudice. Explicit attitudes were determined by asking participants to evaluate pictures of stigmatized individuals (e.g., children with facial deformities). Finally, we assessed implicit attitudes using the Implicit Association Test and the Affective Misattribution Procedure. This research identifies the effect of aging on the ability to regulate stereotypes.

E60
INSTIGATING MOTIVATIONAL ENERGIZATION BY CONTRASTING FUTURE AND REALITY A. Timur Sevincer¹, Hyeon-ju Pak¹, Gabriele Oettingen^{2,1}; ¹University of Hamburg, ²New York University—Motivational energization is a vital mechanism to initiate and sustain goal-directed behavior. We conducted two studies to investigate whether the self-regulation strategy of mental contrasting a positive future with a negative reality (Oettingen, Pak, & Schnetter, 2001) instigates motivational energization which in turn should predict goal commitments. In Study 1 we instructed economics students to either elaborate both two aspects of a positive future and two aspects of negative reality (mental contrasting condition) or to elaborate four aspects of the positive future only (indulging condition). Thereafter, we assessed feelings of energization by self-report. Finally, we assessed participants' performance on a fictitious job interview as a behavioral indicator of goal commitment. In Study 2 we instructed undergraduate

psychology students to either mental contrast or indulge about their currently most important interpersonal concern. During the time participants elaborated the aspects we assessed systolic blood pressure as a physiological indicator of energization. We measured goal commitment by asking how disappointed participants would feel if they were not to attain their interpersonal goal. Findings suggest that mental contrasting instigates motivational energization (as assessed by self-report and physiological measures) which in turn predicts goal commitments (as assessed by behavioral and affective indicators). Results are discussed with respect to the beneficial effects of mental contrasting for goal pursuit. Oettingen, G., Pak, H., & Schnetter, K. (2001). Self-regulation of goal-setting: Turning free fantasies about the future into binding goals. *Journal of Personality and Social Psychology*, 80, 736-753.

E61

NEUROTICISM AND THE ARCHITECTURE OF THE SELF: DOCUMENTING LINKS BETWEEN NEUROTICISM AND SELF-DISCREPANCIES Louise Wasylkiw¹, Leandre Fabrigar², Sarah Rainboth², Adam Reid³, Christina Steen¹; ¹Mount Allison University, ²Queen's University, ³Memorial University – Given that self-discrepancies and neuroticism are both relatively stable over time, linked to similar outcomes, and share conceptual similarities, it is likely that the two are related. Thus, the relationship between self-discrepancies and neuroticism was examined in four studies. In Study 1 (N = 54), neuroticism was found to positively relate to the magnitude of self-discrepancies. In Study 2 (N = 218), the relationship was replicated and extended to show that neuroticism positively related to the accessibility of self-discrepancies. Using a sample of 239 undergraduates, Study 3 demonstrated that the ability of ideal self-discrepancies to predict depression was attributable to its association with neuroticism. The same was not true for ought self-discrepancies in predicting anxiety. Study 3 also showed that people who vary in neuroticism differ in their sensitivity to self-discrepancies such that self-discrepancies have a larger impact on depression when neuroticism is high. Using an experimental design, Study 4 (N = 55) provided further support for the differential sensitivity hypothesis: participants low on neuroticism showed little effect of having their ideal self-discrepancies made salient, however, participants high on neuroticism reacted quite strongly when their ideal self-discrepancies were made salient. Implications for research on neuroticism and self-discrepancies are discussed.

E62

GETTING EVEN VERSUS GETTING PAID: THE ROLE OF SELF-CONTROL IN OVERCOMING BARRIERS TO COOPERATION Oliver Sheldon¹, Ayelet Fishbach¹; ¹University of Chicago – Social dilemmas can pose a self-control conflict between one's desire to collaborate versus compete. On the one hand, individuals generally realize that their long term interests would be better served by collaborating with others. On the other hand, they are often simultaneously tempted by the short-term payoffs (or immediate gratification) associated with competing or retaliating against a rival. Accordingly, this research provides a self-control analysis for people's behavior in social dilemmas. On the basis of counteractive control theory (e.g., Fishbach & Trope, 2007), we propose that when people expect to feel tempted to compete, they exercise self-control in order to secure collaboration and the attainment of long term benefits stemming from such action. We demonstrate this pattern in two studies that manipulate the expectation to feel tempted to compete (high vs. low) and measure actual collaboration versus competition. The first study employs a standard prisoner's dilemma paradigm, giving participants an opportunity to interact competitively or collaboratively with another participant in the context of a business pricing scenario. Results show that individuals expecting to compete upon entering this context are more likely to exercise self-control and eventually collaborate, compared to those without this same expectation. In the second study, we use an iterated wage negotiation simulation between management

and a union in order to replicate these findings within, and thus extend our predictions to, social dilemmas involving ongoing interaction.

E63

SOCIAL CATEGORIZATION, GROUP NORMS, AND EMPATHY FOR OUTGROUP MEMBERS Mark Tarrant¹; ¹School of Psychology, Keele University, UK – Two experiments were conducted which investigated the effects of social identity on empathy for outgroup members. In Experiment 1 (N = 80), university students reported their levels of empathy (compassion, sympathy, soft-heartedness) for, and intentions to help, either an ingroup or an outgroup target student who described her experiences of a distressful situation. Participants reported more empathy and stronger helping intentions when the target belonged to the ingroup compared to when the target belonged to the outgroup. Experiment 2 (N = 110) tested whether empathy for outgroup members could be increased by activating an ingroup norm which prescribed the expression of empathy towards others. Compared to participants for whom an objective norm was activated, participants who were exposed to an empathy norm reported higher levels of empathy for an outgroup target. Moreover, the effect of group norm extended to attitudes towards the outgroup: participants in the empathy norm condition reported more positive attitudes towards the outgroup overall than did participants in the objective norm condition. This latter effect was fully mediated by empathy. Collectively, these findings offer support for the predictions of intergroup emotions theory (Smith, 1993) and show that, like other emotions, empathic experience is influenced by social identity concerns. Beyond this, however, the results uniquely demonstrate how individuals can be encouraged to express more positive outgroup attitudes while simultaneously asserting their social identity through adherence to group norms.

E64

SELFISH DECISIONS FOSTER NEGATIVE REACTIONS EVEN WHEN ABSOLUTELY NOTHING IS AT STAKE Ashley Batts Allen¹, Mark R. Leary¹; ¹Duke University – People's reactions are often out of proportion to the seriousness of the precipitating event. This study tested the hypothesis that people respond strongly to another person's negative behavior even when it has absolutely no implications for them if the other offers an illegitimate explanation for his or her actions. Participants were told that another individual believed that he or she would decide which of them would complete a tedious task. Some participants were told that whoever the individual chose would perform the task (high implication); some were told that, although the other individual believed that he or she would decide, the participant would perform the task no matter what (low implication/immediate information); and some participants were told only later that they would complete the task no matter what the individual decided (low implication/delayed information). All participants learned that the other individual assigned them to complete the onerous task, and the decision was accompanied by a self-centered or legitimizing explanation. Results showed that whether the other person's decision had any implications for them had virtually no effect on participants' reactions, except that they rated the person as more competent and selfish when decision implications were high. In contrast, the explanation that the person offered for his or her decision, even when it had absolutely no implications for them, affected participants' perceptions of the other individual, emotions, aggressive and prosocial urges, and state self-esteem. People's strong reactions to others' behavior are sometimes based more on its perceived legitimacy than on its consequences.

E65**ME AGAINST MYSELF: MOTIVATIONAL CONFLICTS AND EMOTIONAL DEVELOPMENT IN ADULTHOOD**

Michaela Riediger¹, Alexandra Freund²; ¹Max Planck Institute for Human Development, Berlin, Germany, ²University of Zurich, Switzerland – People typically pursue multiple goals at a time. In everyday life, this may result in the co-occurrence of different motivational tendencies that cannot be followed simultaneously. Using diary and experience-sampling methodologies, we investigated adult changes in the prevalence and emotional consequences of day-to-day motivational conflict experiences. In study 1, 52 younger (20 – 35 years) and 29 older (58 – 78 years) adults kept nine activity diaries. Three times a day, they reported their emotional well-being, listed the activities they had engaged in since the last diary entry, and indicated whether they would have liked to do, and ought to have done something else. In study 2, sixty-three participants (20 - 69 years) were prompted six times a day throughout nine days to report their momentary affect, and to indicate the extent to which they currently would like to, and to which they currently ought to, do something else. Multilevel regression analyses consistently showed that motivational conflict experiences were associated with impaired emotional well-being. Both studies also showed that emotional well-being increased, while motivational conflict prevalence decreased with age. Mediation analyses revealed that the decreased prevalence of motivational conflicts completely accounted for age-related improvements in average emotional well-being. These findings were robust to controlling for age differences in the proportion of time spent with different types of activities. This research suggests that motivational conflict experiences are among the factors underlying positive development of emotional well-being into young old age.

E66**GENDER DIFFERENCES IN LINKS BETWEEN THE BIG FIVE AND EMOTION REGULATION STRATEGIES**

Lindsay T. Graham¹, Michelle D. Fellows¹, Richard B. Slatcher³; ¹The University of Texas at Austin, ³The University of California at Los Angeles – Could personality traits be related to individual differences in emotion regulation styles? As the field of emotion regulation burgeons, work relating regulation strategies and personality traits may help researchers better understand the forces driving particular regulation styles. Previous research has begun to link personality and emotion regulation (Kokkonen & Pulkkinen, 2001) but the picture is far from complete. The current study examines the personality correlates of emotion regulatory styles within married couples. 104 married individuals (52 female and 52 male, mean age of 34.78 years) were administered the Big Five Personality Inventory (BFI) (John, Donahue, & Kentle, 1991) and the Emotion Regulation Questionnaire (ERQ) (Gross & John, 2003). Emotional Suppression was found to be negatively associated with Extroversion. On the other hand, Reappraisal was found to be positively associated with Agreeableness, Conscientiousness and Emotional Stability. Openness was not significantly associated with either Suppression or Reappraisal. However, gender differences were found. For males, Extroversion was found to be more negatively associated with Suppression than in the female sample. For females, Emotional Stability is found to be more positively associated with Reappraisal than in the female sample. These findings suggest important relationships between personality traits and emotion regulatory styles. Most significantly, the results also suggest that gender differences must be considered.

E67**EVALUATIVE CONDITIONING AND AVOIDANCE BEHAVIOR**

Valerie E. Jefferis¹, Russell H. Fazio¹; ¹Ohio State University – The current work used an evaluative conditioning procedure in which joystick movements intended to simulate approach and avoidance behaviors were paired with the conditioned stimuli. The CS were presented subliminally, immediately before the cue to make the joystick

movements. Past research has demonstrated that this procedure can create attitudinal preferences toward novel stimuli, as measured by a self-report measure. The current research explored whether this procedure could also impact subsequent behavior. In two experiments, participants were conditioned to avoid candy-related stimuli. That is, the cue to move the joystick in the avoidance direction was preceded by the subliminal presentation of words related to candy. This resulted in a significant reduction in the amount that participants took when later offered candy. In the second study, participants also completed a self-report measure of attentional control ability, which was found to moderate the impact of the conditioning on behavior. The conditioning effect was more evident for those with lower attentional control, i.e., among those who reported often being easily distracted from a primary task. These findings demonstrate that attitude change resulting from affective transfer, without accompanying changes in propositional content, can indeed influence overt behavior. The results also suggest that a poorer capacity to focus attention may play an important role in either the process of evaluative conditioning or in the link between evaluatively conditioned attitudes and subsequent behavior.

E68**IS VALUING EQUALITY ENOUGH? EQUALITY VALUES, ALLOPHILIA, AND SOCIAL POLICY SUPPORT FOR MULTIRACIAL INDIVIDUALS**

Laura Maruskin¹, Todd L. Pittinsky¹, R. Matthew Montoya¹; ¹Harvard University, John F. Kennedy School of Government – According to a two-dimensional approach to intergroup attitudes, negative intergroup attitudes (i.e., negative prejudice) and positive intergroup attitudes (i.e., allophilia) are conceptually distinct, and positive intergroup attitudes should be studied directly, particularly in instances in which understanding positive intergroup relations is the goal (Pittinsky, Rosenthal, & Montoya, 2007). In this research, we explored potential antecedents of social policy support for multiracial individuals. Specifically, we investigated the effect of allophilia and equality values (Braithwaite & Law, 1985) on policy support. Participants (N = 97) reported their positive attitudes toward multiracial individuals and their equality values. They also reported their policy support for multiracial individuals in two ways: support for the recognition of "multiracial" as a distinct racial category, and support for the assistance of multiracial individuals (i.e., access to programs and benefits). Results revealed an interaction between allophilia and equality values such that the presence of allophilia strengthened the association between equality values and policy support (i.e., the highest levels of support for recognition and assistance were observed for those who both experienced allophilia toward multiracial individuals and valued equality). Implications of these findings for the two-dimensional model of intergroup attitudes, the processes that may underlie social progress for multiracial individuals, and positive intergroup relations more generally, are discussed.

E69**FOCALISM DECREASES MOTIVATION FOR EVENTS IN QUESTION BUT INCREASES MOTIVATION FOR OTHER EVENTS**

Karen Naufel¹, Denise Beike²; ¹Georgia Southern University, ²University of Arkansas – People often overestimate the extent that events will impact their emotions, a phenomenon known as the impact bias (Wilson & Gilbert, 2003). An underlying cause of the impact bias is focalism, the tendency for people to base emotional judgments on the event in question and not on surrounding events that could also influence emotions (Wilson, Wheatley, Meyers, Gilbert, & Axsom, 2000). The present research examined how focalism and de-focalism paradigms influence different types of motivation. In Study 1, participants either focused on doing poorly on a test (the focalism condition) or on other events (the de-focalism condition), and their motivation to prepare for and take the test was measured. In Study 2, the same conditions were used, and participants' motivation to pursue activities other than the test was measured. Though the impact bias was not found, those in the

focalism condition showed less desire to prepare for the test than those in the de-focalism condition. In contrast, those in the focalism condition showed greater motivation to pursue other activities than those in the de-focalism condition. Some possible explanations for these results include a desire to reaffirm self concept, reactance, and an attempt to suppress unwanted thoughts.

E70

INDIVIDUAL DIFFERENCES IN PROVISION OF SOCIAL SUPPORT *Rebecca Warner¹, Kerryellen Vroman¹; ¹University of New Hampshire* – Social support (SS) is often assessed by asking people how much support they receive within one or several relationships. The present study examines ability to provide appropriate and effective SS as an individual difference and assesses whether SS provision is related to Big Five personality traits. Ninety-five college students evaluated their own ability to provide social support by responding to modified versions of SS scales developed by Buhrmester, Furman & Wittenberg and by Pierce, Sarason & Sarason, and new items developed for this study; and completed Gosling's Very Brief Big Five personality inventory. One parent (usually the mother) evaluated each student's SS by responding to reworded versions of the same SS items. Cronbach alpha reliabilities for all SS scales were greater than .8. Correlations between parent and student ratings of the student SS ranged from .33 to .46, with all three scales showing significant correlations between self evaluation and parent evaluation of the student. Scores on all three SS student self evaluations were significantly related to scores on Big Five traits. As expected, scores on neuroticism and disagreeableness correlated negatively while scores on extraversion, openness, and conscientiousness correlated positively with student self reported SS (rs from -.46 to +.41). Results suggest that evaluation of the amount and effectiveness of SS provision can yield reliable scores with reasonably high levels of agreement between self and other evaluations. Future research might use these scales to evaluate SS provision, in addition to SS received.

E71

FEELING "LOVED" VERSUS FEELING "SUPPORTED": DIFFERENTIAL CONSEQUENCES FOR DAILY MOOD *Christopher T. Burke¹, Masumi Iida¹, Patrick E. Shrout¹, Niall Bolger²; ¹New York University, ²Columbia University* – A growing body of research on social support finds that acknowledging support receipt can have negative consequences. This research seems to stand at odds with intuition and decades of research showing positive effects of social support. Although not fully understood, these negative effects may reflect feelings of inadequacy, indebtedness, or dependency evoked by the support event. We argue that some of the positive effects of support receipt can be attributed to conflating supportive behaviors (i.e., those done in response to some present concern of the recipient) with other positive interpersonal behaviors, such as loving acts. In the present study, we examine this issue in a sample of 280 cohabiting couples in which one member of each couple was approaching an acute stressor: the state bar examination. Both members of the couple provided daily reports of support events, mood, and the extent to which they felt "loved" and "supported" in the relationship that day for the five weeks preceding the exam. Multilevel analyses show that (a) support receipt is associated with feeling more loved and more supported on a given day; (b) support receipt still predicts feeling supported after adjusting for feeling loved; and (c) feeling loved and feeling supported interact to predict daily mood, such that the best kind of day involves feeling loved but not supported. As the same objective behavior can be interpreted as either a loving act or a supportive behavior by the recipient, we discuss these results in terms of skillful support provision, including invisible support.

E72

WHY WALKING BOMBS NEED TO BELONG: TERRORISM, IDEOLOGY AND GROUP COHESION *Shira Fishman¹, Arie W. Kruglanski¹; ¹University of Maryland* – Growing evidence indicates the importance of social bonds in the emergence of the global jihad. Marc Sageman (2004) has illuminated the role of "belonging," showing that, through friendship and kinship, individuals are drawn into the global jihad as the antidote to social alienation. Given that individuals derive a part of their self-identity from group membership (Hogg & Terry, 2000), organizations with an important ideology, of which terrorist organizations are the most extreme example, should be more central to the individual's identity. Sharing a central aspect of one's identity with others should create greater feelings of similarity among group members, which has long been shown to lead to increased liking for others (Byrne, 1961,1969). Thus, perceived importance of ideology should lead to increased perceptions of cohesion, making these groups highly attractive. Study 1 found that in important groups, individuals highly sensitive to rejection perceive fellow group members as highly cohesive. However, for less important groups, no relationship between rejection and cohesion was found. Study 2 manipulated social exclusion and found that individuals who recalled a time of social exclusion (vs. inclusion) were more interested in joining important groups. There was no difference of exclusion on the desire to join non-important groups. The current study has implications for the types of organizations that may be appealing to socially isolated individuals in an effort to combat the growing appeal of terrorist organizations.

E73

THE EFFECTS OF SELF-REGULATORY MINDSETS ON ATTITUDE STRENGTH *Marlone D. Henderson¹, Yaël de Liver², Peter M. Gollwitzer^{3,4}; ¹University of Chicago, ²Utrecht University, ³New York University, ⁴University of Konstanz* – In the present studies, we bring the concept of mindset to bear on attitudes. One finding that is clear from research both inside and outside the tradition of mindset theory (Gollwitzer, 1990) is that individuals who commit to a certain course of action tend to engage in an unambiguous, evaluatively polarized, one-sided assessment of information in support of their dominant attitude towards their goal. This one-sided assessment fosters the transition of the made decision into actual action and goal attainment. In terms of attitude theory, one could say that the attitude toward the goal becomes stronger. Given the carryover properties of mindsets, we hypothesized that as people moved into the implemental, planning phase of goal pursuit, they would also experience an increase in attitude strength towards objects that are unrelated to their current goal pursuit. The current set of experiments tested this hypothesis with respect to a variety of attitude objects. Participants who made a decision about how to act (vs. held off) expressed a more extreme attitude towards an issue unrelated to the decision (Experiment 1). Participants who planned the implementation of a decision (vs. deliberated vs. control) exhibited less ambivalent (Experiment 2) and more accessible (Experiment 3) attitudes toward various objects unrelated to the decision. Finally, results suggest that the effects of an implemental mindset on attitude strength are driven by a focus on information in support of decisions, which leads to increased attitude certainty (Experiment 4). Implications for attitudes and mindsets are discussed.

E74

ACTIVITIES PROMOTING POSITIVE EMOTIONS: A DAY RECONSTRUCTION STUDY *Kimberly Angelo¹, Sanjay Srivastava¹; ¹University of Oregon* – This study investigated everyday behaviors that are associated with increased experience of positive emotions, in order to explore the mechanisms by which individuals may enhance their well-being. Our previous research has suggested that people use seven basic strategies/activities to create and maintain positive emotions: social affiliation, attainment focus, direct regulation, imagination, mental

stimulation, comfort activities, and religion. This study employed the Day Reconstruction Method (DRM; Kahneman et al., 2004), a one-time diary method in which participants (N=96) divided a day into discrete episodes and reported their behaviors, situational contexts, and emotions for each. Participants then completed a series of personality questionnaires. Multilevel modeling demonstrated that specific personality traits predict use of the various strategies (e.g., extraversion predicts social affiliation, disagreeableness predicts comfort activities). Moreover, differential use of strategies is associated with differences in the experience of specific positive emotions at the state level (e.g., social affiliation, imagination, and comfort activities predict overall positive affect; attainment focus predicts pride; mental stimulation predicts interest). Finally, these activity-affect relationship patterns differ at the trait level; for instance, individuals felt more state positive affect while engaging in comfort activities, but use of comfort activities was associated with greater trait negative affect. These results provide a first step towards understanding the relationship between chosen activities and affect, with implications for promoting everyday well-being: Imagine future research while talking with your friends this evening, and you may find yourself a more cheerful conventioneer!

E75

KNOW THY DISCREPANT SELF! CONSISTENCY AND CHANGE OF IMPLICIT AND EXPLICIT REPRESENTATIONS OF A THREATENED SELF-CONCEPT Friederike X.R. Dislich¹, Tobias Gschwender², Wilhelm Hofmann³, Axel Zinkernagel², Manfred Schmitt²; ¹University of Koblenz-Landau, Germany, ²University of Koblenz-Landau, ³University of Wuerzburg – In a series of studies we investigated how discrepancies between implicit and explicit representations of the intelligence self-concept are related to negative feedback and stereotype threat. In a first study (N=74) we examined whether, compared to a congruent intelligence self-concept, discrepant intelligence self-concept was related to more vulnerability after receiving negative feedback for an attended intelligence test. The Implicit Association Test (Greenwald et al, 1998) was used as an implicit measure, different self-reports (e.g. an inventory measuring self-estimated intelligence) were employed as explicit measures. Results showed that both a high implicit self-concept of intelligence as well as a high explicit self-concept of intelligence are adaptive in protecting the self against negative feedback. In a second study (N=100) we examined the moderating role of implicit and explicit representations of the mathematical self-concept on performance deficits typically associated with stereotype threat. It was assumed that women with discrepant implicit and explicit representations of the mathematical self-concept show a sharper decrease in performance on a math related test than women in a control condition. Drawing on recent dual system models (e.g., Strack & Deutsch, 2004) we also investigated whether the predictive validity of implicit indicators is moderated by two different (subtle vs. direct) types of stereotype threat. The empirical findings are discussed with regard to the potentially underlying mechanisms of implicit-explicit consistency and implicit-explicit moderation.

E76

REACTIONS TO THE GLASS CLIFF: GENDER DIFFERENCES IN THE EXPLANATIONS FOR THE PRECARIOUSNESS OF WOMEN'S LEADERSHIP POSITIONS Michelle Ryan¹, S. Alexander Haslam¹; ¹University of Exeter, UK – This paper investigates the phenomenon of the glass cliff, whereby women are more likely than men to be placed in precarious leadership positions. We examine men's and women's reactions to this subtle form of gender discrimination and the identity processes involved. The paper includes a qualitative analysis of participants' spontaneous explanations for the glass cliff, after having read about the phenomenon on an online news website; and more informal observations of the reactions of the media, academic audiences, and the community more widely. The research demonstrates clear differences in men's and women's reactions to the glass cliff. While

women were more likely to acknowledge the existence of the glass cliff and recognise its danger, unfairness, and prevalence for women, men were more likely to question the validity of research into the glass cliff, downplaying the dangers. These patterns were mirrored in the explanations that individuals generated. While women were most likely to explain the glass cliff in terms of pernicious processes such as a lack of alternative opportunities, sexism, or men's ingroup favouritism, men were most likely to favour largely benign interpretations, such as women's suitability for difficult leadership tasks, the need for strategic decision making, or company factors unrelated to gender. Implications for the research and practical interventions designed to help eliminate discriminatory appointment practices will be discussed.

E77

INFLUENCE OF THE ATTACHMENT STYLE ON STRESS AND ACCEPTING OTHER'S ADVICE Arisa Yamakage¹; ¹University of Tsukuba – The influence of attachment style on the degree of stress in interpersonal relationships and in task performance was investigated. In addition, the effect of attachment style on the degree and type of advice: objective, emotional, and uplifting, that people got when faced with stress events concerning interpersonal relationships, and task performance was examined. It was predicted that the Preoccupied attachment style and the Fearful attachment style with high attachment anxiety would feel more stress during task performance and interpersonal relationships, whereas the Dismissing attachment style, which is highly autonomic, would hardly feel stress and not require others' advice. To examine this hypothesis, Data collected from 152 college students. The results indicated, (1) the Preoccupied and the Fearful attachment styles with high attachment anxiety felt high stress during task performance and in interpersonal relationships. (2) The Secure attachment style usually tended to require objective advice, whereas the Dismissing attachment style tended not to require objective, emotional, and uplifting advice. The discussion focuses on influences of the attachment style on stress and accepting other's advice.

E78

AUTONOMY MEDIATES THE RELATIONSHIPS BETWEEN BIG-FIVE STATES AND AUTHENTICITY Joshua Wilt¹, William Fleeson¹; ¹Wake Forest University – Authenticity's robust relationships to psychological health (Goldman & Kernis, 2002; Kernis & Goldman, 2005) and physical health (Kernis & Goldman, 2005b; Sheldon, Ryan, Rawsthorne, & Ilardi, 1997) suggest that predictors of authenticity might also entail health benefits. Particularly appealing among possible predictors of authenticity are personality states (moment to moment variations in behavior, thought, and feelings) because personality states are amenable to self-regulation (Fleeson & Leicht, 2006). Recently, it was found that Big-Five personality states (i.e., how Big-Five content is expressed in behavior at the moment) (Fleeson, 2001) predicted authenticity; however, it is not yet known why these states predict authenticity. The purpose of this poster is to test for mediators of the relationships between Big-Five states and authenticity, specifically testing two competing hypotheses for why the Big-Five personality states predict authenticity. This poster tests a "growth" hypothesis, consistent with humanistic theories (Maslow, 1968; Rogers, 1961), against the Self-Determination Theory (SDT) (Ryan & Deci; 1985, 1991, 2000) hypothesis of authenticity. Two methodologies and three different age groups were studied. The first method required undergraduates, middle aged adults, and retired adults to interact with members of their own age group in a laboratory setting, and the second method employed traditional experience sampling methodology (ESM), using the same participants who participated in laboratory sessions studies. Consistent with the SDT hypothesis of authenticity and contrary to the humanistic hypothesis, multi-level modeling analyses revealed that state autonomy, but not state organismic growth, mediated the relationships between Big-Five states and state authenticity.

E79

THE MODERATING EFFECT OF POSITIVE AFFECT AND NOVELTY ON CHOICE OVERLOAD Alice M. Isen¹, Gerri Spassova¹; ¹Cornell University – Choosing from large assortments has been shown to lead to cognitive overload and less satisfaction with the choice. Results from two studies show that either mild positive affect, or novelty, moderates the negative impact of assortment size on choice. People in whom positive affect had been induced enjoyed choosing from a large assortment of jams (48 flavors) more than did people in a neutral mood. This difference was not evident when choosing from a smaller assortment (9 flavors). Positive-affect individuals were also significantly more satisfied with the selected option relative to controls, in the large-assortment condition but not in the smaller-assortment condition. Similar results were obtained for individuals who had experienced novelty by giving first associates to low-frequency, non-positive, words prior to the choice task. They enjoyed choosing from the large assortment more than individuals with no prior exposure to novelty, and were also happier with their selection. It is proposed that positive affect and novelty mitigate the negative consequences of assortment size on choice by enhancing people's cognitive flexibility and working memory capacity, as well as by increasing enjoyment of variety. Individuals who are feeling happy or who have been stimulated by novelty have the cognitive resources and flexibility needed to assess multiple options without feeling overwhelmed. It is suggested that these effects of positive affect and novelty are mediated by increased levels of the neurotransmitter dopamine in frontal brain regions. A follow-up study is proposed to clarify the underlying mechanisms further.

E80

TOWARD A NEW CONCEPTUALIZATION OF ROMANTIC PASSION Noémie Carboneau¹, Catherine F. Ratelle², Robert J. Vallerand¹, Geneviève A. Mageau³; ¹Université du Québec à Montréal, ²Université Laval, ³Université de Montréal – The Dualistic Model of Passion (Vallerand et al., 2003) posits the existence of two distinct types of passion toward activities. Harmonious passion (HP) is at play when one freely accepts an activity as important for him/her such that activity engagement is personally endorsed. Conversely, when one feels an uncontrollable urge to engage in a beloved activity, one is said to have an obsessive passion (OP). While HP has been shown to predict various adaptive outcomes (e.g., satisfaction, positive affect), such is not the case for OP. The purpose of the present study was to propose a new conceptualization of romantic passion based on the Dualistic Model of Passion. Results of Study 1 (N=120 students) suggest that while both OP and HP toward one's partner positively predicted commitment and closeness to one's partner, only HP predicted positive benefits such as relationship satisfaction, dyadic adjustment, and adaptive functioning when spending time with (and also without) partner. In Study 2 (N=169 students), results of Structural Equation Modeling revealed that, controlling for mental and physical health, HP toward one's partner was positively associated with all 6 dimensions of Fletcher et al.'s (2000) Relationship Quality Inventory, whereas OP had both positive and negative relations with the various subscales. Finally, using 116 couples, Study 3 replicated and extended findings of Study 2 in demonstrating that both one's own passion and that of one's partner predicted relationship quality components. Overall, results underscore the importance of distinguishing between HP and OP in the realm of romantic relationships.

E81

ASSESSING INDIVIDUAL DIFFERENCES IN COMMITMENT TO BELIEFS Matthew Maxwell-Smith¹, Victoria Esses¹; ¹The University of Western Ontario – The Commitment to Beliefs (CTB) scale was constructed to assess the extent to which individuals consider their beliefs to be important to their identity, important guides to their behaviour, indisputably correct, and important to follow irrespective of the consequences. During scale development, the CTB scale was

administered to a sample of undergraduate students at two different time periods (Time 1: n = 625, Time 2: n = 112) alongside other relevant individual difference measures to assess reliability, and convergent and discriminant validity. In a second study (n = 78), participants were asked to complete the CTB scale to see if it predicted their belief-relevant behaviors and reactions to a potential threat to their beliefs. The results indicate that the measure has good internal consistency, test-retest reliability, convergent validity (e.g., moderate positive relations with Need to Evaluate, Religious Fundamentalism) and discriminant validity (e.g., null relations with most dimensions of personality). Results also suggest that the scale possesses good predictive validity: people who scored higher on the CTB scale were more likely to i) report that they had engaged in recent activities that followed directly from their beliefs, ii) express relatively high levels of certainty concerning beliefs which had reportedly high levels of personal importance, and iii) show interest in discussing a potential threat to their beliefs with others. In sum, these findings suggest that individual differences in belief commitment play a role in determining people's willingness to engage in everyday and more extreme behaviours that are consistent with their beliefs.

E82

ERROR CHOICE REVISITED: IS SIMPLER BETTER, A COMPARATIVE EVALUATION OF THE EFFECTS OF SOCIAL DESIRABILITY ON IMPLICIT AND DIRECT ATTITUDE MEASURES. Ronald D. Porter¹, Leandre R. Fabrigar¹, Nicole Vigneault¹; ¹Queen's University – The error choice (EC) technique is an indirect attitude measure developed to overcome social desirability concerns (Hammond, 1948). EC is based on the premise that when faced with an ambiguous or uncertain situation, people's responses will be influenced by their attitudes. Unfortunately, subsequent research has been unable to empirically demonstrate the efficacy of EC measures (Antonak & Livneh, 1995; Bishop & Slevin, 2004; Kubany, 1953; Weschler, 1950a). In the current study we examined how concerns with social desirability would affect both an EC measure and a direct self-report measure of attitudes towards overweight people (n=122 undergraduates). The EC measure consisted of 23 neutral items and 10 attitudinal items. The direct measure was an 8 item semantic differential scale (Cronbach's alpha = .90). Factor analysis revealed a single factor structure for the EC measure. The EC and the direct measures were significantly correlated when collapsed across the high and low social desirability conditions (r = .30). As expected, the correlations between the EC and direct attitude measures were higher in the low condition (r = .41) than the high condition (r = .20). Furthermore, the means for the direct measure were significantly different between the high and low conditions, $t(119) = -2.01, p < .05$, however, no significant difference was found for the EC measure. Given the comparatively good reliability of the EC measure (Cronbach's alpha = 0.78) these null results are not simply due to random error and represent encouraging support for the EC measure's resistance to social desirability.

E83

THE INTERPERSONAL IMPLICATIONS OF FOCALISM IN THE EVALUATION OF DECISIONS Jeremy Burrus¹, Aaron Levine¹, Shira Mor¹, Dennis Hsu¹, Chi-Ying Cheng¹; ¹Columbia University – The quality of a decision from two options should logically be dependent on both the features of the chosen option and the features of the non-chosen option. That is, a decision should be considered a good one only if the chosen option is more desirable than the non-chosen option and a bad one only if the chosen option is less desirable than the non-chosen option. However, we found that rather than considering both options equally when evaluating the quality of others' decisions, people focus more on the chosen option than on the non-chosen option. As such, a decision between two equally desirable options is always seen as a good one and a decision between two equally undesirable options is always seen as a bad one. When imagining people forced to choose between two equally good apartments or two equally negative apartments, participants thought that

people who chose from negative apartments had worst taste than people who chose from positive apartments. This resulted in important interpersonal implications. Participants were less likely to say that they would take future advice about apartments from the person who chose from negative apartments than from a person who chose from positive apartments. Furthermore, they were also less likely to say they would take future advice about a different purchase decision from the person who chose from negative apartments. Importantly, this occurred both when participants imagined strangers making these decisions (Experiment 1), and when they imagined close friends and acquaintances making these decisions (Experiment 2).

E84
STEREOTYPE THREAT AND ACADEMIC DISENGAGEMENT: THE ROLE OF SELF-WORTH CONTINGENCIES Benjamin

Saunders¹; ¹University of Illinois at Chicago – Stereotype threat research has shown that people underperform in situations placing them at risk of confirming negative in-group stereotypes, and theory suggests that exposure to these situations might lead people to disengage their self-esteem from the threatened domain. The present investigation examines whether stereotype threatened participants demonstrate academic disengagement. Specifically, N = 81 Black participants assigned to either a no prime or race prime stereotype threat condition completed a challenging verbal test before or after the administration of an academic self-worth measure. Consistent with previous research, race prime participants underperformed on the verbal test relative to their no prime counterparts. Contrary to the academic disengagement hypothesis, however, stereotype threat did not moderate changes in academic bases of self-esteem from mass testing to the experimental session. Exploratory analyses suggest that academic stereotype threat and performance may influence non-academic contingencies of self-worth more than they affect the extent to which people base their self-esteem on academics. Specifically, it appears that the more poorly participants performed, the more likely they were to base their self-esteem on God's love, which potentially demonstrates a type of defensive affirmation in the face of poor performance. This finding is of particular importance given the breadth of research demonstrating that among Blacks, religious involvement emerges as the most powerful predictor of self-reported quality of life and overall health.

E85
DISPOSITIONAL OPTIMISM AND SELF-EFFICACY PREDICT CANCER TREATMENT DECISION-MAKING SATISFACTION AND DIFFICULTY Heather Orom¹, Louis A Penner¹, Willie Underwood III¹;

¹Wayne State University and Karmanos Cancer Institute – This study investigated the roles of dispositional optimism and self-efficacy in treatment decision-making satisfaction and difficulty among men diagnosed with prostate cancer (PCa). Cancer patients are often required to make highly consequential treatment decisions. For example, PCa patients must typically decide between several treatment modalities considered equally efficacious, but associated with different benefits and side-effects. For some, the decision-making process can be difficult, unsatisfying, or distressing. Individual difference constructs such as optimism may be suited to identifying patients at risk for these negative experiences. Optimism, or the tendency to expect positive outcomes in important domains of life is associated with adjustment to stressful life circumstances, including having cancer. People higher in dispositional optimism may better cope with adversity because they are more confident in their ability to reach challenging goals, and therefore engage more effectively in the coping process. Thus, we predicted that patients higher in optimism would report less difficulty and higher satisfaction with the PCa treatment decision process, and that the effects of optimism would be partially attributable to self-efficacy for making the treatment decision. Study constructs were assessed via a mail-in survey completed by 134 men diagnosed with clinically localized PCa who had not yet

initiated treatment. As predicted, patients who were higher in optimism reported greater satisfaction and less difficulty with the treatment decision-making process. Effects were partially mediated by self-efficacy for making the treatment decision. Results support the utility of using individual difference constructs to identify patients at risk for negative cancer treatment decision-making experiences.

E86
MOTIVATED TO PENALIZE: WOMEN'S STRATEGIC REJECTION OF SUCCESSFUL WOMEN Elizabeth Parks-Stamm¹, Madeline

Heilman¹; ¹New York University – Why do females penalize women who succeed in male gender-typed jobs? We proposed that women are motivated to penalize successful women (i.e., characterize them as unlikable and interpersonally hostile) to minimize the self-evaluative consequences of social comparison with a highly successful target. In line with this hypothesis, whereas both male and female participants penalized successful women, blocking this penalization reduced female – but not male – participants' self-ratings of competence (Study 1). Moreover, positive managerial potential feedback (Study 2) provided to female participants reduced penalization without costs to subsequent self-ratings of competence. In Study 3, an implicitly-activated interdependent self-construal weakened female participants' negative reactions to a successful woman without costs to subsequent self-ratings of competence. These results suggest that the interpersonal derogation of successful women by other women functions as a self-protective strategy against threatening upward social comparisons.

E87
MINORITIES EXPERIENCES OF BIAS AND SATISFACTION WITH OUTCOMES IN THE FEDERAL COURTS Donald Bucolo¹, Ellen

Cohn¹; ¹The University of New Hampshire – Abstract: Previous researchers have found that minorities (e.g. Weitzer, 1996) and women (e.g. Hemmens, Strom, & Schlegel, 1998) report being the victim of racial and gender bias when participating in the legal system. Tyler and Blader's (2003) group engagement model of justice contends that an individual's satisfaction with an outcome is associated with the extent to which authority figures treat an individual with respect; when individuals are not treated with respect they are less satisfied with the authority's decision. In the current study, 133 federal court users indicated if they experienced any of 6 inappropriate behaviors (e.g. experienced inappropriate comments about gender or race) and reported whether they were satisfied or dissatisfied with their outcome at the court. Among individuals who reported experiencing a biased behavior, minorities were significantly more likely to report not being satisfied with their outcome at the court than whites ($\chi^2(1, 46) = 11.37, p = .001$). Females who did not report experiencing bias at the courts were more likely to be dissatisfied with their outcome at the court than males, $\chi^2(1, 85) = 3.98, p < .05$. These results indicate that the legal system does not treat all court users with respect and that biased treatment by legal actors is directly associated with users' overall satisfaction with the court's decision. The courts should develop procedures to ensure all defendants, especially minorities and women, are treated with respect to increase users' perceptions that the legal system and the courts are unbiased and fair (Tyler, 1990).

E88
LIMITS OF ACTION CONTROL THROUGH IMPLEMENTATION INTENTIONS - DO IMPLEMENTATION INTENTIONS IMPACT ON INDEPENDENT GOAL PURSUITS? Frank Wieber¹, Kai

Sassenberg²; ¹University of Konstanz, Germany, ²University of Groningen, the Netherlands – Forming implementation intentions ("If situation X is encountered, I will perform behavior Y") leads to the delegation of action control to environmental cues. Whereas the automaticity of their effects has been convincingly demonstrated in terms of their efficiency, immediacy, and lack of awareness, their uncontrollability has been

shown solely in terms of their effects on attention but not on behavior. Thus, it is not clear if the automatic action initiation through implementation intentions overgeneralizes to the pursuit of different goals in case their respective goal intention is actively held. Such overgeneralization effects were examined in a categorization task (Study 1) as well in judgments of social groups (Study 2). Overgeneralization in form of behavior concordant with the behavior specified in the implementation intention was expected when situational cues of an implementation intention were present during an independent goal pursuit. In Study 1, participants worked on a lexical decision task where critical cues of a task-unrelated implementation intention were presented as primes. A match between the behavior linked to the critical cue of the implementation intention and the behavior demanded in the lexical decision task led to less decision errors, whereas a mismatch led to more decision errors compared to the control intention condition. In Study 2, the intention to judge an outgroup A positively improved judgments of an outgroup B, but only if situational cues of the implementation intention for group A were present in the background during the judgment. Implications of these findings are discussed.

E89

CHARACTERISTICS OF SPSP GRADUATE STUDENT MEMBERS John Edlund¹, Sonia Kang², Jennifer Knack³, Elizabeth Lee⁴, Megan O'Grady⁵, David B. Portnoy⁶; ¹Northern Illinois University, ²University of Toronto, ³University of Texas at Arlington, ⁴Pennsylvania State University, ⁵Colorado State University, ⁶University of Connecticut – In order to better understand the experiences of its members, the Graduate Student Committee of SPSP surveyed them. Students (N =131) responded to an anonymous on-line survey. Domains assessed in the survey included teaching experience and opportunities, research experience, and career goals. To assess the financial situation of graduate students other items asked participants to report their funding level and hours worked for teaching, research and other activities, conference attendance, and estimates of monthly bills and debt. Results revealed students were mostly Female (71.8%), White (76.3%), and attended graduate school in the US (76.3%). Of note were findings on completion of the degree and careers; less than two-thirds of students reported thinking they would graduate in the amount of time they expected when they entered graduate school, anticipating spending just over five years to get their degree (M = 5.1 years). Comparing students' post-graduation career goals to those their advisor is perceived to have for them revealed high levels of agreement, varying by career. When a match between student and advisor was not found, more often it was the student who reported wanting to pursue the career path they perceived their advisor did not want them to. Regardless of career goal, students reported anticipating a 70% chance of getting the job they desired. The financial situation of students varied greatly; over a third (38%) of students reported they would leave graduate school with no debt. A similar number reported they would graduate with more than \$20,000 in debt.

E90

WOMEN'S REACTIONS TO BEING CALLED "EMOTIONAL" Leah Warner¹; ¹Oberlin College – Often in conversation women are challenged, "Why are you so sensitive? Don't be so emotional." In this study I examined one possible consequence women experience as a result of being called emotional, namely preoccupation with one's own emotion. The inability to properly control emotions, believed to invalidate what one says or does, is one of the most salient stereotypes of women in Western culture. Women who are aware of the potentially delegitimizing effects of being called emotional may attempt to protect themselves against such a claim. As an initial examination of this phenomenon, I tested the hypothesis that women would respond to being called emotional by being more preoccupied with their emotions than would men, and also more preoccupied than when reacting to other negative feedback. In a high-impact study, male and female participants

wrote essays about a topic personally important to them and subsequently were given feedback indicating that they were either emotional or "wordy" (control). After receiving feedback, participants completed a thought-listing exercise that measured preoccupation with feedback. Results supported the hypothesis. Women who were called emotional were more likely to be preoccupied with their own emotions than men who were called emotional. In addition, women called emotional were marginally more preoccupied with their emotions than women called "wordy" were preoccupied with their own wordiness. Results are discussed in terms of potential unintended costs associated with this preoccupation, such as behavioral confirmation of the feedback.

E91

"FLOSSING IS GOOD" VERSUS "NOT FLOSSING IS BAD": MESSAGE FRAMING AND THE MODERATING ROLE OF IMAGERY Kristin Hendrix¹, Edward Hirt¹; ¹Indiana University, Bloomington – Previous research has examined the framing of health-related messages, finding that messages about certain behaviors are more effective when loss-framed (e.g., illness detection like mammography) versus gain-framed (e.g., health-affirmation like sunscreen use; Rothman and Salovey, 1997). Other message-framing research has introduced the role of self-regulatory focus (Higgins, 1996). Tykocinski et al. (1994) argue that messages mismatching one's chronic regulatory focus can be more persuasive, while Evans and Petty (2003) found that participants attend more to argument quality manipulations in "match" conditions. The current research, wherein participants read a message about flossing framed in either promotion or prevention focused terms, builds upon this previous work to clarify the effectiveness of tailored messages with respect to one's chronic regulatory focus (Higgins et al., 2001) as well as Need for Cognition (Cacioppo et al., 1984). Unlike previous message-framing research, the current work introduces imagery (Sherman et al., 1985) as a potential moderator to examine whether it can strengthen attitudes and behavioral outcomes in certain situations. The data provide general support for a matching effect wherein message framings that match one's chronic regulatory focus tend to lead to greater agreement and positive attitudes. Further, Need for Cognition (NFC) produced interesting results. Low NFCs exhibit higher message ratings for promotion-framed messages, and high NFCs exhibit higher post-message ratings for prevention-framed messages. Low NFCs seemed particularly impacted by the imagery manipulation. Finally, in certain conditions, imagery (versus no-imagery) was actually detrimental to attitudinal and behavioral outcomes. A follow-up is currently examining illness-detecting behaviors.

E92

TWO SIDES TO SELF-PROTECTION: SELF-IMPROVEMENT STRIVINGS AND FEEDBACK FROM CLOSE OTHERS ATTENUATE MNEMIC NEGLECT Jeffrey D. Green¹, Constantine Sedikides², Brad Pinter³, Daryl R. Van Tongeren¹; ¹Virginia Commonwealth University, ²University of Southampton, ³Pennsylvania State University, Altoona – Our prior research (e.g., Sedikides, Green, & Pinter, 2004) has demonstrated that people selectively forget self-threatening feedback (negative feedback pertaining to central self-conceptions) relative to self-affirming feedback (positive feedback pertaining to central self-conceptions), a phenomenon we have labeled mnemonic neglect. Though this biased recall serves to protect the self, its indiscriminate application may lead to both intrapersonal and interpersonal liabilities (e.g., failing to learn about weaknesses). One experiment primed the self-improvement motive and found that mnemonic neglect was absent: threatening and non-threatening behavioral feedback were recalled equally. In another experiment, participants were randomly assigned to receive behavioral feedback (i.e., "behaviors that this person thinks you are highly likely to perform") from a stranger or from a close friend. Participants poorly recalled threatening information in the stranger condition but not in the close friend condition. We conclude that self-protection via mnemonic neglect is

strategic. In particular, individuals are more open to processing and recalling threatening information when they are concerned with self-improvement and when the information is likely to have important ramifications in the context of long-term relationships.

E93

INDIVIDUAL DIFFERENCES IN RESPONDING TO A THREATENED SOCIAL IDENTITY Kelly Carroll¹, Kimberly Matheson¹, Chris Motz¹; ¹Carleton University – Exploring the self-monitoring personality presents an opportunity to examine variations in the meaning of a social identity, and how it motivates action; the identity of the high self-monitor is sensitive to social context, whereas the low self-monitor is motivated by intrinsic features of the self which can include social group memberships. The present study examined differences in the responses of high and low self-monitors when faced with threatened social identity. In an experimental paradigm, participants (N=119) were exposed to an external identity threat (their group was positively vs. negatively construed), followed by an internal identity threat manipulation (the presence vs. absence of a dissension within the group), after which collective esteem and self-stereotyping were assessed. MANOVAs indicated that high and low self-monitors had very similar reactions to an external identity threat, in that their collective esteem remained intact, primarily because they appraised the threat as illegitimate. However, when the source of threat arose from within the group, the collective esteem of low self-monitors was diminished, and they were more likely to disidentify with their group. In addition, high self-monitors presented more positive self-perceptions than did low self-monitors, although low self-monitors stereotyped their ingroup as a whole more positively. Findings from the present study suggest that the motivations underlying responses to a social identity threat may vary, and their expression appears to depend on both the source of the threat and individual differences.

E94

WHAT HAPPENS WHEN WE UNPACK THE INVISIBLE KNAPSACK? INTERSECTIONAL CONSCIOUSNESS AND INTERGROUP APPRAISALS Aidan Christian^{1,2}, Ronni Greenwood¹; ¹University of Dundee, ²Utah State University – What happens to White women's attitudes towards women of other races when they are made conscious of racial differences, as well as gender similarities? In a study of social perception we sought to determine how consciousness of the intersection of White privilege with gender discrimination affects how White women judge Muslim women. Participants (n = 37) were randomly assigned to either a singular or intersectional consciousness experimental condition. The type of political consciousness was manipulated by having participants complete both a measure of racial privilege and a measure of gender discrimination (intersectional consciousness condition) or only the gender discrimination measure (singular consciousness condition). The effects of priming singular consciousness of gender, versus intersectional consciousness of gender and race, were assessed for two outcomes: beliefs about Muslim women wearing veils in Western society and judgements of a Muslim woman who experienced public harassment. As expected, participants primed with intersectional consciousness reported more accepting attitudes towards the veil, and were more sensitive to the harassed woman, but this effect was moderated by participants' political orientation (i.e., left wing - right wing). Results support an intersectional approach to understanding how people form impressions of others who are simultaneously ingroup members on one dimension (e.g., gender) and outgroup members on another (e.g., race).

E95

UNCERTAINTY – AN ENEMY OF DEMOCRACY? Christiane Schoel¹, Patrick Mueller², Matthias Bluenke³, Dagmar Stahlberg¹; ¹University of Mannheim, ²University of Utrecht, ³University of Heidelberg – In times of terrorism, political and economic crises, the need to reduce uncertainty becomes a powerful human motive. The desire for order and structure as well as the need for predictability come to the fore. In its extremity authoritarian leadership provides order and structure, whereas the nature of democratic leadership is less hierarchical per definition. Therefore, democratic leadership -though pleasant- might be seen as less successful under conditions of uncertainty, whereas success expectations of authoritarian leadership -though clearly unpleasant- might increase. In the present study we investigated this hypothesis. Uncertainty (certainty) was manipulated by a priming procedure. Participants were asked to think about their emotions and physical reactions they experience when they feel self-uncertain (self-certain). In order to avoid the influence of social desirability effects we developed an implicit measure of leadership preferences. Participants completed two IAT's to assess the valence and success they ascribe to authoritarian and democratic leadership. Results showed that self-certain people associated democratic leadership with positive valence and success, whereas authoritarian leadership was clearly seen as negative and unsuccessful. In the uncertainty condition the results remained unchanged for the valence attributions. However, as predicted, the IAT effect for success decreased significantly compared to the certainty condition. Importantly different results emerged with respect to explicit measures. In both experimental conditions democratic leadership scored significantly higher than authoritarian leadership on self-report rating scales of valence and success. These results suggest an implicit maybe unconscious link between uncertainty and a decreased support for democracy.

E96

SELF-CONTROL IN NEGOTIATIONS: THE IMPORTANCE OF SELF-REGULATED INTERACTION AND THE PITFALLS OF OVER-REGULATION AND DEPLETION Elizabeth Seeley Howard¹, Steven Blader¹, Leigh Thompson², Daniel Glenn³; ¹New York University, ²Northwestern University, ³Amherst College – Self-control allows people to shape their own responses in ways they hope will help them pursue their goals. In negotiations, self-control may be required to complete the demanding cognitive and interpersonal tasks crucial to successful outcomes. Negotiators may require self-control to analyze issues and pursue beneficial tradeoffs, as well as to build trust, engage in effective self-presentation, and foster the exchange of vital information. In three studies we examined the relationship between self-control and negotiated outcomes. In Studies One and Two, we compared participants' outcomes to their self-control efforts throughout a negotiation. In Study One, we used self-reported exertion of self-control in daily life as a proxy for self-regulatory effort, whereas in Study Two, we manipulated participants to engage in varying levels of self-control throughout their negotiations. As anticipated, greater self-regulation was linked to better outcomes, but moderate levels of self-control were linked to better outcomes than extreme levels. We hypothesized that "over-regulation" may lead to negotiators being perceived as inauthentic, and also, to ego-depletion (see Baumeister, 2002). In Study Three, we manipulated self-regulatory exertion prior to a negotiation to examine the impact of ego-depletion on negotiated outcomes. We found that negotiators who were previously depleted of their self-control ability secured less profit than their non-depleted opponents. Furthermore, when even one party to a negotiation was depleted, negotiators were less likely to make the tradeoffs necessary for reaching efficient integrative agreements. Negotiations require considerable self-control, and in these interpersonal interactions, the self-control exertions of one person will impact others.

E97

RACIAL DIFFERENCES IN SMOKING MYTH ENDORSEMENT Rachel Reimer¹, Meg Gerrard¹; ¹Iowa State University – Although African Americans are less likely to smoke than White Americans, there is ample evidence that African Americans are more susceptible to smoking related health consequences (e.g., Haiman, et al., 2006). A variety of behavioral, social, and biological factors have been linked to Black's greater risk. There has been little research, however, on racial differences in personal beliefs about the dangers of smoking. The primary goal with these analyses was to evaluate factors that contribute to race disparities in lung cancer risk among current-, former-, and never-smokers. Data (N = 8,134) from the Health Information National Trends surveys (2003 & 2005) were analyzed. Logistic and hierarchical regressions were conducted; participant's gender, age, education level, and annual household income were included as covariates in all analyses. Results indicated that African Americans (smokers and non-smokers) and current-smokers (African American and White) were more likely to endorse faulty lung cancer beliefs. For example, Blacks and current-smokers were more likely to agree that exercise ($ps < .05$) or vitamins ($ps < .01$) could undo the effects of smoking, than were non-smokers or Whites respectively. Blacks and current-smokers were also more likely to be reluctant to get checked for lung cancer because they fear they may have it ($ps < .05$). A significant race by smoking status interaction ($\beta = -.65$, $t = -3.47$, $p = .001$) revealed that Blacks and White current-smokers rated current-smokers' lung cancer risk (relative to non-smokers' risk) significantly lower than did White non-smokers. Implications for intervention and practice are discussed.

E98

REDUCING REGRET FOR DEEDS LEFT UNDONE: HOW A CHANGE IN PERSPECTIVE AFFECTS REGRET FOR INACTIONS Greta Valenti¹, Lisa K. Libby¹; ¹Ohio State University – People can experience regret in response to things they have done and things they have failed to do. In the short term, regrettable actions evoke more regret than do regrettable inactions, but in the long run it is regrettable inactions that are regretted more (Gilovich & Medvec, 1995). As time passes since the regrettable incident of inaction, people lose touch with the immediate experience of the incident, including the reasons for not acting, and have the opportunity to reflect on the ways their lives might have been better had only they acted (Gilovich & Medvec, 1995). Focusing on the immediate experience of a regrettable inaction, rather than reflecting on its broader implications, should reduce current regret. Research has shown that picturing life events from one's own first-person visual perspective encourages a focus on the experience of that event, while picturing from an observer's third-person visual perspective encourages reflection on the event's broader implications (Libby, Shaeffer, & Eibach, 2007). We therefore predicted that using a first-person perspective to picture a regrettable incident of inaction would cause lower current regret than using a third-person perspective. We manipulated the visual perspective (first-person or third-person) participants used to picture a regrettable incident of inaction, and then measured current regret. As predicted, the first-person perspective caused lower current regret relative to the third-person perspective. These results suggest that one way to help individuals cope with lingering regrets of inaction is to encourage them to take a first-person perspective as they recall these incidents.

E99

DRUMMING TOGETHER: DO SOCIO-EMOTIONAL COMPETENCIES AND SENSORIMOTOR SKILLS HELP INTERPERSONAL SYNCHRONIZATION? Anna Kleinspehn¹, Michaela Riediger¹, Florian Schmiedek^{1,2}, Timo von Oertzen¹, Shu-Chen Li¹, Ulman Lindenberger¹; ¹Max Planck Institute for Human Development, Berlin, ²Humboldt University Berlin, Berlin – In our everyday life, it is a common requirement in many different social situations (e.g., when conversing or dancing) that

individuals coordinate their goal-directed behavior with that of others. The ability to do so is therefore a fundamental characteristic of human social cognition. However, little is known about its lifespan development. We propose that the lifespan development of this ability is a function of changes in both socio-emotional competencies and sensorimotor skills. Focusing on dyadic synchronization (i.e., coordination on a precise temporal dimension) as a sample case of interpersonal action coordination, we developed a dyadic drumming paradigm to investigate this prediction. In individual sessions, female participants of four age-groups (5; 12; 20-30, and 70-80 year-olds) were asked to drum synchronized with stable and variable computer-generated drumbeats. In addition, each participant was paired with one same-age partner and three partners of the other age-groups to drum synchronized with each other at self-chosen constant frequencies. Younger and older adults, especially in same-age dyads, showed higher dyadic synchronization accuracy than dyads including children. Individuals' socio-emotional competencies, operationalized through scales measuring different aspects of interpersonal flexibility, as well as individual synchronization accuracy with computer-generated drumbeats, were found to be predictive of dyadic synchronization accuracy even after controlling for the age-composition of the dyad. Furthermore, higher dyadic synchronization accuracy was related to more positive subjective experiences of the particular interaction partner. Results will be discussed with regard to the necessity and usefulness of the ability to synchronize one's actions with those of others'.

E100

THE ACCURATE DETECTION OF POSED AND SPONTANEOUS SMILES FROM DYNAMIC DISPLAYS Nora A. Murphy¹, Jonathan Lehrfeld², Derek M. Isaacowitz²; ¹Loyola Marymount University, ²Brandeis University – Smiles can convey a variety of meanings including joy and pleasure (i.e., spontaneous smiles). Yet, smiles can also convey (or conceal) other felt emotions such as embarrassment or anxiety (i.e., non-enjoyment or posed smiles). Accurately distinguishing between these types of smiles may be an important social skill in regulating social interactions and guiding effective communication. The present research used video to investigate the ability to distinguish between spontaneous and posed smiles. Twelve female targets were videotaped at close range; smiles were captured when the target was told she won an unexpected prize or when targets posed smiles based on imagined scenarios. All smiles involved the zygomatic cheek muscles; trained, reliable coders identified 8 enjoyment smiles (i.e., smile also contained the contraction of the orbicularis oculi eye muscles) and 5 posed smiles (i.e., lack of contraction of orbicularis oculi) (1 target produced 2 smiles). Thirty-six participants judged whether each smile was spontaneous or posed. Signal detection analysis revealed that participants were sensitive to the different types of smiles; participants were able to discriminate between spontaneous and posed smiles, mean $d' = .55$; $t(35) = 4.43$, $p < .01$, $d = 1.50$. On average, however, participants were conservative in their judgments; they tended to identify smiles as posed rather than spontaneous, mean Criterion = .29; $t(35) = 5.45$, $p < .01$, $d = 1.82$. The ability to accurately recognize smiles was unrelated to participant gender, fluid and crystallized intelligence, or mood state.

E101

EFFECTS OF EXPERIMENTALLY GENERATED CLOSENESS ON SELF AND OTHER NEURAL PROCESSING: A FUNCTIONAL MAGNETIC RESONANCE IMAGING STUDY Sarah Ketay¹, Arthur Aron¹, Julian Keenan², Turhan Canli¹; ¹Stony Brook University, ²Montclair University – Researchers are gaining an understanding of the neural underpinning of the self in terms of brain regions involved in self-recognition and how information regarding the self is processed. Previous research suggests that self-referential processing holds a unique place in our cognition and neural function. Fewer studies have addressed if close other-referential processing also holds a distinct position in neural

functioning. Inclusion of Other in the Self Theory (Aron & Aron, 1986) suggests a cognitive overlap between the self and close other. The present study explored whether similar or corresponding brain regions activate during self and close-other judgments. Functional magnetic resonance imaging (fMRI) was used to examine the neural substrates of self and close other processing. Prior to the fMRI portion of the experiment, participants were paired with an unfamiliar partner for a closeness-generating activity and another unfamiliar partner for a script-reading activity. In this study, closeness and familiarity are experimentally controlled for, allowing the two phenomena to be examined separately. After completing these activities, participants underwent fMRI while making judgments about faces and trait adjectives under four conditions (self-relevant, close other-relevant, familiar other-relevant and non familiar other-relevant). Brain activation was compared during each of these conditions. Tentative results suggest that for the most part, different brain regions are involved in processing information about self and close others. The present study examined European-American and Asian American participants. Potential implications of culture and relationship type on neural processing of close others are discussed.

E102

MY EYES ARE BIGGER THAN MY STOMACH: COLLECTIVE SELF-ESTEEM AS A MODERATOR OF FEELING DISCREPANT FROM THE CAMPUS THINNESS NORM. *Madeleine Levine¹, Catherine A. Sanderson¹; ¹Amherst College* – This research examines how individual differences in collective self-esteem moderate misperception of the campus thinness norm, and how perceived discrepancies from the norm affect eating behaviors over time. Eighty-three first-year women at a small New England college completed measures assessing their own and their perception of other women's eating and body image attitudes and behaviors, collective self-esteem, and disordered eating at the start of both the fall and spring semesters. As predicted, women perceived discrepancies between themselves and their peers, seeing other women as endorsing and embodying the thinness norm more than they themselves did at both times. Additionally, collective self-esteem moderated the magnitude of this perceived discrepancy; women with higher collective self-esteem saw themselves as having better body image and endorsing the thinness norm less than their peers in both semesters. Lastly, participants who felt discrepant from other women during the fall semester demonstrated more symptoms of disordered eating in the spring semester. The discussion examines the theoretical and practical implications of this research.

E103

POLITICAL PARTICIPATION FOR THE SAKE OF BEING ACTIVE: THE ARCHIVAL AND EXPERIMENTAL STUDIES OF ACTION TENDENCIES *Kenji Noguchi¹, Dolores Albarracín^{1,2}, Ian Handley³; ¹University of Florida, ²University of Illinois, Urbana-Champaign, ³Montana State University* – People sometimes act for the sake of being active, and may participate politically for the same purpose. In Study 1, we examined whether or not general action tendencies could predict the level of political participation in the US. We created the index of action tendencies using US states percentages of people who exercise weekly, percentages of obese individuals, and percentages of stimulant users. An index of political participation and an index of attitudes toward politics were also created. Results indicated that action tendencies were related to political participation without being mediated by attitudes toward politics. In Study 2, we primed general action concepts using action related words (e.g., “active,” “move”) and examined whether or not action concepts affected participation intentions. After the priming task, participants read an essay supporting the implementation of a comprehensive exam at their university and were asked whether they wanted to participate in relation to the issue (e.g., make phone calls to students to tell about the exam). Attitudes toward the exam were also measured. The results showed that those who were primed with action

words intended to work for the issue more than those who were primed with control words. In contrast, attitudes were not affected by the primes. Thus, two studies showed that general action tendencies can affect participation behavior without affecting attitudes. Implications for our understanding of participation in the democratic process are discussed.

E104

NEGOTIATING YOUR WAY TO SELF CONCEPT: THE EFFECTS OF SOCIAL POWER AND GENDER ON SELF CONCEPT *Elizabeth L. Haines¹; ¹William Paterson University* – The impact of social roles on men's and women's identification with power was examined using both implicit (IAT) and explicit measures of self concept over a period of time. Participants were randomly assigned to a powerful or powerless role and then interacted in a dyadic negotiation task. Results indicate a marginal participant gender by power role interaction on implicit associations with social power, $F(1, 42) = 3.257, p = .078$. Women in powerful roles had strong associations between self and power (as compared to men in powerful roles) whereas men in powerless roles had strong associations between self and power (as compared to women in powerless roles). The same pattern of results was observed after a time delay (1 week), but the interaction of gender by power role was not significant ($p > .22$). Additional results indicate that explicit identification with social power was not affected by role status and gender at either time 1 or time 2 ($p > .40$). In addition, explicit and implicit self concept was strongly correlated for women ($r = .72$) but not for men ($r = -.005$). These results are informative for understanding (a) implicit/explicit self concept discrepancies (b) how power impacts self concept by gender and role status and (c) the malleability and measurement of self concept.

E105

THE INFLUENCE OF PERSONAL AGENCY IN DECISION ON THE ACTION/INACTION REGRET *Rumiko Dohke¹, Koji Murata¹; ¹Hitotsubashi University* – Previous studies on regret demonstrated that decisions involving a switch away from the status quo (action decision) generated stronger regret than decisions involving staying with the status quo (inaction decision). Although this finding supposed that decision-makers have high personal agency, people sometimes made a decision with low personal agency such as deciding to comply with another's demand. This study examined whether the level of the personal agency in decision would affect perceptions of the intensity of action/inaction regret. Participants read a scenario about an active decision whether to break up or not with romantic partner (study1), or a scenario about a passive decision whether to give up or not applying for a topnotch university (study2). We manipulated the level of decision-maker's personal agency in the scenarios. In the high personal agency condition, the decision-maker made a choice for oneself. In the low personal agency condition, the decision-maker decided to comply with another's demand. After reading a scenario, participants rated how much regret they would feel in the situation. As results, an active decision generated greater regret in the high personal agency condition than in the low personal agency condition (study1), and a passive decision generated greater regret in the low personal agency condition than in the high personal agency condition (study2). These findings suggested that in the lack of personal agency, an active decision, but a passive one, could reduce the level of regret.

E106

USING MENTAL IMAGERY TO CONTROL EMOTIONAL EXPERIENCE *Joshua Ian Davis¹, James J. Gross², Kevin N. Ochsner¹; ¹Columbia University, ²Stanford University* – Mental imagery is frequently associated with emotional experiences. For example, a person who has gone through trauma may repeatedly review the traumatic incident in their mind's eye, often distorting it as they do to make the most negative aspects most salient. We ask the question whether manipulation of the mental imagery associated with a negative experience can change the

emotional quality of the experience. All participants were shown pictures of both negative and neutral scenes, one at a time, and then were asked to imagine the scenes they saw either coming towards them and growing, remaining the same, or moving away from them and shrinking. All participants took part in all conditions, in a repeated measures design, and an average was obtained for each participant for each cell of the design (e.g. negative-move away). An interaction was found in which negative scenes became more negative when coming towards a person and growing, and less negative when moving away and shrinking, whereas the same did not occur for neutral scenes. Furthermore, the same pattern was also found when participants viewed movies of negative and neutral scenes growing and coming towards them, remaining the same, or shrinking and moving away, suggesting that participants were indeed engaging in imagination that was similar to what they would experience when actually perceiving a similar situation. These data suggest that directly addressing the mental imagery that is associated with a difficult emotional experience may be beneficial in terms of gaining control over that experience.

E107

SELF-RESILIENCE: REINSTATING THE SELF CAN OFFSET SELF-CONTROL FAILURE Steven Shirk¹, Leonard L. Martin¹; ¹University of Georgia – When individuals undergo consecutive acts of self-control, they may experience self-control failure. According to the self-suspension hypothesis (Martin, Shirk, & Burgin, 2007), self-control failure occurs when individuals fail to consult their self as a source of information. Therefore, forcing individuals to regain contact with self-referential information may offset or help prevent self-control failure. To test this hypothesis, we had participants complete a 40-item adjective trait scale. Half of the participants were then asked to self-control (i.e., eat their nonpreferred food, a radish) and the other half were not asked to self-control (i.e., eat their preferred food, a cookie). Next, half of the participants were asked if a completed trait scale was theirs (it was not). In order to decide whether the trait scale was theirs or not, participants needed to regain contact with self-referential information. Lastly, all the participants completed an executive function task as a second act of self-control. As predicted, participants asked only to self-control performed more poorly on the executive function task than those who did not self-control. Self-control participants who were also asked to decide whether the trait scale was theirs did not show a decrease in performance on the executive function task. They performed as well as those not asked to self-control. Thus, self-control may undermine subsequent self-control by leading individuals to suspend consulting the self as a source of information. Inducing individuals to regain contact with their self may help prevent self-control failure.

E108

SUBSTITUTING REGRET: EMOTION REGULATION AFTER FAILURE IN GOAL PURSUIT Kai Epstude¹, Neal Roese¹; ¹University of Illinois at Urbana-Champaign – Failing to attain a desired goal oftentimes results in regret. This regret and related counterfactual thoughts of what might have been are functional in that they simulate alternative routes to reach the goal in the future. Another way to deal with failing to reach the goal has received less empirical attention, namely focusing on an alternative goal that becomes a substitute for the original, unfulfilled goal. Interestingly, this strategy has different implications for the value of the initial goal than engaging in counterfactual thought and regret. In particular, we predict that when an activated goal has not been reached, and an alternative goal is used as a substitute, the original goal will be devalued, and regret about the failed goal largely disappears. We explored these assumptions in two scenario studies. In both studies goals were primed. In addition we varied the availability of a substitute goal (Study1), or the success in pursuing a substitute goal (Study 2). The attractiveness of the original goal and regrets about failing to attain it served as dependent variables. Both studies support our hypothesis that

substitute goals can serve as a buffer against regret. In addition we show that the value of the original goal varies with the availability of a substitute goal. In particular, when a substitute goal was accessible regret about not attaining the original goal and the value of that goal decreased. Results are discussed with regard to functional approaches to regret, and to recent research in goal cognition.

E109

INTUITION VERSUS REASON IN JUDGING "BAD DEEDS THAT ALMOST WEREN'T" Karlene Hanko¹, Thomas Gilovich¹; ¹Cornell University – We propose that immoral behaviors that are more easily transformed into "moral" or "justified" ones via counterfactual simulation are judged to be less immoral, and explore the role of reason versus intuition in producing this tendency. In three studies, participants evaluated a target person who engaged in a morally questionable behavior. In each study we manipulated the ease with which the behavior could be mentally transformed into a moral (or at least an amoral) one. In Study 1 participants evaluated a person who lied about having a commitment on a particular afternoon in order to avoid volunteer work. Some participants read that the target originally did have a commitment that afternoon but it had been rescheduled, whereas others read that the target never had a commitment that afternoon. Participants judged the lie to be significantly less immoral when the target originally had a commitment that afternoon, presumably because it is easier in this case to imagine that the lie might have been true. In Study 2, we replicated this effect using three within-subjects scenarios that manipulated the extent to which the wrong was almost a right along different dimensions of psychological distance. In Study 3, we manipulated participants' use of rationality versus intuition by varying the task instructions. Compared to participants responding rationally, those going with their "gut" were more likely to show the effects documented in Studies 1 and 2. Discussion centers on the extent to which this phenomenon results from "rational" versus "intuitive" systems of thought.

E110

RELATION OF IMPLICIT AND EXPLICIT SELF-ESTEEM TO NARCISSISM AND CONDUCT PROBLEMS IN CHILDREN Sarah J. Grafeman¹, Christopher T. Barry¹, Virgil Zeigler-Hill¹, Nicole Clinton¹; ¹University of Southern Mississippi – Research has demonstrated that the discrepancy between implicit and explicit self-esteem has been tied to aggression and narcissism in adults. This study explored the measurement of implicit self-esteem in a non-referred sample of 48 children ages 9-13 and their parents. Parents were administered the Behavior Assessment System for Children (Reynolds & Kamphaus, 1992), and children were administered the Narcissistic Personality Inventory for Children (Barry, Frick, and Killian, 2003), the Perceived Competence Scale for Children (Harter, 1982), and three measures of implicit self-esteem, the Implicit Association Test (IAT; Greenwald & Farnham, 2000), Implicit Self-Evaluation Survey (Pelham & Hetts, 1999), and Name Letter Preference Task (Nuttin, 1985). Results indicated that narcissism was not associated with conduct problems and that narcissism was positively related to both implicit and explicit self-esteem in this sample. Contrary to adult findings (Bosson et. al, 2000; Zeigler-Hill, 2006), implicit self-esteem scores on the IAT were significantly positively related to explicit self-esteem, $r = .29$, $p < .05$. There was a significant interaction between implicit self-esteem and narcissism in the prediction of conduct problems such that, conduct problems were highest for those individuals with low implicit self-esteem and low levels of narcissism. Implicit and explicit self-esteem interacted to predict conduct problems suggesting the relevance of the discrepancy model in children. Specifically, it appears that when explicit self-esteem was combined with the inverse level of implicit self-esteem higher levels of conduct problems were reported. Limitations and implications of the measurement of implicit self-esteem in a child sample are discussed.

E111

BIASING BIAS: IMPLICIT PREJUDICE AND DISCRETE EMOTIONS

Lisa A. Williams¹, Dave DeSteno¹, Nilanjana Dasgupta², Matthew Hunsinger²; ¹Northeastern University, ²University of Massachusetts, Amherst—Recently, much research has been dedicated to delineating relationships between discrete emotions and various social phenomena. Consistently, studies have shown that many relationships between affect and various dependent variables are qualified when differences beyond valence are considered. One domain of increasing focus in this endeavor is that of intergroup attitudes. Indeed, there is reason to believe that discrete emotions serve to exacerbate automatic bias (DeSteno, Dasgupta, Bartlett, & Cajdric, 2004). However, this effect has only been demonstrated measuring prejudice against non-preexisting outgroups. The present two studies assessed the ability of incidental negative emotions to influence levels of implicit bias against known groups. Utilizing an emotional recall paradigm and the Implicit Association Test, these studies demonstrated that anger and disgust alter bias against particular outgroups differentially. Specifically, incidental disgust, and not anger or neutrality, increased bias against homosexuals, an outgroup commonly associated with disgust due to thoughts of moral contamination. Further, incidental anger, and not disgust or neutrality, increased bias against Arab-Americans, an outgroup paired with anger in current times. We deduce that emotions influence outgroup attitudes only when the emotion is directly relevant for the particular outgroup. Implications for these findings are widespread, as they not only show the extent to which discrete emotions affect social behavior, but also speak to the predictions of the Intergroup Emotion Theory (Devos et al., 2002; Mackie et al., 2000; Smith, 1993), the Stereotype Content Model (Fiske et al., 2002), and the Sociofunctional Theory of Prejudice (Cottrell & Neuberg, 2005).

E112

PERSPECTIVE TAKING IS BASED ON CATEGORY-RELATED BUT NON-SHARED INFORMATION: FIELD STUDY OF A POLITICAL CONFLICT

Ivars Austers¹, Girts Dimdins¹; ¹University of Latvia—The aim of this study was to examine the cognitive processes behind perspective taking in a real-life intergroup conflict situation. It was hypothesized that participants will put more cognitive effort in formulating their own opinions (resulting in higher response times and larger variability of responses) whereas imagining opinions of other individuals or groups involved in the conflict will be based primarily on category-based information (resulting in shorter response times and less response variability). The participants were 65 journalists representing two sides in a political controversy. Thirty-eight supporters and 27 opponents of a controversial educational reform in Latvia evaluated the reform from six different perspectives: their own perspective, supporter and opponent group perspectives, perspectives of two prominent journalists (one supporting and one opposing the reform), and a neutral perspective of an unspecified foreign journalist. The participants took longest time to answer the questions from their own perspective, followed by the less-publicized supporter group perspective. Response times from all the other perspectives were significantly shorter. Contrary to the predictions, the variability (standard deviations) of responses did not differ between the six perspectives. The results suggest that participants use category-based processing when producing opinions from imagined perspectives, but the knowledge upon which the opinions are based is not shared within the relatively homogenous group in our study.

E113

IT'S NOT THAT BAD: SITUATIONAL OPTIMISM'S INFLUENCE ON SOCIAL COMPARISONS

Sarah McQueary¹, Suzanne Segerstrom¹; ¹University of Kentucky—Although social comparison is one of social psychology's most popular theories, the function of individual difference variables within social comparison has largely been ignored. One such

variable, dispositional optimism, relates to increases in goal pursuit, task persistence, and positive reinterpretation and reappraisal of goals, which may influence how social comparison is used. The goal of the current study was to effectively separate and understand the ways optimists use social comparison information. More specifically, three possibilities were tested: (1) Optimists make fewer social comparisons than non-optimists (2) Optimists make different kinds of comparisons (i.e., upward vs. downward) than non-optimists and (3) Optimists have different reactions to social comparisons than non-optimists. A sample of 139 first year law students was tested at five different waves across their first academic year. At each wave, participants were given a measure of situational optimism, which measured optimism regarding law school. During the first semester, participants were given a social comparison scale, which measured the directions of and reactions to social comparisons between themselves and their law student colleagues. Before the beginning of fall semester of their second year, participants were interviewed about their social comparisons throughout their first year. Concurrent situational optimism significantly predicted reactions to social comparisons. Optimists were more likely to have more positive reactions to social comparisons than non-optimists, and this difference was especially robust for upward comparisons. These results suggest that optimists may have more positive reactions to both upward and downward social comparison information than those who are less optimistic.

E114

A NEW LOOK AT VALUE STRUCTURE

William Montgomery¹, Henry Montgomery², Tommy Gärling¹; ¹Göteborg University, ²Stockholm University—Schwartz and Bilsky (1989, 1991) assumed that values are organized in ten motivational types that form a circumplex structure. We extend and modify Schwartz and Bilsky's theory by distinguishing between bipolar and unipolar values. Both types of values are associated with positive emotions. Bipolar values are organized such that a given value (e. g., security) that leads to experience of a given positive emotion (e. g., feel safe) at the expense of another positive emotion related to an opposite value (e. g., feel excited when attaining courage), which in turn implies experiencing a negative emotion (e. g., feel bored) when attaining the former value. Bipolar values are located opposite to each other in a two-dimensional circumplex structure. Unipolar values do not have any opposites. Therefore, they do not lead to any specific negative emotion resulting from decreasing attainment of an opposite value. These expectations were confirmed in two empirical studies. In Study 1 a total of 144 psychology students rated eight bipolar values from different perspectives (access, importance, positivity, ability, and engagement). Multidimensional scaling of the value ratings resulted in a circumplex structure. In Study 2 ratings by 38 participants of 24 emotions in relation to eight bipolar values and four unipolar values revealed that each of the bipolar values was associated with positive and negative emotions. Increases of unipolar values were associated only with positive emotions while decreases were associated only with negative emotions.

E115

COPING WITH A THREATENED IDENTITY: IMPLICATIONS FOR AFFECT AND ACTIONS ENDORSED

Renate Ysseldyk¹, Kimberly Matheson¹, Hymie Anisman¹; ¹Carleton University—From race to religion, we all belong to social groups that inevitably shape our responses to a range of circumstances. Given our current socio-political climate, the present study examined the appraisal-coping processes that may be evoked by a religious identity threat, and their implications on emotional and behavioral reactions. Male (n=34) and female (n=88) undergraduates completed measures assessing group identity strength, appraisal-coping styles, positive and negative affect, and actions endorsed in response to an article intended to threaten group identity (matched to participants' religious affiliation). Regression analyses indicated that religious identity strength was associated with greater sadness, anger, fear, and contempt following the threat, yet was also related to greater positive affect.

Highly-identified individuals were also more likely to endorse various actions to confront the threat, and were less likely to accept the situation. Finally, multiple-mediation analyses revealed that the relations between religious identification and negative affect were mediated by appraisals of the situation as threatening, whereas the relations between identification and both positive affect and action endorsements were mediated by appraisals of the situation as challenging, as controllable, and by problem-focused coping. Thus, although a strong religious identity was related to distress following an identity threat, this relation may be indicative of highly-identified individuals' inclinations to interpret the situation as particularly threatening. Concurrently, these individuals may appraise a threatening circumstance as one in which they might take control and seek solutions in an effort to diminish the consequences of the threat.

E116

"IT'S THE THING PAUL LIKES WITH PEPPERONI!" – COMMON GROUND IN YOUNGER AND OLDER COUPLES Antje Rauer¹, Michaela Riediger¹, Florian Schmiedek¹, Ulman Lindenberger¹; ¹Max Planck Institute for Human Development; HU Berlin – Linking a social-psychological, with a developmental perspective, we investigate age-differential benefits and drawbacks of collaborative cognition in early and late adulthood. We understand collaborative cognition as a phenomenon where at least two persons (a) have mental representations of their own and their partner's cognitive processes and (b) pursue a joint goal. Previous research suggests that older adults can make up for age-related impairments in cognitive performance, e.g., by using the help of others. However, collaborating is resource-intensive in itself. In the face of limited cognitive resources, older adults' performance may be affected overly by complex interaction demands. We propose that using shared knowledge with familiar partners reduces the complexity of the interaction because established shared representations require less processing. Older adults, needing to save resources, should profit especially from this. A collaborative-communication paradigm based on the interactive game Taboo was developed to test this prediction. The task was to explain target words to one's partner using as few explaining words as possible and eliciting a minimum of wrong guesses. 40 younger (20-30 years), and 40 older couples (70-80 years) completed the task (a) with the familiar partner and (b) with an unfamiliar partner. As predicted, older adults profited more from working with their familiar partners than younger adults: While displaying an overall lower performance than younger adults, older adults partly made up for these age-related differences when playing with their real-life partners. We highlight the role of shared knowledge for this finding, and the emotional valence of this phenomenon.

E117

ATTACHMENT-RELATED ANXIETY AND AVOIDANCE PREDICT PREFERENCE FOR NON-DIAGNOSTIC VERSUS DIAGNOSTIC INTERPERSONAL SITUATIONS Lindsey Beck¹, Margaret Clark¹; ¹Yale University – We were interested in why people prefer diagnostic or non-diagnostic interpersonal situations, and how attachment style (i.e., one's working model of relationships) influences these preferences and their emotional outcomes. We suggested that diagnostic interpersonal situations provide information about your social standing (e.g., having to find your own partner in class), whereas non-diagnostic interpersonal situations do not (e.g., having your partner chosen for you). Because non-diagnostic situations eliminate the possibility of receiving negative feedback, we hypothesized that when choosing situations, people high in attachment-related anxiety and/or avoidance would a) prefer non-diagnostic situations and b) report more positive feelings in non-diagnostic situations, compared to people low in anxiety and/or avoidance. We further predicted that when placed in diagnostic situations, people high in anxiety would report more negative feelings in situations with negative (but not positive) outcomes than people low in

anxiety. Participants completed measures of anxiety and avoidance, and indicated their preferences for either a diagnostic or a non-diagnostic version of interpersonal situations. Participants then imagined that each option (diagnostic or non-diagnostic) occurred and anticipated their emotional responses. For each diagnostic option, they reported anticipated feelings twice: once for a situation with positive outcomes and once for a situation with negative outcomes. Results confirmed our hypotheses and supported the role of attachment style in predicting preferences for different types of interpersonal situations. Future research will examine the social and emotional implications of decisions to actually engage in non-diagnostic versus diagnostic interpersonal situations.

E118

THE ROLE OF AUTONOMY IN THE RELATION BETWEEN HAPPINESS AND RESOURCE BUILDING Ryan E. O'Loughlin¹, Miron Zuckerman¹; ¹University of Rochester – There is ample evidence that happiness is related to a myriad of positive outcomes including improved personal relationships, greater performance, greater creativity, better health, and greater altruism (c.f., Lyubomirsky, King, & Diener, 2005). To interpret these findings, Fredrickson's (1998) Broaden-and-Build theory proposes that positive emotions lead to a broadening of thought-action repertoires and, hence, the building of resources. However, this theory does not differentiate between the potential causes of the positive emotion; it is assumed that all experiences of happiness are the same. Based in the Self-Determination Theory perspective (Deci & Ryan, 1985), the current investigation attempted to show that happiness coupled with the experience of autonomy would lead to greater resource building than happiness coupled with a controlling experience. Two studies were run to test this hypothesis – both longitudinal over the course of one school year. Study 1 found that people who were high in positive affect and autonomy orientation at Time 1 showed the greatest increases over time in competence and relatedness. Study 2 found that people who were high in positive affect and self-determination at Time 1 showed the greatest increases over time in both creativity and psychological well-being (Ryff, 1989). Future research should focus on testing the above relationship with other resources as well as attempting to test this hypothesis with an experimental design.

E119

INTENTIONS IN TEASING: IS "JUST KIDDING" BETTER WHEN WE'RE CLOSE? Glen Gorman¹, Christian Jordan¹; ¹Wilfrid Laurier University – When teasing occurs between two people, the intentions of the teaser are not always known, or appreciated by the recipient of the tease, thus creating a rift between the teaser and the target (Kruger et al., 2006). Specifically, targets of teasing tend to rate a tease and the intentions of the teaser more negatively than does the teaser. The purpose of the present research is to extend this finding by examining general perceptions of the positivity of teasing and motives for teasing. In particular, we believe that teasing may have some prosocial functions in the context of close relationships, and that perceptions of teasing in close relationships may be generally positive compared to perceptions of teasing in general. Participants reported their perceptions of teasing in general, situations in which they teased a close other (participant as teaser), and situations in which the same close other teased them (participant as target). Results replicated Kruger et al.'s findings; targets rated the intent and valence of a tease more negatively than did teasers. Importantly, however, perceptions of the intent of teasing in both of these specific situations (participant as teaser and target) were significantly more positive than perceptions of the intent of teasing in general. These results suggest that while a rift exists between the perceived intentions of the teaser and the target, people may be motivated to soften the blow of a tease from a close other in order to protect important relationships.

E120

WOMEN IN AN OFFICE, MEN IN A KITCHEN: WHO IS WARM AND WHO IS COMPETENT? CONTEXTUAL DEPENDENCY OF GENDER STEREOTYPICAL DIMENSIONS

Soledad de Lemus¹, Miguel Moya¹, Juan Lupiáñez¹; ¹University of Granada – In a set of three studies we tested if gender stereotypical associations activate automatically (using different SOA lengths in an evaluative priming task) and how this process is conditioned by the context in which the target is presented. Two gender stereotypical dimensions were used: warmth or expressiveness (more related to women) and competence or agency (mostly related to men). In Study 1 (N=43) we studied gender stereotypes activation when categorical stimuli (man or woman) are presented without any context. Results supported our prediction that gender stereotypical dimensions are activated in an automatic way, independently of the valence. In Studies 2 and 3, we tested contextual influences on this activation. In Study 2 (N=86), results showed priming effects for the stereotypical information, supporting the hypothesis about automatic activation of stereotypical dimensions, and emphasizing the relevance of the person's evaluation in differential dimensions depending on their gender group. In Study 3 (N=100), results showed that stereotypes are challenged and changed by context, even though this might reinforce gender prejudice on other dimensions. Particularly, when a traditionally male associated context was present (office), the automatic stereotype activation was the same as when no context appeared in previous research; however when the primes appeared in a traditionally female associated context (kitchen) the stereotype activation reversed (women-competence, men-warmth). Theoretical implications for gender stereotyping research, and stereotyping in general, are discussed.

E121

EVIDENCE OF THE CAMERA PERSPECTIVE BIAS IN AUTHENTIC VIDEOTAPED INTERROGATIONS: IMPLICATIONS FOR EMERGING REFORM IN THE CRIMINAL JUSTICE SYSTEM

G. Daniel Lassiter¹, Lezlee J. Ware¹, Jennifer J. Ratcliff², Clinton R. Irwin¹; ¹Ohio University, ²Harvard University – Numerous previous experiments have established the existence of a camera perspective bias in evaluations of videotaped interrogations/confessions (e.g., Lassiter et al., 2006): Videotapes that make the suspect more visually conspicuous than the interrogator(s) by virtue of focusing the camera on the suspect yield assessments of voluntariness and judgments of guilt that are greater than those found when alternative presentation formats are employed. Although this bias has been shown to be highly generalizable, the research to date remains open to criticism from legal policy makers. That is, because all of the interrogations/confessions used in the prior investigations were simulations, no evidence currently establishes that the camera perspective bias occurs with authentic videotapes recorded by police and depicting actual suspects and interrogators. Mann et al. (2004) demonstrated that in real-world, high-stakes situations, a person may behave in ways that cannot easily be evoked or reproduced in mere simulations, no matter how well the latter are constructed. Moreover, such behaviors may provide vital information capable of improving observers' judgments of the person. With regard to videotaped interrogations, the availability of more potentially diagnostic cues in the behavior of actual suspects and detectives might help observers avoid being influenced by irrelevant aspects of the videotape, including the camera perspective from which it was initially recorded. Two experiments addressed this issue, and confirmed that the camera perspective bias does indeed manifest with authentic interrogations/confessions. The question of whether videotaping actually improves fact finders' evaluations of confession evidence and possible policy recommendations are discussed.

E122

THE EFFECTS OF PERVERSIVE DISCRIMINATION AND BEHAVIOURAL RESPONSES ON MOOD.

Mindi Foster¹; ¹Wilfrid Laurier University – Behavioural responses may range from private, low risk actions (signing a petition, writing a letter to the editor) to more public behaviours directed at the dominant group (protesting, promoting educational campaigns to reduce prejudice). Such behaviours can ultimately serve to aid disadvantaged group members by reducing the discrimination directed at them, which in turn positively impacts their well-being and quality of life. Yet most research indicates that public responses, which are most likely to affect social change, are rare. This may be because public responses serve as stressors themselves, and therefore reduce well-being. Although theories of intergroup relations have examined factors that predict behavioural responses to discrimination and factors that predict discrimination victims' well-being, little is known about the psychological consequences of taking action against discrimination. Thus, this study examined how behavioural responses to discrimination impacted mood. Participants were presented with a slide-show of real sexist images found on their own university campus. They were then randomly assigned to one of three behavioural response conditions: private (writing their reactions in a private computer journal), moderately public (emailing this reaction to a friend or family member) and public (emailing their reaction to an ostensibly public database). Results showed that among those who perceived discrimination to be isolated, private responses led to less fear, guilt and timidity than public responses. In contrast, among those who perceived discrimination to be pervasive, public responses led to less fear, guilt and timidity than private responses. Theoretical and practical implications are discussed.

E123

PERCEPTION IN THE SERVICE OF GOAL PURSUIT: MOTIVATION TO ATTAIN GOALS ENHANCES THE PERCEIVED SIZE OF GOAL-RELATED OBJECTS

Martijn Velkamp¹, Henk Aarts¹, Ruud Custers¹; ¹Utrecht University – According to the functional perception hypothesis (Bruner, 1957) objects (e.g., coins) are perceived to be bigger when they are related to motivating behaviors (e.g., earning money). This hypothesis has received a lot of attention, but studies on functional perception were heavily criticized (Tajfel, 1959). For example, most studies allowed for a cognitive instead of a motivational explanation: Participants could apply explicit knowledge to arrive at size judgments (e.g., more valuable coins are objectively bigger). Therefore, the question whether motivation affects size perception is still open to scientific debate. Building on recent advances in research on nonconscious motivational processes, we present two studies that assess the functional perception idea more precisely. Study 1 demonstrated that participants perceived a glass of water to be bigger when motivated to drink. That is, when they were deprived of fluid and, importantly, when the goal-concept of drinking was rendered accessible. Following recent work on the role of positive affect as implicit motivator (Custers & Aarts, 2005), Study 2 increased the motivation to attain initially neutral goal-concepts (e.g., gardening) by unobtrusively pairing the mental representation of the goals with positively valenced stimuli. This resulted in enhanced size perception of goal-related objects (e.g., shovel). Together, these findings support and extend the functional perception hypothesis by demonstrating that the effect results from a top-down process that depends on cognitive accessibility of the goal-representation, while ruling out several alternative explanations. Implications for research on subjective factors in size perception and parallels with research on nonconscious goal-pursuit are discussed.

E124

WHEN PASSION INFLUENCES INTERPERSONAL RELATIONSHIPS: EXAMINING THE MEDIATING ROLE OF POSITIVE AND NEGATIVE EMOTIONS Frederick L. Philippe¹, Robert J. Vallerand¹, Nathalie Houliort², Eric Donahue¹; ¹Université du Québec à Montréal, ²Ecole Nationale d'Administration Publique – Passion is defined as a strong inclination or desire toward an activity that one likes, finds important, and in which one invests time and energy. The Dualistic Model of Passion (Vallerand et al., 2003) proposes two types of passion: the harmonious passion (HP) and the obsessive passion (OP). Past research has shown that each one leads to different emotional consequences during task engagement, with HP leading to positive emotions and OP being conducive to negative emotions. In line with the Broaden-and-Build Theory (Fredrickson, 2001) that posits that positive emotions broaden the thought-action repertoires to include others and that negative emotions narrow these repertoires, three studies examined how passion for an activity might influence the interpersonal relationships through the emotions experienced during task engagement. The findings of Studies 1 and 2 consistently showed that positive emotions were a complete mediator in the relation between HP and positive relationships with the people with whom the activity is engaged in. Conversely, OP was consistently unrelated to positive emotions and positively associated with negative emotions. However, negative emotions were not found to mediate the OP – positive relationships relation. Study 3 used a prospective design and replicated and extended results of Studies 1 and 2 with different interpersonal measures, including objective ratings from observers, and with a wider emotion inventory. It further showed that negative emotions were a complete mediator of the relation between OP and negative relationships. Implications for the Dualistic Model of Passion and the Broaden-and-Build Theory are discussed.

E125

RIGID AUTOMATS OR FLEXIBLE STRATEGISTS? THE JOINT IMPACT OF GOALS AND CONTEXT ON STEREOTYPE ACTIVATION Marcin Bukowski¹, Miguel Moya², Soledad de Lemus²; ¹Jagiellonian University, ²University of Granada – In two studies we examined the joint influence of cooperation vs. competition goals and particular task contexts (analytical or emotional) on selective stereotype activation. In Study 1 (N=68), participants were told to perform an analytical skills task having as a co-operator or rival a multiple categorizable target person (female computer science student). Subsequently they performed a Lexical Decision Task, which contained both, female and computer scientist stereotypical traits. We assumed that participants will strategically process trait information in order to succeed in the currently performed task. Consistently with this hypothesis, we found stronger activation of female traits in the competition than in the cooperation condition. In Study 2 (N=136) we introduced an additional task context (emotional skills task) in order to test the relevance of task context type for the selective activation of stereotypical traits. We found further evidence for the strategic processing hypothesis in the analytical and emotional contexts. Specifically, we replicated the main pattern of results from Study 1 in the analytical task context, whereas in the emotional skills task context we found stronger activation of computer scientist traits in the competition than in the cooperation condition. The interactive nature of goals and context influences on stereotype activation is discussed, emphasizing the flexible character of this process.

E126

A DUAL-PATHWAY APPROACH OF COLLECTIVE ACTION: THE MULTIPLE ROUTES OF TWO CLASSIC CORRELATES OF COLLECTIVE ACTION Daniel Miller^{1,2}; ¹Indiana University, ²Purdue University, Fort Wayne – The current research examines collective action as an active coping mechanism. Examining collective action from a coping perspective leads to new predictions about: 1) When people will engage in effortful versus non-effortful actions. 2) What types of people will

engage in collective action (i.e., internal versus external locus of control). Problem-focused coping (PFC) is more likely to happen when the situation is viewed as changeable and result in more effortful collective actions (e.g. attending a protest). On the other hand, emotion-focused coping (EFC) is likely to occur in stable situations and result in less effortful collective actions aimed more at expressing the group's discontent for the situation rather than actually changing the situation (e.g. signing a petition that will likely be unsuccessful). Results from both studies also indicate that people with an internal locus of control tend to engage in PFC, whereas, individuals with an external locus of control tend to engage in EFC. Thus, both internal and externals are likely to engage in collective action, however their motivations for actions and the type of actions they engage in are markedly different.

E127

CARE TO TALK? SOCIABILITY AT DIFFERENT LEVELS OF FAMILIARITY Jason Trent¹, Kristen Leone¹, Brian Yankouski¹, Milton Fuentes¹; ¹Montclair State University – As social beings, humans benefit from contact and interaction with others (e.g., Myers, 1999). Despite this fundamental need, many people spend time alone in social settings. There is currently little research on the circumstances associated with being alone in such situations. In the present study a survey was administered to 106 college students that focused on why they sit alone on campus and how open they would be to social interaction depending on different environmental circumstances and levels of familiarity. Two methods were used. The first entailed 64 students randomly approached while sitting alone. The remaining 42 students were given the survey during a class. There were no significant differences in responses between methods. A key finding was that when students are waiting for a class, only 18% would view being approached and spoken to by a person they do not know as a negative situation. Also, most students (86%) cited “fear that I am bothering the person” as a top reason for why they themselves would not approach someone. The variables of gender and relationship status are discussed. Overall findings suggest that people who sit alone would generally invite the opportunity to have a conversation with someone who is on any level of familiarity, but that a lack of information regarding the other person hinders such interaction from being initiated. Therefore, a means of differentiating between people who are open to such contact and those who are not should be developed to better facilitate social interaction.

E128

CULTURE AND IMPLICIT SELF-ESTEEM: CHINESE ARE “GOOD” AND “BAD” AT THE SAME TIME Helen Boucher¹, Kaiping Peng², Junqi Shi³, Lei Wang³; ¹Bates College, ²University of California, Berkeley, ³Beijing University – A growing body of research suggests that East Asians have inconsistent beliefs about themselves, relative to Euro-Americans (Spencer-Rodgers, Boucher, Mori, Wang, & Peng, 2007). For example, Chinese and Chinese Americans have what may be called “dialectical self-esteem,” in that they endorse both the positively- and negatively-keyed items of the Rosenberg self-esteem scale, relative to Euro-Americans, who are more apt to endorse the positively-keyed items and reject the negatively-keyed ones (Spencer-Rodgers, Peng, Wang, & Hou, 2004). The following research extended this effect to implicit self-esteem. In Study 1, Chinese and Euro-Americans completed explicit (i.e., Rosenberg) and implicit measures of self-esteem (i.e., the Go/No-go Association Task [GNAT], a conceptual relative of the IAT; Nosek & Banaji, 2001). Various indices of attitudinal ambivalence were computed using the positively- and negatively-keyed items of the Rosenberg in the case of explicit self-esteem, and the sensitivity in associating self with positive and sensitivity in associating self with negative in the case of implicit self-esteem. Chinese scored more highly on these indices than Euro-Americans, suggesting that they acknowledge both positive and negative aspects of themselves, on both explicit and implicit measures, relative to Euro-Americans. In Study 2, this effect was replicated in

samples of Chinese, Chinese American, and Euro-Americans, using a slightly different version of the GNAT. In this study, the explicit and implicit self-esteem ambivalence of Chinese Americans fell in between that of Chinese and Euro-Americans. Discussion focuses on how members of dialectical cultures come to possess relatively inconsistent self-esteem, and questions for future research.

E129**HOW YOU FEEL DEPENDS ON WHERE YOU SIT: VISUAL PERSPECTIVE AND EMOTIONAL EXPERIENCE**

Cynthia Cryder¹, Jennifer Lerner², James Gross³; ¹Carnegie Mellon University, ²Harvard University, ³Stanford University – Classic social psychological research demonstrates that different visual perspectives on a social scene lead to different judgments about dispositional versus situational influence (Storms, 1973) and about causal influence or control (Taylor & Fiske, 1973). The dimensions of dispositional versus situational influence and causal influence or control are also central cognitive appraisal dimensions that predict emotional experience (Smith & Ellsworth, 1985). Integrating these findings, we hypothesized that manipulating participants' visual perspective to focus on a "victim" versus a "bully" – i.e., to focus on a character associated with situational influence and low control versus a character associated with dispositional influence and high control – would change participants' emotional experience. In the present experiment, participants (N=73) watched an emotional video clip from *My Bodyguard* (see Gross & Levenson, 1995) that showed an interaction between a victim and bully. Participants were seated so that they could view the entire scene, but they were visually oriented either toward the victim's side of the scene or toward the bully's side of the scene. Results revealed that participants who were visually oriented toward the victim experienced more fear and sadness (emotions associated with situational influence and low control) than did participants who were visually oriented toward the bully. These findings indicate that a subtle manipulation of individuals' visual perspective on an emotional social scene significantly impacted their emotional experience. The results not only have important theoretical implications for those interested in emotion and social cognition but also have important practical implications for researchers wishing to effectively induce emotions.

E130**SCHADENFREUDE IN THE REALM OF POLITICS: IT DEPENDS ON WHOSE OX IS BEING GORED**

David R. Schurtz¹, David Combs¹, Caitlin Powell¹, Richard Smith¹; ¹University of Kentucky – Abstract: Political campaigns are often won and lost on the mistakes that candidates make. These mistakes, depending on which political party is harmed or helped, often result in either happiness or sadness for people with strong party affiliations. This research examined whether or not people would experience schadenfreude or sympathy following events that are more objectively negative for all members of society – yet may help swing an election. Participants reported their political allegiance and the strength of that allegiance and weeks later, just before the 2006 Midterm Election, were presented with a number of newspaper stories to read. The newspaper stories depicted events that were either isolated misfortunes that affected only the candidate (e.g., a family values Senator getting caught in a long-term affair) or society as a whole (e.g., troop casualties). Party affiliation predicted whether participants experienced schadenfreude (if the opposing party was harmed) or sympathy (if the participants own party suffered). Intensity of party affiliation strongly influenced the amount of schadenfreude or sympathy that resulted from reading the articles.

E131**THE ROLE OF INSTITUTIONAL RACIAL MAKEUP IN THE COLLEGE CHOICE OF BLACK AND HISPANIC HIGH SCHOOL STUDENTS**

Vanessa Anderson¹, Geraldine Downey¹, Jessica Roberts²; ¹Columbia University, ²University of Illinois-Carbondale – Sixty-one African American and Hispanic students from majority White and Asian and majority Black and Hispanic high schools (mean age 16.38, SD=.92) rated a list of 102 colleges on how prestigious they thought they were, how comfortable they imagined that they would be as a student at each college and the extent to which they would want to apply to each college. They also completed the Race Based Rejection Sensitivity Questionnaire (RSQ-race, Mendoza Denton, Downey, Purdie, Davis & Pietrzak, 2002). As predicted, ratings of prestige, comfort and wanting to apply were highly correlated. For both African American and Hispanic students attending the majority White and Asian school, there was a significant interaction of RS-race and racial makeup on predicted comfort, such that students higher in RS-race expected to be more comfortable at colleges with more African American and Hispanic students respectively. While neither RS-race nor racial makeup of the colleges affected African American participants' desire to apply to the colleges, for Hispanic students attending the majority White and Asian high school, there was a significant interaction of RS-race and racial makeup of college such that students attending this school who were higher in RS-race expressed wanting to apply to schools with larger Hispanic student bodies. Implications for the role of predicted comfort and racial makeup in the college choice and college adjustment of students of color are discussed.

E132**FORMING JUSTICE JUDGMENTS UNDER SELF-UNCERTAINTY – THE DIFFERENTIAL USE OF ACCESSIBILITY EXPERIENCES**

Patrick A. Müller¹, Rainer Greifeneder², Jana Janssen², Dagmar Stahlberg², Herbert Bless²; ¹University Utrecht, The Netherlands, ²University of Mannheim, Germany – Extending previous work on the sensitizing role of self-uncertainty on justice judgments (De Cremer & Sedikides, 2005; Van den Bos & Lind, 2002), the present series of studies demonstrates that people not only use but also form justice judgments differently under self-uncertainty. In line with other research on the reliance on heuristics, we argue that the influence of experiential information, as, for example, the accessibility experience (Tversky & Kahneman, 1973) on justice judgments, should be weakest when the participants are self-uncertain and therefore motivated to form accurate justice judgments to evaluate their social environment. In order to test this hypothesis, we conducted five studies drawing on the methodological paradigm introduced by Schwarz and colleagues (1991). In line with our hypothesis, Study 1 revealed that participants high in dispositional self-uncertainty relied mainly on the content of the procedure to form their justice judgment, whereas subjects low in self-uncertainty relied strongly on ease of retrieval experiences. Similar results were found when self-uncertainty (Study 2) and accuracy motivation (Study 3) were directly manipulated. The moderating effect of self-uncertainty on the reliance on the accessibility experience in justice judgment formation was also demonstrated in a field study assessing applicants' reactions to a selection procedure (Study 4) and in participants' behavior in an investment game (Study 5; cf. Berg, Dickhaut, & McCabe, 1995). Implications of these results regarding the conceptualization of justice judgments and the role of self-uncertainty in information processing are discussed.

E133**THE EFFECT OF TASK FOCUS VERSUS SOCIAL FOCUS ON INTERRACIAL INTERACTION OUTCOMES**

Laura G. Babbitt¹, Samuel R. Sommers¹; ¹Tufts University – Previous work shows that while interracial interactions go poorly in some instances, under other conditions they go well. The current research examines the effect of a dyad's focus on the outcome of such interactions. Specifically, we

predicted that interracial dyads focused on task performance would show less cognitive depletion afterwards than dyads focused on the social aspect of their interaction. Participants were randomly assigned to same-gender dyads; half were interracial (one White participant and one Black participant) and half were same-race (two White participants). The dyad's focus during the interaction was manipulated by experimenter instructions. In the social focus condition, dyads were instructed to treat the tasks as icebreakers and told that they would be asked about their impressions of their partner afterwards. In the task focus condition, dyads were instructed to do as well as possible on the tasks, and were told that there was a \$100 bonus for the pair that did the best. In the control condition, dyads were simply told that they would be working on four tasks together. Each dyad worked on the same problem-solving tasks, and each participant subsequently took the Stroop test to measure cognitive depletion. In interracial dyads, a task focus reduced the cognitive depletion seen in the control and social focus conditions for both White and Black participants, indicating that a dyad's focus during an interracial interaction can affect the way that both participants experience the interaction. Other outcome measures included objective task performance, self-reported affect, and liking of partner.

E134

BREAKING UP IS HARD TO DO: THE INFLUENCE OF ATTACHMENT STYLE AND COPING STRATEGIES ON DETACHMENT AND RECOVERY AFTER RELATIONSHIP DISSOLUTION *Christopher Fagundes¹; ¹University of Utah* – Attachment insecurity has been shown to be associated with emotional responses to romantic breakups. Yet the retrospective nature of most research on breakups has made it difficult to identify the mechanisms underlying this association. Specifically, does attachment insecurity influence the basic process of detachment (i.e., ceasing to use the former partner as a source of attachment security), or does it influence the emotion regulation strategies individuals use to cope with detachment? We prospectively followed 98 young adults (aged 18-30) who had, within the previous 14 days, ended a romantic relationship that lasted longer than four months. Participants were assessed twice over a four-week period. Results demonstrated that attachment anxiety and avoidance do not influence the detachment process, but they do influence the emotion regulation strategies adopted to cope with detachment. Specifically, anxiety and avoidance were not associated with the degree to which individuals continued -- or ceased -- to use their former partner as a source of attachment security (although avoidant individuals recalled having sought less security from their partners back when there were still together). Anxiety and avoidance were associated with greater post-break-up depression, greater negative affect, and lower acceptance of relationship termination. These effects were fully mediated by anxious and avoidant individuals' greater use of ruminative coping strategies. Thus, anxious and avoidant individuals' emotional responses to breakups do not reflect distinctive detachment processes, but distinctive emotion regulation strategies. These findings make a significant contribution to understanding how attachment style differences influence the normative functioning of the attachment system.

E135

THE FUNCTION OF FLAGS: CLARIFYING THE EFFECTS OF FLAG EXPOSURE ON NATIONAL IDENTIFICATION *David A. Butz¹, E. Ashby Plant²; ¹University of Massachusetts at Amherst, ²Florida State University* – Flags purportedly remind people of their heritage and instill patriotism; however, previous work has not found that flag exposure increases the strength of self-reported national identification. Recent findings indicate that in some circumstances implicit assessments are more malleable than responses on explicit assessments of the same construct. Drawing from these findings, the current work examined whether responses on a recently developed measure of implicit national identification were influenced by exposure to the U.S. flag, a prominent symbol of national group membership. One hundred five U.S. residents

reported their collective self-esteem based upon their membership as a U.S. resident and then completed an implicit association test (IAT) modified to measure the extent to which participants associate themselves with the national category 'American'. Approximately half of the participants ($n = 55$) completed these measures in the presence of a large U.S. flag, and the remaining participants completed the measures in the absence of the U.S. flag. Results indicated that implicit national identification was significantly greater in the presence versus the absence of the U.S. flag. Flag exposure did not influence collective self-esteem. Higher implicit national identification was modestly associated with greater collective self-esteem. Consistent with previous findings regarding racial majority and minority group differences in identification as 'American', majority group members' implicit national identification was marginally greater than minority group members'. Racial group membership, political affiliation, birthplace, and gender did not moderate the effect of flag exposure on implicit national identification. The theoretical and practical implications of these findings are discussed.

E136

INTERPERSONAL CORRELATES OF NORMAL- AND ABNORMAL-RANGE PERSONALITY TRAITS IN FRIENDSHIP DYADS

William Calabrese¹, Leonard Simms¹; ¹University at Buffalo, The State University of New York – The purpose of the present study was to better understand how dimensions of personality and personality pathology predict distress arising from interpersonal sources through the use of multiple raters. Previous research suggests that individuals with traits related to personality disorder often show significant impairment in interpersonal functioning (e.g., Skodol et al., 2002; Oltmanns, Melley, & Turkheimer, 2002) and may lack insight into how their maladaptive behaviors affect others (e.g., Clifton, Turkheimer, & Oltmanns, 2005). These findings highlight the importance of using peer reports in personality pathology research. In the present study, we further explored the links between personality pathology and interpersonal dysfunction through the administration of the Inventory of Interpersonal Problems-64 (IIP-64), Schedule for Nonadaptive and Adaptive Personality-2nd Edition (SNAP-2), and Big Five Inventory (BFI) to a sample of 153 undergraduate friendship dyads. Results revealed generally moderate self-other agreement for the personality dimensions of both the SNAP-2 and BFI, and generally weaker self-other agreement for the circumplex octant scales of the IIP-64. Additionally, self-reported SNAP-2 traits more strongly predicted peer-reported interpersonal problems than did self-reported BFI traits. In particular, self-reported aggression, manipulateness, and dependency all correlated more strongly with peer-reported interpersonal problems than did any self-reported BFI trait. These findings suggest that the SNAP-2 traits – which were developed specifically to tap personality pathology – yield stronger connections with interpersonal dysfunction, both within and across sources, than did the normal-range traits of the Big Five. Implications for dimensional models of personality pathology will be discussed.

E137

CINEMA: THE INTERNATIONAL LANGUAGE OF EMOTION RECOGNITION?

Negin Toosi¹, Monica Malowney¹, Nalini Ambady¹; ¹Tufts University – Research has found a cultural ingroup advantage for accuracy in detecting emotion from facial expressions – and a corresponding outgroup disadvantage. However, with greater exposure to the outgroup, accuracy rates improve (Elfenbein & Ambady, 2002, 2003). Studies have shown that direct training can improve accuracy rates for emotion recognition (Elfenbein, 2006). This study investigates the potential for more indirect/ naturalistic training, through the use of film. American participants watched a Japanese movie, interspersed with emotion recognition tests. After thirty minutes of watching the film, accuracy rates for Japanese (outgroup) faces increased to a level comparable to those for American (ingroup) faces. Implications and future directions for research are explored.

E138

RACIALLY BIASED ATTENTIONAL ALLOCATION: A FEAR-MEDIATED EFFECT

Nicole Donders¹, Joshua Correll¹, Bernd Wittenbrink¹; ¹The University of Chicago – Representations of social categories are often multifaceted. Concepts commonly associated with African-Americans include danger stereotypes (e.g. “violent”), non-danger stereotypes (e.g. “lazy”), and prejudice (conceptually unrelated evaluative associations, e.g. “awful”). While past research has demonstrated the global effects of stereotype activation on behavior, the current study investigates whether threat-relevant associations can have specific implications for behavior, over and above the effects of other associations within the social category representation. Threat-relevant information biases attention in a manner that is functional for survival: dangerous stimuli have been shown to capture attention faster and hold attention longer than nonthreatening stimuli (Ohman, Flykt, & Esteves, 2001; Koster, Crombez, Van Damme, Verscheuere, & De Houwer, 2004). The current research demonstrates that danger stereotypes have specific implications for attentional allocation, controlling for the effects of danger-irrelevant associations. Using a modified dot-probe task (Koster et al., 2004), we measured attentional capture and holding by Black compared to White faces. Using the Extrinsic Affective Simon Task (De Houwer, 2003) we then measured the accessibility of danger stereotypes, non-danger stereotypes, and prejudicial associations. Black-danger associations significantly predicted the extent to which Black faces captured attention faster than White faces, controlling for the effects of non-danger stereotypes and prejudicial associations. Black-danger stereotypes also marginally predicted the extent to which Black faces held attention longer than White faces. Neither non-danger stereotypes nor prejudicial associations predicted racially biased attentional allocation. We posit that societal stereotypes linking African-Americans with danger lead Black faces to function as fear-conditioned stimuli, biasing attentional allocation.

E139

UNDERSTANDING THAT JUDGMENTS CAN BE SKEWED: A DEVELOPMENTAL PERSPECTIVE

Candice Mills¹, Meridith Allgeier¹; ¹University of Texas at Dallas – Adults recognize that self-interests and motivations influence the statements, beliefs, and judgments of others (e.g., Miller, 1999; Miller & Ratner, 1998; Kruger & Gilovich, 1999). Yet we know surprisingly little about how this understanding develops. The research presented here examines children's understanding of two important points: first, that preexisting biases might skew judgments, and second, that judgments are more likely to be skewed in subjective contexts than objective ones. In a series of studies, children (6 to 12 years old) and adults were asked to evaluate judgments made in different objective and subjective contexts. In order to make the subject matter accessible to a wide variety of ages, the stories focused on judges in contests involving objective (e.g., running race, spelling contest) and subjective events (e.g., baking contest, singing contest). Participants were told about a judge who made a choice between two contestants that either matched an expected bias (either his friend or the person who was not his enemy), or mismatched the expected bias (either the person who was not his friend, or his enemy). Older children and adults rated judgments that matched the expected bias as less accurate than judgments that mismatched the expected bias for both friends and enemies. Kindergartners, on the other hand, only did so for judgments made by enemies. Not until age 10 to 12 did children indicate that relationships were more likely to skew judgments in subjective contexts than objective ones. Explanations for how this understanding develops will be discussed.

E140

PREDICTING ALCOHOL USE AMONG COLLEGE STUDENTS: A COMPONENTIAL APPROACH TO SELF-ESTEEM

Lu Lu Kuang¹, Virginia S. Y. Kwan¹; ¹Princeton University – Excessive alcohol consumption is an epidemic across college campuses and leads to dire consequences. Across 3 studies, we address conflicting results from past research on the links between self-esteem and alcohol use. Divergences in the literature may be due to the diverse nature of self-esteem. People may have high self-esteem for different reasons; because of high benevolence and merit, characteristic of genuine self-esteem, or because of narcissism, characteristic of defensive self-esteem. Narcissism may be particularly problematic for college drinking. The constant desire for admiration may lead narcissists to be more sensitive to social norms. As predicted, Study 1 found that narcissism predicts college students' reasons for drinking while self-esteem does not. Narcissists are more likely to drink for social approval and perceptual enhancement. Study 2 found that narcissism predicts both frequency and amount of drinking. Narcissists are more likely to drink more and more often. Study 3 examined whether narcissists are more sensitive to social norm than non-narcissists. To examine the effect of norm sensitivity, participants were given one of two conditions, the high norm that states the average student consumes 9 drinks on the typical night out and the low norm that states 3 drinks. As predicted, narcissists report greater alcohol consumption in the high-norm condition than in the low-norm condition, suggesting that the desire for admiration may lead narcissists to adhere more to social pressure for drinking. These results have implications for designing more effective intervention efforts to curb excessive drinking among college students.

E141

ACCOUNTING FOR ENGAGEMENT IN MINOR CRIMES: RISK MODERATES EFFECTS OF VALUE, PLEASURE MEDIATES EFFECTS OF TRAIT AGGRESSION

Eric Klinger¹, Pulum Kim¹, Ann Mielke¹; ¹University of Minnesota, Morris – According to expected-utility research, value and expectancy (likelihood of succeeding) largely (with qualifications) govern choices. The present study examined this approach in new ways with self-reported commission of minor crimes— theft, underage alcohol use, and academic cheating—using an Inventory of Common Misdeeds (ICM). It operationalized value as anticipated pleasure (“how good did it feel,” which according to recent research underlies value) and expectancy as anticipated risk of apprehension (in crimes, the inverse of probability of success). 144 undergraduate volunteers completed the ICM and Brief Multidimensional Personality Questionnaire (MPQ-BF). The ICM assessed frequency of misdeeds, along with ratings of perceived risk of apprehension, pleasure at obtaining the goal and, separately, pleasure at getting away with each crime type. Anticipated pleasure of both kinds correlated substantially with frequency of all three misdeed types. Pleasure of possessing desired items through theft and of getting away with academic misdeeds interacted significantly with perceived risk: pleasure predicted frequency of high-risk misdeeds much better than of low-risk misdeeds, which seems an exception to expected utility theory but makes psychological sense: It requires valuable goals to justify taking large risks. Corresponding interactions for underage alcohol consumption approached significance. MPQ-BF Aggression was associated with all three kinds of misdeeds, but its effects were mediated completely (theft and underage drinking) or partially (academic cheating) by anticipated pleasure. To conclude, expectancy interacts with value differently in predicting crimes than in predicting other activities, and trait aggression predicts crimes because of its association with pleasure at criminal outcomes.

E142

RESILIENCE AND POSITIVE EMOTIONS : EXAMINING THE ROLE OF EMOTIONAL MEMORIES

Genevieve Beaulieu-Pelletier¹, Frederick L. Philippe², Serge Lecours¹; ¹Université de Montréal, ²Université du Québec à Montréal – Resilience has been frequently associated with experiences of positive emotions, especially through taxing events. However, the psychological processes that might allow resilient individuals to self-generate those positive emotions have been mostly overlooked. In line with recent theoretical and empirical background with respect to memories, we propose that emotional memories play an important role in the self-generation of positive emotions. The present research had two purposes. First, it aimed at conceptualizing and testing a new measure of emotional memories that samples idiosyncratic networks of emotional information. Second, it sought to examine the role of emotional memories networks (EMN) in the relationship between psychological resilience and positive emotions. Study 1 provided initial data on the validity and reliability of the measure of EMN and showed that it had a predictive value for broad emotion regulation constructs and outcomes. In addition, Study 1 showed that positive EMN mediated the relationship between psychological resilience and the experience of positive emotions in a context of sadness (film induction), even after controlling for pre-experimental positive mood. Study 2 replicated results of Study 1 in a context of anxiety (task induction) and after controlling for positive affectivity trait. Furthermore, Study 2 showed that the self-generation of positive emotions through EMN was independent of the effect of an experimental induction of positive mood. Theoretical and applied implications are discussed.

E143

CORRELATED CHANGE IN PERSONALITY TRAITS OVER TWELVE YEARS IN OLD AGE

Mathias Allemand¹, Daniel Zimprich¹, Mike Martin¹; ¹University of Zurich – This research examines correlated change in the Big Five personality traits in old age across a period of twelve years. It is an open developmental question, whether changes in personality traits are related over time across individuals, and if so, to what degree. It might be, that the same underlying causes of change such as social roles, life events, and social environments operate simultaneously on multiple personality constructs such as the Big Five personality traits. Consequently, the examination of correlated change offers an essential way change could be studied and may point to an underlying commonality of personality traits. Data from the Interdisciplinary Study on Adult Development (ILSE) were used to examine correlated change in personality traits. The sample consisted of 300 adults ranging from 60 to 64 years of age at first measurement occasion. Personality was measured with the NEO-FFI Personality Inventory. Correlated change of the five personality traits was examined utilizing latent change models. The results indicated that interindividual differences in initial level were negatively correlated with the amount of individual change. Furthermore, several across-domain level-change correlations were found. Finally, a number of statistically significant medium effect-sized latent change correlations among personality traits emerged, except for neuroticism. These findings indicate that there is substantive commonality in personality trait change over twelve years in old age.

E144

INTERGROUP BIAS IN NORTHERN IRELAND: AN EXAMINATION OF INTERPERSONAL BEHAVIOR AND ATTITUDES

Marika Lamoreaux¹, C. Veronica Smith¹; ¹University of Delaware – Studies have shown that in-group members are likely to discriminate against out-group members in both laboratory (Dovidio, Kawakami, & Gaertner, 2002; McConnell & Liebold, 2001) and real world studies (Brigham & Richardson, 1979; Gaertner, Dovidio, & Bachman, 1996). The current study combined aspects of both study types, by assessing intergroup attitudes during a laboratory session, and then having participants keep

social interaction diaries. We predicted that bias would be associated with other intergroup opinions and quality of social interactions. Catholic and Protestant undergraduates (N=117) attending Queen's University in Belfast, Northern Ireland completed one-time measures of identity, bias, perceptions of group dynamics, and social dominance orientation. In addition, participants completed an ostensibly unrelated social interaction diary for one week. Analyses revealed that participants who had greater bias reported having fewer friends of opposite religions, perceiving greater differences between Catholics and Protestants, and having fewer positive feelings toward and less forgiveness for religious out-group members. Using multilevel random coefficient modeling analyses, the analysis of the social interaction diaries of Catholic and Protestant participants only (N=35) found that interactions generally did not differ based on the presence a religious out-group member but did differ when interaction partners of unknown religion were present (e.g., more anxiety, less intimate). In addition, several of these relationships were qualified by their bias scores. The results of the present study suggest that in-group/out-group bias is associated with differences not only in other out-group opinions but in social interaction quality.

E145

PERCEPTIONS OF GENDER ATYPICALITY: HOW DO WE IDENTIFY MASCULINITY AND FEMININITY IN OTHERS?

Elizabeth Ewing Lee¹, Wendy Troop-Gordon¹; ¹North Dakota State University – The behaviors and reactions a child elicits from others are determined, in part, by how gender-typical, or -atypical, that child is perceived to be (Fagot, 1977; Smetana, 1986). However, little is known as to how people form impressions of others' masculinity or femininity, or what information is used in making these judgments. In much of the gender socialization research, engagement in gender-typed behaviors (e.g., dancing; playing football) is used as the primary indicator of someone's gender-typicality. Yet, perceptions of others may be based on a number of characteristics including mannerisms, emotional displays, appearance, and social relationships. Thus, the aim of the current study was to identify the characteristics used by elementary school teachers in making global judgments of their students' (396 4th- and 5th-graders; 210 girls) gender-atypicality. For boys, ratings of gender-atypicality were associated with the emotional characteristics of being withdrawn and sensitive. For girls, being viewed as gender-atypical was associated with being seen as aggressive, inattentive, and insensitive. Girls were also seen as more gender-atypical if they had male friends, participated in traditionally masculine activities, and rarely engaged in feminine activities. These findings suggest that emotionality and social-psychological characteristics may play as large a role, if not larger, than activity choices in making inferences about others' masculinity and femininity. The results also indicate that the processes involved in making judgments about boys may be quite different from those used when evaluating girls.

E146

THE FACE OF SUCCESS: INFERENCES OF PERSONALITY FROM CEO APPEARANCE PREDICT COMPANY PROFITS

Nicholas Rule¹, Nalini Ambady¹; ¹Tufts University – Previous work in social perception has shown remarkable consensus between individuals making judgments of others' personalities and physical traits (e.g., attractiveness or extraversion). Most of this work, however, has been limited to subjective judgments that are absent a criterion with which to measure accuracy. The current work, therefore, relates subjective assessments of personality based on nonverbal, facial cues to an actual outcome measure: financial success. Participants made naive judgments of power-related (competence, dominance, and facial maturity) and warmth-related (likeability and trustworthiness) personality traits from pictures of the faces of CEOs from the 25 highest and 25 lowest ranked companies of the Fortune 1,000: 2005. Even when controlling for age, attractiveness, and affective expression, participants' naive judgments of

power traits and perceived leadership ability predicted the amount of profit that a company made across three fiscal years. Such an effect is particularly striking given the homogeneity of the targets (all were Caucasian males of approximately the same age; $M = 55$ years old), suggesting that the signal by which personality and success are communicated by the face is very powerful. In sum, naïve inferences from the face provide information not only telling of subjective measures of preference but also of objective measures of performance.

E147

INCLUDING A CLOSE OTHER'S FACE IN THE SELF: A MORPHING EXPERIMENT *Suzanne Riela¹, Sarah Ketay¹, Arthur Aron¹, Julian P. Keenan²; ¹State University of New York at Stony Brook, ²Montclair University* – Inclusion of other in the self (Aron & Aron, 1986), or overlap of self and other mental representations, has been found in cognitive tasks involving traits (stroop interference, source memory confusions, attribution biases; e.g., Aron et al., 1991; Mashek et al., 2003; Smith et al., 1999). This study explored whether these effects extend to confusions between self and close-other for face perception. Adapting Keenan and colleagues' (2000) procedures to the present context, 17 female undergraduates viewed 1512 morphed images of self, a friend (close and familiar other), and a celebrity (non-close but familiar other). Each image represented a different degree of overlap in 5% increments from 0 to 100%. There were main effects of pair-type for accuracy, $F(2, 32) = 10.91$, $p < .001$, and speed, $F(2, 32) = 7.89$, $p = .002$. As predicted, all contrasts of self-friend versus other pair types were significant ($ps < .05$) and in the predicted direction. That is, the fewest correct responses and longest reaction times were found for self-friend judgments as compared with friend-celebrity or celebrity-self images. For each of these pairs, respectively, accuracy means were 52%, 67%, and 71%, while speed means were 466ms, 449ms, and 451ms. In addition, there was a significant pair x morph interaction for accuracy in which the pattern of fewer correct for self-friend images was strongest at intermediate morph levels (those images with the greatest overlap). Limitations and implications for close relationship cognition, and for social perception processes, more generally are discussed.

E148

LESSONS LEARNED FROM A CLOCKWORK ORANGE: THE EFFECTS OF IMPLICIT ATTITUDE RETRAINING ON EFFORT IN STEREOTYPED THREATENED INDIVIDUALS. *Chad Forbes¹, Toni Schmader¹; ¹University of Arizona* – Past research suggests that women develop negative implicit associations between their concepts of "self" and "math" that might play a role in math performance (Nosek et al., 2002). The present studies extend this past correlational work by investigating whether retraining implicit attitudes would increase motivation and performance in situations of stereotype threat. Specifically, we manipulated personalized implicit associations (pIAT) by having women repeatedly pair the term "I Like" (compared to "I Don't Like") with either math or language related words. Results from Study 1 verified that continuously pairing the term "I Like" with math was effective in increasing one's implicit liking for math on a subsequent pIAT. Study 2 assessed how retraining females to implicitly like math would affect motivation, working memory, and performance under stereotype threat. Women were initially retrained to implicitly like math or language. Upon returning 24 hours later, participants completed an effort task by choosing to work on math or verbal problems. Participants then completed a working memory and math test under stereotype threat. Results revealed that women trained to like math (vs. language) exhibited greater effort on the initial math problems. In addition, math effort was positively correlated with performance on the subsequent math test only in the math retraining condition. Working memory however was unaffected by attitude retraining. Findings suggest that implicit attitudes play a role in motivation but not cognitive efficiency

and that implicit attitude retraining can help stigmatized individuals succeed in the face of salient negative group stereotypes.

E149

UNDERSTANDING ESSENTIALISM AMONG THE MARGINALISED AND/ OR DISCRIMINATED AGAINST *Thomas Morton¹, Tom Postmes¹; ¹University of Exeter* – Recent years have witnessed considerable interest in the operation of essentialism within intergroup contexts. Much of this work has emphasised how essentialist beliefs about social categories (e.g., race and gender) support prejudice and can be used to justify social inequalities. Considerably less attention has been given to the dynamics of essentialism within minority groups, and the ways essentialism might be used to challenge rather than support inequality. The present research aimed to explore the conditions under which members of a stigmatised group might promote an essentialist view of their own identity. Queer participants ($N = 60$) contemplated either negative treatment directed toward their identity (i.e., discrimination) or negative treatment that ignored their identity (i.e. marginalisation). Consistent with expectations, in response to marginalisation but not discrimination, strength of identification was related to essentialist beliefs about sexuality. This effect was mediated through a perception that social change was possible. By contrast, in response to discrimination but not marginalisation, identification was related to the experience of negative affect and (weakly) to a tendency to downplay intergroup differences. This pattern demonstrates that essentialism within minority groups 1) is set against a backdrop of treatment by the majority, 2) can gain currency when one's identity is contested, and 3) is linked to the perceived opportunities afforded by the social structure.

E150

DEADLY POLITICS: THE EFFECTS OF MORTALITY SALIENCE ON POLITICAL CONSERVATIVES' AND LIBERALS' ENDORSEMENT OF MORAL FOUNDATIONS *Daryl R. Van Tongeren¹, Jeffrey D. Green¹; ¹Virginia Commonwealth University* – Terror Management Theory (TMT) posits that humans construct and adhere to cultural worldviews in order to buffer existential anxiety stemming from contemplations of the inevitability of their own demise, and conceptualizations about morality are cherished components of these worldviews. Recent work in moral politics has illuminated five moral foundations – harm, reciprocity, ingroup, hierarchy, and purity – and has suggested that political conservatives and liberals show differential endorsement of such values. This study used standard TMT methodology to explore the effects of mortality salience (MS) on conservatives' and liberals' endorsement of the five moral foundations. Results revealed a significant interaction between MS and political orientation on harm-based morality, suggesting that MS may cause liberals and conservatives to prioritize moral values differentially, illuminating significant differences between the groups that are absent when mortality is not made salient. Furthermore, results revealed a significant interaction between MS and political orientation on reciprocity-based morals, such that liberals bolster their endorsement of reciprocity-based morals when mortality is made salient, while conservatives decrease their ratings for such values. Thus, the effects of MS on reciprocity-based values are reliably different for liberals and conservatives. Additionally, there were significant main effects for hierarchy and purity moral foundations, suggesting that conservatives traditionally espouse moral values that liberals do not. Overall, the effects of MS on some moral foundations are moderated by one's political orientation; in light of MS, individuals may increase endorsement of those values central to their cultural worldview.

E151

THE INFLUENCE OF OBESITY STIGMATIZATION ON 3RD-6TH GRADE CHILDREN: ARE SOME CHILDREN WEIGHT BLIND?

Madeline Rex-Lear¹, Lauri A. Jensen-Campbell¹, Kelly N. Garza¹; ¹University of Texas at Arlington—Children are known to demonstrate negative attitudes towards obesity early on (Turnbull, et al. 2000). Less understood are the boundaries when weight stigma might be employed. This study examined if personality, ethnicity, and weight controllability attitudes make some children less likely to judge others negatively based on weight (i.e., weight-blind). This was also a first attempt to create realistic digitized pictures of target-children of various weights and ethnicities. Local 3-6th grade children viewed digitally-altered pictures of Caucasian, Black, and Hispanic boys or girls of varying weights (e.g., thin, medium, overweight) and answered questions about each target-child (e.g., is this child lazy?). The target-child's weight was negatively associated with perceived popularity, athletic ability, intelligence, attractiveness, being a desirable playmate, and remembering things well. Weight was also positively associated with being lazy and sloppy. Thinner participant-children perceived all target photos as heavier compared to average or overweight participant-children. Participant-children who believed being fat is one's own fault held more negative stereotypes towards the target-child (e.g., lazy, poorer in sports) and liked the target-child less. Caucasian children reported that they liked thin target-children more than did Hispanic or African-American children; however, all children reported liking the overweight children the least. Caucasian children saw overweight children as meaner than thin children; there were no differences for Hispanic or African American children. There was no evidence that the participant-child's ethnicity predicted weight controllability attitudes. Results will be discussed in terms of why children may vary in their stigmatization of overweight peers.

E152

CHANGE IN IMPLICIT COGNITIONS PREDICTS CHANGE IN BEHAVIORAL INTENTIONS

Kristin Lane^{1,2}, Erin Driver-Linn²; ¹Bard College, ²Derek Bok Center for Teaching and Learning, Harvard University—Numerous studies have demonstrated implicit attitudes' and stereotypes' utility in predicting behavior (Poehlman et al., 2007). At the same time, implicit cognitions change due to both the immediate context (Blair, 2001) and everyday experiences (Dasgupta & Asgari, 2004). The current study unites these findings and asks: Does change in implicit attitudes predict change in behavioral intentions? Freshman completed implicit measures of science attitudes, identity, and stereotypes at the start and the end of their first semester of college. They also indicated their intentions to engage in science-related pursuits such as majoring in a science domain or attending optional science lectures. Implicit cognitions predicted behavioral intentions at the start of college: Those with more positive implicit evaluations of science, stronger identification with science, and stronger associations between science and their own gender were most likely to report a strong likelihood of pursuing science. Moreover, when examined over time, change in implicit attitudes covaried with change in intentions to pursue science. That is, students who became more positively disposed toward science at the implicit level during the semester were also more likely to have increased intentions of pursuing it by semester's end. These findings highlight the role that less conscious evaluations play in shaping academic decisions and performance. They also suggest that the well-established malleability of implicit cognitions may have substantial consequences: Changing implicit cognitions may be a route to behavioral change.

E153

DOES A DUAL-CAMERA APPROACH PRODUCE UNBIASED AND ACCURATE EVALUATIONS OF VIDEOTAPED INTERROGATIONS/CONFESSIONS?

Celeste J. Snyder¹, G. Daniel Lassiter¹, Jennifer A. Cassarly¹, Lisa M. Mieskowski¹; ¹Ohio University—Numerous previous experiments have established the existence of a camera perspective bias in evaluations of videotaped interrogations/confessions (e.g., Lassiter et al., 2006): Videotapes that make the suspect more visually conspicuous than the interrogator(s) by virtue of focusing the camera on the suspect yield assessments of voluntariness and judgments of guilt that are greater than those found when alternative presentation formats are used. Research has also shown that observers have greater difficulty differentiating between true and false confessions when viewing videotapes in which only the suspect is facing the camera. Despite the practical implications of such results, law enforcement continues to emphasize a suspect-focus camera perspective when recording custodial interrogations/confessions. A potential compromise is to employ a dual-camera approach that would allow the full faces of the suspect and interrogator to be presented simultaneously on videotape. Study 1 demonstrated that the dual-camera approach does in fact eliminate the tendency to judge a videotaped confession as more voluntary. Study 2, however, revealed that the dual-camera approach does not improve observers' ability to accurately judge whether a confession was true or false, as this presentation format produced a performance that was significantly worse than that achieved by observers exposed to a (single-camera) interrogator-focus videotape, an audiotape, or a written transcript. Although a dual-camera approach appears successful in eliminating the camera perspective bias, it nevertheless fails to improve observers' ability to accurately distinguish true from false confessions; therefore, it is an incomplete solution to the problems associated with (single-camera) suspect-focus videotapes.

E154

DO PEOPLE BELIEVE IN GLOBAL WARMING? DEPENDS ON WHAT THE WEATHER'S LIKE WHEN YOU ASK.

Jonathon Schuldt¹, Norbert Schwarz¹; ¹University of Michigan—When asked about global warming, people presumably draw on accessible information that seems relevant. One such class of information may be recently experienced climate patterns. If so, individuals' judgments about global warming may be informed by consulting present outside temperature or recent warming/cooling trends. We performed secondary analyses on a nationwide survey of N=1002 U.S. adults (conducted June, 2005), which asked respondents how convinced they were that global warming was actually happening. Using Nielsen Scantrack market codes, respondents' locales were grouped into fifty-two regions surrounding major cities; respondents in "remote" markets (N=232) were excluded, leaving N=770 for the analyses. Regional high temperature on the interview day, and the previous day, were retrieved from the National Climate Data Center (lwf.ncdc.noaa.gov). Global warming judgments were regressed on interview day high temperature and previous day high temperature. Political affiliation, age, and education were included as covariates. Previous day high temperature was significantly (and negatively) associated with stronger belief in global warming; interview day high temperature showed no association. Further analyses suggest that recent warming/cooling trends, not previous day high temperature per se, may be linked to judgments about whether global warming is happening. Among those experiencing extreme temperature decreases (<=-8F, 10th percentile) from previous day to interview day, 45% were doubtful that global warming is happening, compared to 33% of those experiencing extreme temperature increases (=>+9F, 90th percentile). This echoes the familiar observation that changes figure more prominently in perception than steady states. Additional analyses, involving other data sets, are currently underway.

E155

CONJOINT ANALYSIS IN STEREOTYPE STUDIES: A NEW METHOD OF RESEARCH

Dobromir Rahnev¹, Eugene Caruso², Mahzarin Banaji³; ¹Columbia University, ²University of Chicago, ³Harvard University—Two studies examined the applicability of conjoint analysis, a well-developed and widely used marketing research tool, to studies in social group-based discrimination. In a conjoint study, participants rate a number of profiles that vary on several dimensions. The subsequent analysis mathematically computes the importance that each individual subscribes to each of the profiles' dimensions. In the first study, participants' choices revealed a preference for prospective jobs that involved working for a male rather than a female boss, even though this bias cost them more than \$3,000 in yearly salary. In a second study, participants' choices revealed that they preferred thin to overweight people as trivia game teammates and this preference prevented them from always choosing players with the highest intelligence, experience, and education. Conjoint analysis choices correlated well with explicit ratings of body weight preference. Interestingly, they also correlated significantly with a measure of implicit weight preference (a "fat-thin" Implicit Association Test), suggesting that in addition to their conscious decisions, the method may in part capture people's implicit attitudes. Among the benefits of this method are the realistic manner in which choices are presented and the ability to quantify the impact of stereotypes (both to the individuals holding them and the individuals affected) in terms of tangible factors such as salary or IQ points. The results of our initial studies suggest that conjoint analysis may serve as a useful link between explicit and implicit measures of stereotypes and social attitudes more generally.

E156

SOCIAL RANK STYLE: AN EVOLUTIONARY PERSONALITY PSYCHOLOGY CONSTRUCT

David Zuroff¹, Marc Fournier², Erika Patall¹, John Abela¹; ¹McGill University, ²University of Toronto at Scarborough—Evolutionary theorists (e.g., Bugental, 2000; Gilbert, 1992) have postulated an evolved system that controls rank-related social behavior. Social rank style can be defined as a set of stable individual differences related to preferred strategies for assessing, pursuing, and contesting social rank. We hypothesized that two dimensions of individual differences (high vs. low perceived rank and competitive vs. cooperative preference) would give rise to four prototypical rank styles. Paragraph-length descriptions of the prototypes were prepared and then decomposed into sentence-length questionnaire items, which together constituted the Rank Style with Peers Questionnaire (RSPQ). Principal components analysis with promax rotation instead revealed three factors in college student samples: "directive leadership" (e.g., "I often take initiative and make suggestions"), "consensus-building" (e.g., "I recognize and praise the valuable contributions of others."), and "ruthless self-advancement" (e.g., "I will do whatever it takes to get ahead"). The second and third factors were modestly negatively correlated. Cronbach's alpha was .80 or higher for each scale. Self-reports on all three scales converged with informant reports from both friends and romantic partners. The scales displayed discriminant validity from social desirability, attachment style, and the Big Five. In a 1-week diary study, directive leadership predicted higher average levels of dominant behavior, consensus building predicted higher average levels of agreeable behavior, and ruthless self-advancement interacted with appraisals of social put-down to predict daily levels of submissive behavior. A second 7-day diary study demonstrated that those high in directive leadership responded with less depression to daily hassles.

E157

LONGITUDINAL ASSOCIATIONS BETWEEN PEOPLE'S CESSATION-RELATED EXPERIENCES AND THEIR SATISFACTION WITH SMOKING CESSATION

Austin S. Baldwin¹, Alexander J. Rothman², Andrew W. Hertel², Nora K. Keenan², Robert W. Jeffery²; ¹CRIISP,

VA Iowa City Health Care System/University of Iowa, ²University of Minnesota—Previous research has demonstrated that people's satisfaction with smoking cessation is a critical determinant of maintained abstinence (Baldwin et al., 2006). However, there is a lack of empirical evidence regarding the factors that can influence people's satisfaction with cessation. The purpose of this research was to determine whether different social, psychological, emotional, and physiological experiences associated with quitting smoking relate to people's satisfaction with cessation systematically, and whether the strength of the relations changes at different points during the cessation process and for different people (e.g., optimists). Participants (N=242) were smokers enrolled in an 8-week cessation program with monthly follow-ups over 15 months who reported at least one 7-day period of abstinence. Nine cessation-related experiences and satisfaction were measured at seven different time points during the follow-up. To determine which experiences were related to satisfaction, separate longitudinal mixed models were fit with each experience as a predictor of satisfaction. Eight of nine experiences were related to people's satisfaction (ps<.05) and the models accounted for 39%-44% of the within-person variance in satisfaction. Current smoking behavior was more strongly related to people's satisfaction during their early efforts to quit, whereas some experiences (e.g., feedback from others) had a stronger relation with satisfaction during people's later efforts to quit or maintain abstinence (ps<.05). Individual differences in optimism and prior cessation experience moderated some of the relations (ps<.05). The findings mark the first evidence of factors that can influence how people determine their satisfaction with cessation. Implications for theory and practice will be discussed.

E158

THE EFFECTS OF EMOTION ON MEMORY: DISTINCT MECHANISMS FOR BIOLOGICALLY EMOTIONAL INFORMATION AND SOCIALLY EMOTIONAL INFORMATION.

Michiko Sakaki¹; ¹National Institute of Advanced Industrial Science and Technology—People remember emotional information better than neutral information. The present study aimed to examine whether biologically emotional information and socially emotional information influence memory encoding in the same way or not. Forty-eight participants were presented each of the following pictures for 2500 ms either under conditions of low (single-task) or high (dual-task) cognitive load: (a) biological emotional pictures (e.g., a gun or appetizing food), (b) social emotional pictures (e.g., an angry man or a happy family), and (c) neutral pictures (e.g., a bus or a building). This encoding session was followed by a surprised recognition test. In the single-task condition, participants remembered biologically emotional stimuli and socially emotional stimuli equally, and both of them were remembered better than neutral ones. However, the pattern was quite different in the dual-task condition. That is, participants remembered biologically emotional stimuli well, regardless of whether they performed the concurrent task during the encoding session or not. In contrast, the memory enhancement for socially emotional stimuli disappeared in the dual-task condition. Thus, the cognitive load did not interfere with encoding of biologically emotional stimuli, but socially emotional stimuli. These results clearly indicated the two distinct mechanisms underlying enhanced encoding of emotional information: Encoding of biologically emotional information depends on automatic processes, while encoding of socially emotional information is supported by effortful processes.

E159

UNRAVELING FORGIVENESS: THE PROCESS OF GIVING AND RECEIVING AN APOLOGY.

Martin Day¹, Karina Schumann¹, Michael Ross¹; ¹University of Waterloo—Apologies are seen as an important part of the reconciliation process, but there is much about apologies that remains unclear. What is special about the process of giving and receiving an apology that determines whether a person will be forgiven? This study examined the effects of event severity and personal responsibility on the

content of and reactions to apologies. Participants assigned to the transgressor role (N=128) imagined perpetrating a wrongdoing. When asked to record what they would say to their victim, almost all apologized. Each recorded apology was read by an individual in another sample of participants who imagined being the victim in the scenario. Victims were aware of levels of severity, but perpetrator responsibility was only made known if mentioned in the apology. Content analysis revealed that perpetrators in the high responsibility condition accepted personal responsibility in their apologies more often than in the low responsibility condition. Overall, apologies given in response to more severe infractions contained more apology components (e.g., offers of repair). Despite this additional effort of perpetrators, the best predictor of forgiveness was severity, where victims granted less forgiveness when the infraction was more severe. Neither perpetrator responsibility, nor the number of apology components predicted victims' levels of forgiveness. The severity-forgiveness relationship was mediated by victims' perceptions of perpetrator sincerity. Factors affecting perpetrator and victim reactions in the apology process are discussed.

E160

TRUTH IN ADVERTISING: FACIAL APPEARANCE AND HEALTH ACROSS THE LIFESPAN Victor Luevano^{1,2}, Leslie Zebrowitz¹; ¹Brandeis University, ²California State University, Stanislaus – It is evolutionarily important to assess the health status of others, both when looking for a mate and simply to avoid contagion. Because of this, impressions of health should correlate with actual health. The current study examined whether impressions of health made from front and profile-view facial photographs of adults ranging from 25 to 74 years old, were related to four measures of actual health – self-rated health, health problems, physical activity, and psychological well-being (PWB). Indeed, apparent health was significantly related to all four measures of actual health across all ages and in both sexes. In order to explain this accuracy, four facial characteristics (symmetry, averageness, emotional expression, and apparent age) thought to potentially provide accurate health information were examined. With the exception of facial averageness, each of these characteristics was associated with apparent health. Furthermore, symmetry, emotional expression, and apparent age were each related to at least one measure of actual health. Those high in symmetry and those with a more positive expression were higher in self-rated health, had fewer health problems, and greater PWB. Those who looked young for their age tended to rate themselves as healthier. In all cases, the facial characteristics associated with actual health explained a significant portion of the accuracy in health impressions. Because these traits are all associated with attractiveness, the current study provides further evidence that humans have evolved a preference for traits that signal health.

E161

FEELINGS OF ROMANTIC LOVE REDUCE ATTENTIONAL ATTUNEMENTS TOWARD ATTRACTIVE ALTERNATIVES D.

Aaron Rouby¹, Jon Maner¹; ¹Florida State University – Two studies provided evidence that, for those involved in current romantic relationships, momentary experiences of romantic love, as opposed to a general state of happiness, attenuated attentional attunements to physically attractive members of the opposite-sex. In Study 1, feelings of love reduced attentional adhesion – the tendency to have one's attention "stuck on" a stimulus – to physically attractive opposite-sex stimulus persons, but not to average-looking or same-sex stimulus persons. In Study 2, love reduced preferential attentional orienting toward attractive opposite-sex targets when they were embedded in a "crowd" of several stimulus persons. These effects were moderated in some instances by self-reported aspects of relationship quality and individual differences in mating strategies. Taken together, these studies suggest that love may promote functionally adaptive changes at the earliest stages of social

information processing. Implications for the maintenance of romantic relationships are discussed.

E162

IS MEMORY BETTER FOR THE SELF, FRIEND, OR FOE? THE REFERENCE EFFECT OF ENCODING RELEVANT GROUPS ON RECALL Priscila Diaz¹, Delia Saenz¹; ¹Arizona State University –

Research has found a pattern in which information related to the self is easier to remember than information processed through alternative methods not related to the self (e.g., semantically) termed as the self-reference effect (SRE; Rogers, Kuiper, & Kirker, 1977). Understanding that the self has an inclusive set of collective identities, referencing related groups (or unrelated) may enhance memory recall, particularly when the relevance of the group varies. The present study examined the reference effect mechanism related to ingroups and outgroups on memory. Ninety-one White college students completed a similar SRE task except with three types of reference questions: self, ingroup, and outgroup. More specifically, individuals were presented with a list of neutral adjectives paired with self referent (i.e., does this word describe you), ingroup referent (i.e., White Americans), and outgroup referent (i.e., Mexican immigrants). The participants were then given a cognitive distracter task followed by a surprise recall test of the adjectives and lastly, completed questions regarding their attitudes towards different ethnic groups. Overall, recall for the self was significantly higher than the ingroup (White Americans) but did not significantly differ from the outgroup (Mexican immigrants). There was no difference in recall between ingroup and outgroup. Recall, however, did not vary by attitudes toward Mexican immigrants. How much we remember and what we remember about certain groups influences our judgements, feelings, and social interactions. This study discloses how memory corresponds to referencing groups and future studies can further study what type of information is recalled.

E163

THE "PERCEIVED DIVERSITY HEURISTIC": THE EFFECT OF PSEUDO MULTIPLICITY AND PSEUDO DISTINCTIVENESS ON RISK JUDGMENTS Shahar Ayal¹, Dan Zakay²; ¹Duke University, ²Faqua School of Business, ²Tel Aviv University –

The Perceived Diversity Heuristic is based on the idea that diversifying sources reduces risk. This heuristic yields biased judgments in cases where perceived multiplicity and/or perceived distinctiveness generate enhancement of the perceived diversity without actual change in the pool's normative values. In Study 1 we demonstrated how the identification of pseudo multiplicity and pseudo distinctiveness led to suboptimal choice, in which 67% of the participants preferred a pool with higher pseudo diversity, even though this pool had lower normative utility compared to its alternative. Study 2 examined the explanatory power of the Perceived Diversity Hypothesis for the "Ratio Bias" (Denes-Raj, Epstein & Cole, 1995). The results show that the incidence of this bias can be raised or lowered by interaction effects of pseudo multiplicity and pseudo distinctiveness. Finally, in Study 3 we found individual differences in the ability to distinguish between normative and pseudo diversification. The unique contribution of the present study is the suggestion of an organized conceptual framework for the study of diversification behavior. The distinction proposed in this study between multiplicity and distinctiveness as two different sources of diversity enable us to examine the common cognitive mechanism shown to lie at the core of different phenomena.

E164

I CAN "READ" YOUR MIND: THE RELATIONSHIP BETWEEN HAPPINESS AND EMPATHIC ACCURACY Amanda Caldwell¹,

Christie Scollon¹; ¹Texas Christian University – Empathic accuracy (EA) refers to a person's ability to infer the thoughts and feelings of another person, in other words "read" someone else's mind (Ickes, 2003). Two studies examined whether happy people have higher EA. Because happy

people exhibit more divergent thinking and are less self-focused (Lyubomirsky, King, & Diener, 2005), we predicted that perceivers with high SWB would have higher EA. In both studies, perceivers viewed three videotaped interactions between two strangers. During each of the interactions, the video was paused and the perceiver was asked to infer what one person in the video was thinking and/or feeling. After viewing all three interactions, participants completed the Satisfaction With Life Scale (SWLS), Subjective Happiness Scale (SHS), and a measure of current pleasant affect (PA). Study 1 (N=21) revealed a strong association between perceivers' PA and EA ($r = .46$) and perceivers' SHS and EA ($r = .52$) for one target interaction. Study 2 (N=23) revealed a strong association between perceivers' SWLS and EA ($r = .52$) again for the same target interaction. No significant results emerged when the target interactions were aggregated, possibly due to poor videotape quality of the other two interactions. Results from both studies showed good evidence that people who have high levels of trait and state happiness are better at making inferences about others' thoughts and/or feelings. Future research will examine the directionality of this association.

E165

ACHIEVEMENT GOAL CHANGE IN RESPONSE TO SOCIO-COGNITIVE CONFLICT Chris Rozek¹, Judith M. Harackiewicz¹; ¹University of Wisconsin-Madison – Research has recently begun to examine the effects of achievement goals in social situations. Although previous research has shown performance-approach goals to be associated with higher levels of performance and performance-avoidance goals to be associated with lower levels of performance, Darnon et al. (2007) found that both goals were associated with lower performance in the presence of uncertainty created by disagreements with others. We hypothesized that uncertainty leads people to change from approach to avoidance goals and that this shift was responsible for the negative effects of performance-approach goals in uncertain situations. Achievement goals are theorized to change across situations and can even be manipulated, but little research has investigated whether goals change over the course of task engagement. Thus, in the present study, we introduced uncertainty by experimentally controlling answers received from a “partner” during a cooperative learning task about the biology of fungi, and we measured achievement goals before and after the review session. In the high uncertainty condition, performance-approach goal endorsement at time 1 positively predicted performance-avoidance goal endorsement at time 2. Uncertainty x performance-approach goal interactions on interest and perceived competence also suggested that individuals who endorsed performance-approach goals developed less interest in biology and perceived themselves as less competent when confronted with uncertainty. We are currently examining whether goal change mediates the negative outcomes for participants endorsing performance-approach goals. With this study, we are better able to understand why performance goals are detrimental in social situations involving uncertainty.

E166

ON INCREASING TRUSTWORTHINESS IN THE POLITICAL ARENA: THE BENEFITS OF PRAISING ONE'S OPPONENT David J. Y. Combs¹, Katie Braun¹, Richard H. Smith¹; ¹University of Kentucky – Research and political thinking often suggest that negative campaigning (i.e. attacking opponent) is more beneficial than positive campaigning (i.e. self-praise). Yet recent research suggests that political incivility diminishes trust in politicians and in democratic government. Thus, to win an election, candidates must often engage in behavior that ultimately contributes not only to diminished trust in oneself, but also in the governmental institution that one wishes to join. Social Psychological research offers a potential escape from this predicament. Specifically, research suggests that trustworthiness increases when individuals are perceived as acting in a manner contradictory to self-interest. In a campaign context, little is more contradictory to self-interest than praising one's opponent. In the current studies, participants read the

transcript of a hypothetical campaign ad that attacked an opposing candidate, and subsequently read the transcript of a response ad (attack response/self-praise response/praise opponent response). Results showed that participants rated the candidate who praised his opponent in response to the attack ad as significantly more trustworthy than the candidate who attacked or engaged in self-praise in response to the attack ad. Results also indicated that participants were significantly more likely to strongly consider voting for the candidate who praised his opponent than the candidate who attacked his opponent, or engaged in self-praise. This research suggests that praising one's opponent could lead to substantial benefits for political candidates.

E167

NON-CONSCIOUS GOAL CONFLICT WILL FREE YOUR MIND (AND THE REST WILL FOLLOW) Tali Kleiman¹, Ran R. Hassin¹; ¹The Hebrew University of Jerusalem – It has been recently demonstrated that goal priming, which results in non-conscious goal pursuit, may create an internal goal conflict of which one is unaware (Hassin et al., in press). Conflicts inherently involve entertaining multiple perspectives, as one considers a certain standpoint but also the opposing one. Thus, conflict situations, compared with non-conflict ones, make the consideration of the opposite, falsifying option more likely. The present work examined this hypothesis using non-conscious goal conflict. In two experiments participants were randomly assigned to either the control or non-conscious conflict conditions (conflict was manipulated in a first task; Hassin et al., in press). In experiment 1, participants then engaged in the Wason task. Results showed that more participants in the conflict condition correctly selected the falsifying card (48%) compared with control participants (32%). Conflict here promoted the otherwise non-trivial selection of the falsifying card. In experiment 2, trials were constructed of prime-target pairs, which were either congruent (e.g., wet – moist) or incongruent (dry – moist; Schul et al., 2004). Results showed that while error rate in the control condition was higher for incongruent (8%) vs. congruent (5%) trials, no difference was found in the conflict condition (5% for both). Importantly, no RT differences emerged. Conflict here promoted the consideration of incongruent, opposite associations, making them as likely as congruent ones. Taken together, these findings suggest that non-conscious conflict induces thought about the opposite, potentially falsifying option, as evident even in subsequent unrelated tasks. In this sense, conflict frees our mind from its default.

E168

AMBIGUITY MEANS NEVER HAVING TO SAY YOU'RE SORRY Margarette Burd¹, Christine R. Harris¹; ¹UC San Diego – Two studies examined the effects of an offender's apology, post-offense, on recipients' physiological reactivity and subsequent retaliatory behaviors toward the offender. Following an unwitnessed offense (Study 1), immediate and delayed apologies were compared to each other, and to a failure to apologize. We predicted that an immediate apology would be most effective in reducing physiological reactivity and retaliation, and that not apologizing would be least efficacious in these areas. Analyses revealed that an immediate apology did reduce physiological reactivity, but not retaliatory behavior. Surprisingly, participants who had not received an apology showed the least amount of retaliation. During debriefing, some participants in the no apology condition reported feeling uncertain about whether the offense was “real” or due to their own misperception of the interaction. We therefore conducted a second study (Study 2) that included a confederate “witness,” who confirmed the existence of the offense; our prediction was that this would remove any ambiguity regarding whether the offense had occurred, and would result in the no apology group retaliating more than the apology group. The results supported our prediction. These findings suggest that an apology might not always be in the perpetrator's best interest (i.e., when there is some ambiguity about the offense). However, when there is no ambiguity, apologizing appears effective in decreasing possible retaliation. Further implications are discussed.

E169

DIMENSIONS OF SUBJECTIVE AGE IDENTITY ACROSS THE LIFESPAN

Nicole M. Lindner¹, Brian A. Nosek¹, ¹University of Virginia – Among social identities, age is unique because everyone has the possibility of belonging to both young and old groups; aging is continuous, without clear demarcations between age group categories. As such, subjective age experiences may elicit aspects of age identity distinct from actual age. A large web sample (N > 14,000, ages 18 to 90) reported their actual age, which we compared to their subjective age (How old do you feel?) and desired age (If you could choose, what age would you be?; Kaufman & Elder, 2002). Young respondents (18 to 25) felt an average of 1.3 years older than their actual age while older adults (65+) felt 15.2 years younger. This shift to an increasingly younger subjective age identity was approximately linear across the lifespan. Desired age was greater among older than younger people, but the gap between actual age and desired age increased across the lifespan. Young respondents (18 to 25) reported a desired age of 21.6 years; older respondents (65+) reported a desired age of 48.1 years. Over time, our ideal (desired) age keeps growing older, but not as quickly as we do. Overall, women rated their desired age as 1.7 years closer to their actual age than men, and this gender difference increased among older respondents. These results support a lifespan-development view of subjective age, that young adults feel older and vice-versa, rather than an age-denial view, that only older adults would show subjective-actual age differences (cf Rubin & Berntsen, 2006).

E170

MAYBE IT IS ME? HOW ATTACHMENT STYLE AND DEPRESSIVE SYMPTOMS PREDICT FAILED RELATIONSHIP INITIATION AND COMMITMENT.

Kyle W. Murdock¹, Ines Schindler¹, Christopher P. Fagundes¹, Lisa M. Diamond¹, ¹University of Utah – As previous research has shown, an individual's attachment style and mental health can interfere with forming and maintaining romantic relationships. However, this research focused on people who are in a relationship rather than those who hope to start one. In this prospective study, we investigated the predictive power of attachment styles and depressive symptoms for determining who will commit to a romantic relationship and who will remain in a committed relationship. We expected that different personal characteristics are important during various phases of relationship formation. Avoidantly attached individuals might have a hard time initiating and committing to a relationship, but there is no reason to believe that individuals with depressive symptoms are reluctant to commit. Participants (N=120) ages 18-27 began the one-year longitudinal study either single (n=101) or in a committed relationship (n=19). Thirty participants committed to a romantic relationship during the study (n=13 dated without committing). Initial analyses showed that when attachment styles (ECR-R) and depression (CES-D) are considered simultaneously, avoidantly attached individuals are less likely to commit to a dating partner, while depressed individuals are less likely to remain in a committed relationship. This finding matches with participants' reported dating goals: Avoidantly attached but not depressed participants indicated that they were not interested in starting a committed relationship. Thus, avoidance and depression appear to be risk factors during different phases of relationship formation. We will further investigate possible interactions between attachment styles and depression.

E171

WHEN REVENGE IS A DISH BEST SERVED WARM: INDIVIDUAL AND SITUATIONAL DIFFERENCES IN TRIGGERED DISPLACED AGGRESSION.

Nichole Rivera¹, William Pedersen¹, Heidi Beck¹, Tara Collins¹, Sima Patel¹, Claudia Zapata¹, Tom Denson², ¹California State University, Long Beach, ²University of New South Wales – Recent research has shown that triggered displaced aggression, which occurs when a minor triggering event follows an initial provocation, is moderated by

numerous situation and personality variables including attributes of the target of aggression. However, these previous studies, have suffered from an aggressor-target similarity confound, wherein aggressors and targets were similar in terms of status (e.g., both were college students). That is, when a target has attributes that are similar to a participant (e.g., age, status, group membership, etc.), aggression might be reduced. The current study is the first to remove this confound by experimentally manipulating the status of a bogus target so that it differs from the participant. Further, the present study examines the role of two additional personality variables (Right-Wing Authoritarianism and impulsivity) to determine their impact on behavioral displaced aggression. Following an initial provocation from the experimenter, participants were either given a neutral rating (non-trigger condition) or negative rating (trigger condition) on a task. Participants were then given the opportunity to aggress against a target individual. Consistent with previous research, participants in the trigger condition displaced significantly more aggression than those in the non-trigger condition. Further, impulsivity and authoritarianism each interacted with the trigger. When triggered, participants high in impulsivity displaced higher amounts of aggression than those in non-trigger conditions. Highly authoritarian participants exhibited increased displaced aggression in the non-trigger condition. Contrary to expectations, status of the target did not significantly interact with trigger to impact displaced aggression. Implications and directions for future research are discussed.

E172

PASSION FOR PHYSICAL CONDITIONING: HOW PERFORMANCE IS MODERATED BY SELF-AFFIRMATION AND EGO-THREAT.

Jocelyn Belanger¹, Robert J. Vallerand¹, ¹Universite du Quebec a Montreal – Vallerand and al. (2003) developed a theoretical framework of passion where two types of passions are proposed: obsessive and harmonious passion. Obsessive passion is characterized by an internal urge that pushes the person to engage in the passionate activity and is hypothesized to be part of ego-invested self structures. Conversely, with harmonious passion the authentic integrating self is at play. (Hodgins & Knee, 2002) and the person experiences choice in engaging in the activity. The purpose of the present research was to assess the role of ego-threat and self-affirmation conditions in performance on a task related to one's passion for physical conditioning. In line with the work of Steele (1988), it was predicted that ego-threat would lead to a better dynamometer performance (a measure of physical strength) for obsessively-passionate individuals who want to restore the integrity of the self through high performance after experiencing a threat to their identity. Conversely, self-affirmation was expected to produce better performance for the harmonious passionate individuals who should need a high level of self-integrity in order to perform well. Participants (n=95) recruited at the gym before their workout completed the Passion scale (Vallerand et al., 2003) and were categorized as Harmoniously or Obsessively passionate. They were then randomly assigned to either the Ego-threat or the Self-affirmation conditions. Results of a 2 (Harmonious vs Obsessive Passion) X 2 (Ego-Threat vs Self-affirmation) ANOVA provided support for the hypotheses. Theoretical and applied implications, as well as directions for future research, are proposed.

E173

EFFECTS OF MEANING-MAKING AND RE-EXPERIENCING OF HIGHLY POSITIVE AND NEGATIVE EVENTS

Ivana Anusic¹, Kate McLean¹, Jennifer Tackett¹, ¹University of Toronto – Research has demonstrated that the process of writing about personal traumatic events results in improvements for physical and psychological health. Pennebaker (1989) originally postulated that this is due to a cathartic function (i.e., re-experiencing emotions), yet other research suggests that finding meaning in traumas may be especially important for individual's well-being (e.g., King, 2001). The purpose of the present study was to more specifically examine the processes that facilitate the benefits of

writing about trauma, as well as to examine whether these processes are different for writing about traumatic, as well as highly positive events. The present study compared the effects of writing about positive and negative events under conditions of re-experiencing or meaning-making over the course of 4 days. Participants in the re-experiencing condition were asked to write only about their thoughts and emotions associated with the event, while the participants in the meaning-making condition were asked to also include any meaning or insights gained from the event. Changes in life satisfaction, general affect, psychological well-being, and depressive tendencies at 30-day follow-up were examined. Our analysis revealed an interaction of event valence (positive vs. negative) and process employed in writing (re-experiencing vs. meaning-making). Results indicate that writing about the meaning of negative events tends to be more beneficial than re-experiencing these events, while the trend reversed for writing about positive events. Additional analyses explored effects of command of English language as a potential moderating variable. Results are discussed in terms of mechanisms that underlie the therapeutic benefits of writing.

E174

THE EFFECTS OF INTERPERSONAL TRUST ON ROMANTIC RELATIONSHIPS: A DYADIC PERSPECTIVE John Kim¹, Yanna Weisberg¹, Minda Orina¹, Jeffrey Simpson¹; ¹University of Minnesota, Twin Cities – Despite the fundamental importance of trust in interpersonal relationships, the topic has received surprisingly little attention. Moreover, few if any studies have modeled trust from a dyadic perspective, despite the fact that relationships are inherently dyadic. To address this gap, we examined trust effects using a large sample of married couples in which both partners completed Rempel et al.'s (1985) trust scale. Specifically, we tested a new model of trust (Simpson, 2007) that specifies how the level of trust reported by each relationship partner (i.e. actors and their partners) should predict changes in perceptions of closeness during conflict. After completing the trust scale, married couples were videotaped trying to resolve a conflict in their relationship. Each partner also reported how close s/he felt to his/her partner both before and immediately after the ten-minute conflict discussion. Consistent with predictions, we found a significant interaction between the actor's level of trust and his/her partner's level of trust in predicting pre-to-post-discussion changes in perceived closeness, above and beyond actor and partner main effects of trust. Specifically, if at least one partner in the relationship scored low in trust, both partners reported significant declines in perceived closeness during the conflict task. Certain variables rated from the conflict discussion mediated this link between the trust interaction term and changes in perceived closeness. Viewed together, these findings confirm that trust information from both partners is needed to predict and understand changes in closeness pre-to-post-discussion.

E175

LAY THEORIES OF POWER, GENDER, AND DOMAIN SPECIFICITY Melissa J. Williams¹, Serena Chen¹; ¹University of California, Berkeley – This work investigates whether the social power of others is perceived as domain-general or domain-specific. This poorly understood aspect of social power is central to a conception of power held by women, who have less power than men overall but who may be perceived as powerful within traditionally female domains. We measure perceptions of dyadic power (Glick & Fiske, 2001), which is power exercised in the private sphere that originates from a partner's dependence on the self as a romantic partner, parent, and household manager; and structural power, which is power exercised in the public sphere over other people, institutions, and the self. Pilot participants were clearly able to distinguish these types of power as captured in scale items. In Study 1, using a global Internet sample, men's social power was perceived as more domain-general than was women's, as indicated by a stronger correlation between ratings of men's than women's dyadic and structural power. This result was replicated in Study 2 with an undergraduate

sample. In Study 3, power levels that were experimentally manipulated in one domain (dyadic or structural) affected perceptions of power in the other domain for male more than female targets, providing further evidence that men's power is seen as more domain-general than women's. This work has important implications for changing gender roles, as the power women wield within traditional domains of home and family may not be perceived by others as relevant to their ability to fulfill leadership roles in the public sphere.

E176

SOCIAL EXPLANATORY STYLE AND DISPOSITIONAL EMPATHY: CONNECTING SOCIAL COGNITION TO SOCIAL EMOTIONS Michael Gill¹, Jennifer Faulkner¹, Michael Andreychik¹; ¹Lehigh University – People have a strong urge to explain phenomena in the world (e.g., Gopnik, 2000), including human behavior. Indeed, social explanation or attribution appears to be pervasive whether the target of explanation is the self (Buchanan & Seligman, 1995) or others (Gilbert, 1998; Heider, 1958). Moreover, social explanations are implicated in the production of emotional responses to targets (e.g., Weiner, 2006). Existing work has examined these issues in the context of reactions to specific targets (e.g., poor people, the self). The present study, in contrast, examines whether people possess general social explanatory styles – i.e., characteristic “theories” of why people do what they do – and whether such explanatory styles are related to dispositional empathy. Accordingly, we developed a Social Explanatory Style Questionnaire (SESQ), which asks participants to provide open-ended explanations for the positive and negative behaviors of 16 targets. The SESQ also requires participants to “code” their explanations on several dimensions of explanation identified in the literature: Distinctness, externality, stability, and controllability. We administered the SESQ along with the IRI (a measure of dispositional empathy; Davis, 1996) to 108 undergraduates. Supporting the idea that people have characteristic social explanatory styles, we found high levels of internal consistency for all four explanatory dimensions tapped by the SESQ. Moreover, externality scores on the SESQ were positively associated with dispositional empathy. Given that prosocial behavior is, in part, fostered by empathy (Davis, 1996), the present results suggest that prosocial behavior might be increased by changing people's general theories of why people behave as they do.

E177

INTENT AND POWER AS APPRAISALS ACCOMPANYING ANGER AND FEAR FROM SOCIAL THREAT Roger Giner-Sorolla¹, Emma Winthrop¹, Elizabeth Gilchrist², G. Tendayi Viki¹; ¹University of Kent, England, ²Glasgow Caledonian University, Scotland – Findings are mixed on which appraisals are associated with anger versus fear as reactions to threats from other groups or individuals. Based on a functional analysis of the specific context of social threat, we propose that anger in this context will be felt to the extent that a social threat is seen as intentional, while fear will be felt to the extent that a social threat is seen as powerful relative to the self or ingroup. We reinterpret previous studies in this light, and present two studies to support this contention – one a reanalysis of survey data on fear and anger regarding assault crimes in Scotland (N = 598), the other a questionnaire study on university students in England (N = 130). Regression analyses of the crime survey results show that a combination of beliefs about one's physical strength and speed, and actual height and weight, best predicted fear of assault. Also, beliefs about being intentionally targeted in the community best predicted anger at assault, independently of gender or recent victimization. Likewise, the questionnaire results show that aggregating across a number of target groups including immigrants, people with HIV, and Islamic fundamentalists, the main predictor of anger at a group was beliefs about intention to harm, whereas the main predictor of fear was beliefs about their power. These findings open the way for further studies manipulating the variables in question and comparing the context of social threat to others.

E178

HOW STIGMATIC WOULD IT BE TO BE BORN OF RAPE? Sandina Begic¹; ¹Clark University – The main intent of this study was to assess the extent of stigma associated with children who were born as a result of rape. For this purpose, a simple questionnaire was designed to assess the degree of (non)disclosure of this particular trait and how it relates to other traits which varied in their degree of stigma (e.g. being an orphan, having bisexual tendencies, having AIDS). Participants were asked to imagine possessing various hypothetical traits and report the degree of (un)willingness to disclose such information. Of the total 151 participants in this study, 100 were of American and 51 of Bosnian origin. The results support the hypothesis that being born as a result of rape is a stigmatic trait among Bosnians and Americans alike. Moreover, it was found that being born as a result of rape is associated with a greater degree of unwillingness to disclose, more so than any other trait utilized in this study. However, due to the design of the current study (questionnaire), it was not possible to determine which emotions are related to 'being born as a result of rape' and to establish which moral judgment this stigma is based on.

E179

BEING LIKED: THE INTERPERSONAL BENEFITS AND PITFALLS OF KNOWING YOURSELF Elizabeth Tenney¹, Eric Turkheimer¹, Thomas Oltmanns², Marci Gleason³; ¹University of Virginia, ²Washington University, St. Louis, ³Wayne State University – A fundamental principle of liking (FPL) is that people dislike peers about whom they hold negative opinions, and like those about whom they hold positive opinions. Previous tests of self-enhancement and self-awareness have not adequately controlled for the FPL. Thus, the current studies explored whether self-ratings moderated the relationship between peer perceptions of personality and peer liking. We tested acquaintances (n = 844) in a round-robin design and found that self-awareness affected peer liking differently for negative and positive traits. Individuals who were aware of certain negative traits attributed to them by others were less disliked for those traits than individuals who were unaware of them, whereas individuals who were aware of positive traits attributed to them by others were more disliked than persons who were unaware of them. The detrimental effect of awareness of positive traits on liking did not occur because these people were narcissistic. A randomized experiment with undergraduates (n = 147) who rated how much they liked hypothetical characters who were self aware or not replicated these results. The findings question the interpersonal benefits of knowing ones' strengths.

E180

IS EXCLUSION HIGHER FOR PEOPLE WITH A HIGH NEED TO BELONG? Haylie L. Gomez¹, Jennifer M. Knack¹, Lauri A. Jensen-Campbell¹, Greg Allen², Subhendra Sarkar²; Marcos Gomez¹, Madeline Rex-Lea¹, Shaun Campbell¹; ¹University of Texas at Arlington, TX, ²University of Texas Southwestern Medical Center – Maintaining social relationships and avoiding pain caused by the disruption of relationships has been vital to the survival of our ancestors (MacDonald & Leary, 2005). Research has found that the neurological pathways involved in the affective experience of social pain overlap those involved in physical pain (MacDonald & Leary; Eisenberger & Lieberman, 2005). For example, Eisenberger et al. (2003) found increased activation in the ACC and the RVPFC when participants were ostracized as compared to when they were included in an on-line ball tossing game (Cyberball). Reported distress was also positively associated with greater ACC activation. However, not everyone should be equally pained by exclusion. The current study examined whether individual differences in need to belong (nBelong; Leary et al., 2007) influenced social pain experiences. Twenty college women completed self-report measures during one session. Later, participants played Cyberball while fMRI data was obtained. Activation in the RVPFC/BA10, ACC, and insula were greater during exclusion as compared to inclusion. Persons higher on nBelong reported greater

perceived rejection, lower overall acceptance by others, and greater negative affect after Cyberball, $r_s = -0.48, -0.58, 0.42$. In addition, there was increased activation in the right insula, but not ACC ($x = 34, y = 26, z = -2, k = 131, t = 3.49$) for those higher on nBelong. Indeed, the insula plays an important role in pain experience. Results will be discussed in terms of why monitoring belongingness is important and why it might overlap with emotional experiences of physical pain.

E181

DOES A BROKEN HEART LEAD TO AN EMPTY WALLET? SOCIAL EXCLUSION AFFECTS PERSONAL SPENDING PATTERNS Nicole Mead¹, Kathleen Vohs², Roy Baumeister¹; ¹Florida State University, ²University of Minnesota – People have a fundamental need to belong (Baumeister & Leary, 1995). When this need is thwarted (i.e., by social exclusion) people try and forge new connections with others to re-establish social ties (Maner, DeWall, Baumeister, & Schaller, 2007). The present research, building on work by Griskevicius and colleagues (in press) indicating that people use consumption as a way to achieve a temporarily activated mating goal, tested whether socially excluded people spend in a way that could enhance their chance of affiliation. Experiment 1 found that participants who were rejected by a peer spent more money and were more likely to buy a school spirit wristband than were nonrejected participants. In a second experiment, socially excluded participants were willing to pay more than control participants for conspicuous consumption products (i.e., expensive products that are status symbols), but not for utilitarian products. In a third experiment we found that socially excluded participants' spending patterns conformed to those of a future interaction partner. That is, for participants who expected to meet a lavish spender, social exclusion (versus social acceptance) increased willingness to pay for an expensive watch. For participants expecting to meet a frugal spender, social exclusion (versus social acceptance) decreased willingness to pay for an expensive watch but increased willingness to pay for a Sam's Club Membership. Additional data indicate that obtained results were not attributable to differences in mood or arousal between groups. Overall, results support the hypothesis that socially excluded people may strategically consume to reconnect with others.

E182

WRITING ABOUT CAMPUS TRAGEDY IS ASSOCIATED WITH INCREASED COMPASSION FOR RESILIENT INDIVIDUALS Marguerite O'Haire¹, Michele Tugade¹; ¹Vassar College – The aim of this study was to examine whether writing about tragedy experienced by others would increase positive prosocial emotions, such as compassion. Compassion is a feeling of concern for another's suffering accompanied by a subsequent desire to alleviate the suffering (Keltner, 2004). We examined student responses to the Virginia Tech shootings on April 16, 2007, which were especially salient to college students nation-wide (Tench, 2007). Two weeks after the shootings, 79 undergraduates participated in an internet survey, asking them to write about their thoughts and behaviors since learning about the shootings. Ratings of emotional experience were collected before and after this writing task. Finally, participants provided ratings of their coping strategies and trait resilience. Trait resilience is the ability to "spring back" from adversity. We reasoned that this characteristic would be reflected in a desire for others to "spring back" from adversity as well. Supporting our predictions, higher trait resilience was associated with increased compassion following the writing task ($r = .30, p < .05$). Linguistic analyses on the writing samples revealed that participants higher in trait resilience used fewer self-focused, anxiety-related words ($r = -.29, p < .05$). Higher trait resilience was also associated with the use of positive reframing to cope ($r = .34, p < .01$). This coping strategy was, in turn, associated with increases in compassion ($r = .30, p < .05$). When considering tragedy, resilient individuals may be able to move beyond self-focused emotional processing to include other-focused emotions, such as compassion.

E183

THE COMPLEX NEGATIVE RELATIONSHIP BETWEEN VERBAL INTELLIGENCE AND EMPATHIC ACCURACY

Rebecca Neel¹, Sara D. Hodges²; ¹Arizona State University, ²University of Oregon – Finding individual differences that predict empathic accuracy - the ability to accurately know another person's thoughts or feelings - has proven difficult. Ickes and colleagues (2000) suggested verbal intelligence as a 'best candidate' predictor but called for future research. To pursue this idea, college participants (n = 77, 81% Caucasian) completed empathic accuracy, verbal intelligence and demographic measures. Participants watched one of two videotaped conversations, either between two target men or two target women who talked about divorce and had previously recorded specific thoughts and feelings they'd had during the conversation. The experimenter stopped the video at points where the targets had reported thoughts/feelings and participants were asked to guess what the target had reported. Participants' thought and feeling guesses were later coded for empathic accuracy. Verbal ability was assessed using Shipley's (1940) scale. Overall, there was an unexpected marginal negative correlation between empathic accuracy and verbal intelligence. However, further analyses revealed that this correlation was moderated by both participant sex and target sex. Among participants who watched the male target video, empathic accuracy and verbal intelligence were positively correlated for male participants, but negatively correlated for female participants. With the female target video, the correlation was negative but non-significant for male participants and essentially zero for female participants. Our male video results parallel Ickes et al.'s (2000) findings, but are more robust. However, the female target video results showed a different pattern, suggesting a complex relationship between empathic accuracy and verbal intelligence, influenced by both judge and target.

E184

TWO RELATED SELF-REGULATORY PROCESSES THAT INFLUENCE COOPERATION IN THE PRISONER'S DILEMMA

Brian Detweiler-Bedell¹, Jerusha Detweiler-Bedell¹, Tess Gilbert¹, Caitlin Standish¹, Julie Robertson¹, Laura Gadzik¹; ¹Lewis & Clark College – How do some individuals avoid the temptation to defect in social dilemmas such as the Prisoner's Dilemma (PD)? Two studies examined the role of particular self-regulatory processes in promoting cooperative behavior in the PD. Study 1 evaluated the extent to which regulatory focus (Higgins, 1997) influences cooperation. Participants completing an online survey were asked to think of the outcome of the PD in terms of potential gains (promotion focus) or, alternatively, potential losses (prevention focus). We found that a promotion focus increased levels of cooperation compared to a prevention focus except when participants believed that the other player had made his or her decision in the past. Study 2 evaluated the extent to which construal level (Fujita, Trope, Liberman, & Levin-Sagi, 2006) influences cooperation in the PD. Participants completing an online survey were put into a mindset that encourages consideration of global, abstract aspects of a situation (abstract construal mindset) or, alternatively, a mindset that encourages consideration of local, concrete aspects of a situation (concrete construal mindset). We found that an abstract mindset increased levels of cooperation compared to a concrete mindset. Thus, self-regulatory processes that frame social dilemmas in terms of accomplishment rather than security and that highlight the abstract qualities of such dilemmas rather than their concrete features appear to promote cooperative solutions to such dilemmas. We conclude with a discussion of the relationship between regulatory focus theory and construal level theory in terms of both cognitive and emotional mechanisms.

E185

THE EFFECT OF MOTIVATIONAL PRIMES ON DEATH-THOUGHT ACCESS

Christopher Niemiec¹, Arlen Moller^{1,2}, Edward Deci¹; ¹University of Rochester, ²Gettysburg College – Two experiments examined whether priming different motivational states would influence the temporal dynamics of death-thought access following mortality salience (MS). Terror management theory posits a defensive response to MS (i.e., suppression), but eventually death-thoughts become hyper-accessible. Self-determination theory suggests an autonomous state, characterized by non-defensiveness, may buffer the tendency to respond defensively to threats. We hypothesized that primed autonomy would moderate the MS effect on death-thought access. Study 1 used a 3 (prime: autonomy, control, neutral) X 2 (access: pre-, post-delay) between-subjects design and found a significant interaction, $F(2, 48) = 12.83, p < .001$. Neutral/pre-delay participants had less death-thought access ($M = 2.44$) than neutral/post-delay participants ($M = 3.67$), $t(16) = 2.97, p < .01$. Control-primed participants showed similar results. Autonomy-primed participants showed an opposite pattern: pre-delay participants had more death-thought access ($M = 4.67$) than post-delay participants ($M = 2.89$), $t(16) = 2.63, p < .05$. Study 2 used a 2 (prime: autonomy, control) X 2 (cognitive load: low, high) X 2 (access: pre-, post-delay) mixed design and found a significant three-way interaction, $F(1, 46) = 11.59, p < .001$. Low-load participants had similar results to Study 1. Under high-load, control-primed participants had high death-thought access pre-delay ($M = 1.67$) and low death-thought access post-delay ($M = .67$), while autonomy-primed participants maintained a moderate level of death-thought access pre- ($M = .92$) and post- ($M = .83$) delay. Discussion focuses on the potential of autonomy to moderate the MS effect on death-thought access.

E186

PHYSIOLOGICAL AND PSYCHOLOGICAL RESPONSES TO PERCEIVED SEXISM

Dina Eliezer¹, Brenda Major¹, Wendy Berry Mendes²; ¹University of California, Santa Barbara, ²Harvard University – Perceiving discrimination against one's ingroup can lead to adverse psychological outcomes (i.e., emotional distress, decreased self-esteem). Individuals who highly identify with their ingroup are especially likely to experience negative outcomes as group discrimination may pose a threat to the self (McCoy & Major, 2003). The current investigation examines whether perceiving discrimination against the ingroup results in maladaptive cardiovascular (CV) responses, especially among highly identified individuals. Female participants, who previously completed a measure of gender identity, were randomly assigned to orally summarize an article that described sexism as either prevalent or rare. Post speech CV responses, self-reported emotion, and changes in gender identity were assessed. Gender identification moderated responses to information about sexism. Highly identified women in the sexism prevalent condition exhibited a maladaptive CV threat response (decreased cardiac output and increased vascular resistance), while highly identified women in the sexism rare condition exhibited an adaptive CV challenge response (increased cardiac output and decreased vascular resistance). Lowly identified women exhibited a CV challenge response in both conditions. Finally, highly identified women in the sexism prevalent condition reported greater emotional distress but also greater increases in identification, compared to highly identified women in the sexism rare condition. Lowly identified women did not differ by condition in post speech identification or emotional distress. These findings suggest that perceiving discrimination against the ingroup may pose a threat to the physical and psychological health of highly identified individuals. However, increases in identification after perceiving discrimination may prompt highly identified individuals to seek ingroup coping resources.

- E187**
FACILITATING THE PSYCHOLOGICAL ADJUSTMENT OF NEWCOMERS IN DENTISTRY, MEDICINE AND VETERINARY MEDICINE: NOT ONLY SUPERVISORS' AUTONOMY SUPPORT COUNTS, COLLEAGUES TOO! *Elise Moreau¹, Geneviève A. Mageau¹*;
¹*Université de Montréal* – Over the last decades, several studies have shown that health care professionals such as dentists, doctors, and veterinarians are exposed to greater risks of depression and suicide than other workers (e.g., Boxer et al., 1995; Charlton, 1995; Stack, 2001). However, little is known about the causes of these difficulties. Self-determination theory (SDT; Deci & Ryan, 2000) offers a promising theoretical background to understand the factors that could contribute to health care professionals' adjustment. According to SDT, people's interpersonal context greatly influences their health and psychological well-being. In the context of work, past research shows that supervisors facilitate the psychological adjustment of their workers through autonomy supportive behaviors (e.g., Baard et al., 2004). However, to date, these studies have almost exclusively looked at supervisor/subordinate relationships such as the one found in traditional occupations and they have ignored the influence of colleagues. The present research thus investigates if supervisors' but also colleagues' autonomy supportive behaviors can influence the adaptation of newcomers in liberal professions. A total of 446 students and new professionals in dental medicine, medicine, and veterinary medicine completed a questionnaire, which included the Perceived Intrinsic Need Support Scale for employees, a scale that measures supervisors' and colleagues' interpersonal style. They also completed satisfaction at work, psychological distress (e.g., suicidal ideations) and other outcomes measures. Results confirmed an additive effect of supervisors' and colleagues' autonomy supportive behaviors on health care professionals' satisfaction at work and psychological adjustment. The importance of autonomy support in liberal professions is discussed.
- E189**
PERCEIVED STIGMA AND CONTROL: A MEDIATION MODEL *Stacey Williams¹, Sean Rife¹*; ¹*East Tennessee State University* – Increasingly, research is focusing on self-perceptions of stigmatized individuals in addition to those of non-stigmatized about the stigmatized. "Perceived stigma" can involve perceived "self" and "public" stigma, whereby individuals feel ashamed, embarrassed and project feelings such that they anticipate rejection. As such, stigma perceptions may play a role in both personal and social experiences of the stigmatized, and apply to a variety of identities/experiences. We apply perceived stigma to violent interactions, arguing that psychosocial outcomes long associated with violence from partners (anxiety, low self-esteem) might be partially explained by stigma individuals perceive following violent experiences. However, other cognitive-related explanations may exist for relations found between violence and psychosocial impairments. One such explanation is perceived control. Often a result of violence, individuals think they do not have control over their daily lives and their futures. Further, decreased perceptions of control have been linked with psychosocial problems. Yet, control has not been examined as an explanation of effects of violence on victims. The present study tests a mediating model whereby perceived stigma and control explain relations between partner violence (latent factor of physical, psychological, and sexual abuse) and psychosocial outcomes (anxiety, self-esteem), among 177 low-income women experiencing violence (past six months). Results show the model fits the data well, e.g., CFI=.96, RMSEA=.05, with all model paths significant ($p < .05$). Although results are limited by cross-sectional design, alternative models of these data did not fit well. Thus, findings support the relevance of self-stigmatizing attitudes, and perceptions of control, for understanding common sequelae of victimization.
- E190**
"BETTER SAFE THAN SORRY": A "KNEE-JERK" APPROACH TO CORRECTING FOR RACIAL BIAS *Steven Arthur¹, Margo Monteith¹*;
¹*Purdue University* – According to the Flexible Correction Model (Petty & Wegener, 1993), individuals employ "naïve theories" of bias when making corrections for variables that may lead to inaccurate judgments (e.g., race or ethnicity). Utilizing an available naïve theory requires both motivation to employ the theory (i.e. the belief that a variable can have an unwanted impact on judgment), and a sufficient amount of cognitive resources. The Self-Regulation of Prejudice Model (Monteith, 1993) argues that individuals can learn to use race as a simple cue to avoid prejudiced responding. Theoretically, this cue may operate even when cognitive resources are diminished (e.g., via time constraints), resulting in a more "knee-jerk" correction that would not occur with the use of a naïve theory. The current research explored this possibility in two preliminary studies. Participants completed an impression formation packet containing Black and White targets that were of high- or low-status (e.g., doctor or custodian). To manipulate cognitive ability, participants were given either a longer (15 minute) or shorter (6 Minute) time period to make their evaluations. Results show the predicted Time X Race interaction for high status targets. Specifically, participants made similar evaluations of a White and Black doctor in the 15 Minute condition, but were more likely to provide higher evaluations of a Black doctor in the 6 Minute condition. Explicit levels of prejudice (Study 1) and motivation to control prejudice (Study 2) moderated these interactions. These effects were not seen for low-status targets. Implications of these results are discussed.
- E191**
PROFILES OF PARENTS' BELIEFS ABOUT CHILDREN'S EMOTIONS: RELATIONS WITH PARENT CHARACTERISTICS AND CHILDREN'S FEELINGS ABOUT THEIR PARENTS *Ashley Craig¹*,
- E188**
MANAGING MULTIPLE IDENTITIES: THE ROLES OF IDENTITY TYPE, SELF-CONCEPT CLARITY, AND INTERDEPENDENCE IN THE NEGOTIATION OF CONFLICT *Janelle Jones^{1,2}, Michaela Hynie²*;
¹*University of Exeter*, ²*York University* – Individuals have access to multiple identities that are defined by the different social categories, relationships and roles that comprise the self. Although situational cues usually dictate which of these identities should be accessed in a particular context, there are individuals for whom, or situations where, multiple identities may be cued, leading to conflict (e.g., Benet-Martinez & Haritatos, 2005; Burke, 2003; Settles, 2004). The aim of the present study was to investigate the strategies used to negotiate this conflict between multiple identities. Similar to the strategies suggested by Baumeister et al. (1985), and in line with how individuals may structure their identities (see Roccas & Brewer, 2002), we proposed that individuals could use retreat (avoidance of identities), realignment (choosing one identity), or reconciliation (integrating or balancing different aspects of both identities) strategies to manage conflicting multiple identities. We hypothesized that the types of identities in conflict (social: ethnic-national; relational: friend-family; roles: student-employee) and individual differences (self-concept clarity, Campbell et al., 1996; interdependence, Singelis, 1994) might be related to conflict negotiation. Results indicated that all identity conflicts were associated with the reconciliation strategy whereas only role conflict predicted the use of realignment and retreat strategies. Furthermore, low self-concept clarity predicted use of the retreat strategy whereas high interdependence predicted use of the reconciliation strategy. The implications of these findings for the management of multiple identities are discussed.

Rebecca Stelter¹, Amy Halberstadt¹; ¹North Carolina State University—Parents' beliefs about children's emotions are thought to be manifold and complex yet coherent; to vary by parents' gender, ethnicity, and educational status; and to relate to children's feelings about their parents. We tested these claims in a study with 42 African-American, 44 European-American, and 40 Lumbee parents (81% mothers) and their 9-10 year-old children. Parents' filled out the 11-factor Parents' Beliefs about Children's Emotions Questionnaire (Halberstadt et al, 2007) and reported on demographic factors. Children filled out the Children's Perceptions of Parents' Understanding (Stelter & Halberstadt, 2007) and Security Scale (Kerns et al, 1996). A 4-cluster solution successfully organized parents' beliefs: Cluster 1 parents were wary of emotions, with low expectations for children's emotional control. Cluster 2 parents valued emotions more and also children's emotional autonomy. Cluster 3 parents strongly valued emotions and parents' role in scaffolding children's emotional experiences. Cluster 4 parents believed emotions have consequences and that children and parents must work together. ANOVAs demonstrated significant differences in the gender, ethnic, and educational composition of these clusters. Children's feelings about their parents also varied by cluster, with children feeling least understood by Cluster 1 parents, $F(3,66) = 4.28, p < .01$, and less secure with Cluster 1 than Cluster 2 parents, $F(3, 74) = 2.65, p < .05$. The multi-faceted nature of parents' beliefs can be successfully organized into smaller belief groupings, which appear to emerge from parents' demographic experiences, and relate to how children feel about their parents.

E192**AFFECTIVE FORECASTING FOR SELF AND OTHERS: PEOPLE EXPECT NEGATIVE AFFECT TO BE MORE DURABLE FOR OTHERS THAN FOR THEMSELVES**

Eric R. Igou¹; ¹Tilburg University, The Netherlands—This research demonstrates that people expect negative affect to be more durable for other people than for themselves. This difference between affective forecasting for self versus others occurs because, when making affective forecasts, people consider their own coping strategies more than others' coping strategies. This asymmetry is based on the greater amount of knowledge that individuals have available about their own than others' coping strategies. Consistent with the assumption that the asymmetry of knowledge in coping strategies is responsible for the self-other effect, people predicted shorter duration of affect in themselves than in others for negative but not positive affect. In another study, the tendency to predict shorter duration of negative affect for the self than for others was pronounced when the "other" was unfamiliar than familiar, consistent with the assumption that people know less about coping strategies of unfamiliar than familiar others. Further, the tendency to predict shorter negative affect for self than for others was correlated with the differential knowledge of coping strategies in the self versus others. Taken together, these findings indicate a robust self-other effect in affective forecasting, its source, and its boundary conditions.

E193**HAPPY BY WHAT STANDARD? THE ROLE OF INTERPERSONAL AND INTRAPERSONAL COMPARISONS IN RATINGS OF HAPPINESS**

Mary Steffel¹, Daniel M. Oppenheimer¹; ¹Princeton University—Studies of wellbeing have typically focused on describing how happiness varies over time and how happiness varies across people, often with surprising results. People do not rate themselves any happier once they win the lottery (Brickman, Coates, & Janoff-Bulman, 1978) and Californians and Midwesterners do not differ in their happiness ratings (Schkade & Kahneman, 1998). We suggest that one reason that the differences we intuitively expect to see are not reflected in happiness ratings has to do with the comparison standards that people use to evaluate their happiness. That is, to the extent that an incongruity exists between the comparisons of interest to researchers and the comparisons people use when rating their happiness, the hypothesized differences

may end up diluted or misrepresented. We investigate the relative accessibility and perceived relevance of comparisons over time (intrapersonal comparisons) and across people (interpersonal comparisons) in wellbeing judgments and show that happiness ratings reliably differ depending on which comparison is used. In Study 1, participants ranked intrapersonal comparisons as more important than interpersonal comparisons to their happiness judgments. In Study 2, participants using a free response format reported using intrapersonal comparisons more often than interpersonal comparisons in making happiness judgments. In both studies 1 and 2, participants who used interpersonal comparisons gave higher happiness ratings than those who used intrapersonal comparisons. In Study 3, participants who were prompted to make interpersonal comparisons gave higher happiness ratings than those prompted to make intrapersonal comparisons. We discuss methodological implications and directions for future research.

E194**IS SEEING BELIEVING? EXPLORING THE POTENTIAL POSITIVE PSYCHOLOGICAL EFFECTS OF ENTERTAINMENT MEDIA**

Steven Smith¹, Jonathan White¹; ¹Saint Mary's University—In two studies we examined whether ostensibly inspirational media had measurable positive effects on psychological states and traits, and investigated predictors of those effects. Previous research concerning entertainment media effects has focused primarily on consumerism, materialism, violence, and sex. There has been little emphasis on potential advantages of identifying with a protagonist experiencing personal growth, as occurs within most popular films and stories. We hypothesized that identification with such a protagonist in a film or a novella would predict positive changes in psychological states and traits. Two studies were conducted. In Study 1, participants (N= 127) completed a set of baseline psychological measures and returned two weeks later, completed a measure of mood, and viewed an inspiring film. Afterwards participants repeated the baseline measures and completed measures of identification and transportation. Participants experienced an increase in positive affect and a decrease in negative affect from pre- to post-film, and identification with the protagonists predicted a change toward more internal locus of control, and positive changes in self-esteem and hope (all p 's < .05). Transportation also predicted increased positive affect post-film ($p < .05$). The second study substituted an inspiring novella for the film. Participants' (N=109) locus of control moved internal from pre- to post-novella, identification with the protagonist predicted an increase in self-esteem, and transportation predicted an increase in positive affect and a decrease in negative affect (all p 's < .05). Limitations of the research and implications of inspiring media potentially having positive psychological effects are discussed.

E195**CONCILIATORY GESTURES BY TRANSGRESSORS PROMOTE FORGIVENESS BY MAKING TRANSGRESSORS SEEM MORE AGREEABLE: A TEST OF PRIMATOLOGY'S VALUABLE RELATIONSHIPS HYPOTHESIS**

Benjamin A. Tabak¹, Michael E. McCullough¹; ¹University of Miami—Friendly post-conflict interaction, or "reconciliation," has been identified in dozens of non-human vertebrates. Conciliatory gestures reduce post-conflict anxiety and facilitate the return to cooperative relations following aggression. In humans, apologies, self-abasing gestures, compensation offers, and affiliative physical contact have been likened to non-human species' conciliatory gestures because they also foster forgiveness and relationship restoration. In keeping with primatology's "valuable relationships hypothesis," we hypothesized that humans' conciliatory gestures are effective because they make transgressors seem more friendly, trustworthy, and caring—in short, because they make transgressors seem more agreeable. We conducted two studies to examine whether conciliatory gestures foster forgiveness by making transgressors seem higher in Agreeableness. In Study 1, 257 (154 female, 103 male) undergraduates reflected on a past transgression

and completed self-report measures of forgiveness, exhibited conciliatory gestures, and the Big Five Inventory (BFI). Transgressors who exhibited more conciliatory gestures were more readily forgiven, and this relationship was partially mediated by the victim's perception of the transgressor's Agreeableness and Openness. In Study 2, 167 (114 female, 53 male) undergraduates who had been recently harmed completed a measure of forgiveness each day for 21 consecutive days, a measure of exhibited conciliatory gestures, and the BFI. Conciliatory gestures predicted greater forgiveness for the transgressor over the 21-day period, and this relationship was partially mediated by perceptions of the transgressor's Agreeableness. These results show how one type of generosity—the use of post-conflict conciliatory gestures—can be a proactive mechanism for improving interpersonal trust, and facilitating the pro-relationship process known as forgiveness.

E196

PEOPLE USE SELF-CONTROL TO ENGAGE IN PERSONALLY HARMFUL BEHAVIORS: THE LURE OF ANTICIPATED SOCIAL ACCEPTANCE Catherine D Rawns¹, Kathleen D Vohs²; ¹University of British Columbia, ²University of Minnesota—Self-control is commonly defined as overriding an unwanted urge to reach a goal. Oftentimes, this translates to a willingness to incur short-term costs in hopes of experiencing future gains. We posit that many self-destructive behaviors (e.g., smoking, intoxication, risky driving) initially involve overcoming an incipient urge to achieve a future gain: social acceptance. For instance, is well-known that the first sip of beer or inhalation of cigarette smoke is unpleasant. Hence, to take another sip or puff, people must suppress the urge to reject the noxious stimulus. Although not commonly conceptualized this way, the successful suppression of even these types of urges requires exertion of self-control. We posit that the lure of valued social rewards leads people to engage in personally harmful behaviors, despite costs to the self. Furthermore, we hypothesize that self-control will be used for personal sacrifice when the undesirable behaviors are perceived as the primary route by which to gain acceptance from highly desirable others. Data relating to cigarette smoking, alcohol use, drug use, general delinquency, binge eating, aggression, sexual practices, and performance underachievement clearly show that people initially dislike these behaviors. Moreover, crucially, evidence shows that people will engage in such behaviors to the extent that they believe they will be socially rewarded. Most findings pertain to late childhood through late adolescence, which suggests that these ages may be a vulnerable time for people developing their social skills via personally harmful behaviours.

E197

THE DEVELOPMENT OF STIGMA CONSCIOUSNESS AMONG CHILDREN Sonia Kang¹, Michael Inzlicht¹; ¹University of Toronto—The management of a “spoiled identity” can lead to negative outcomes such as self-handicapping, self-fulfilling prophecies, and susceptibility to stereotype threat. An important moderator of these negative effects is stigma consciousness, the extent to which an individual expects to be stigmatized by others (Pinel, 1999). The more that one expects to be stigmatized, the more negatively affected one is by stigma and the more one perceives stigma in ambiguous situations. Although much research has examined stigma consciousness among adults, little is known about its developmental origins. This project investigated the development of stigma consciousness by dissociating top-down and bottom-up influences. More specifically, we were interested in top-down processes such as parental/educational instruction about stigma, as well as bottom-up processes such as experiences with stigma. Although both of these processes likely contribute to the development of stigma consciousness, it is unclear when these processes play the largest role. We hypothesized that top-down instruction would be most influential during early development, while bottom-up experiences would become increasingly important as children age and mature both cognitively and experientially. Bottom-up processes may also be less influential for children who were not given early top-down instruction about stigma.

Results of this study with students in grades 1, 3, and 5 (N = 161, age 6-11 years) show that top-down instruction can create stigma consciousness among younger children, whereas bottom-up experience becomes most important for older children. This age difference seems to emerge around grade 3. Implications for teaching about stigma will be discussed.

E198

FROM STEREOTYPES TO BINGE DRINKING: ROUTES AND REROUTES Paschal Sheeran¹, Amanda Rivas², Thomas Webb², Peter M. Gollwitzer³; ¹University of Derby, UK, ²University of Sheffield, UK, ³New York University/University of Konstanz—The present research examined three potential routes by which stereotypes about binge drinkers might influence individuals' own alcohol consumption. The first, “reasoned action” route (Ajzen & Fishbein, 1980) proposes that the influence of the binge drinker stereotype on behavior is mediated by behavioral intention. The second, “social reaction” route (Gibbons, Gerrard, Ouellette, & Burzette, 1998) holds that the path from stereotypes to behavior goes through behavioral willingness. The third “automatic action initiation” route (Bargh, Chen, & Burrows, 1996) suggests that binge drinker stereotypes could influence behavior directly, without mediation by conscious processes. Three prospective surveys (Studies 1, 2, and 4) showed that binge drinker stereotypes predicted subsequent drinking behavior even after intention, willingness, and past behavior were taken into account. Study 5 manipulated the favorability of binge drinker stereotypes and showed significant reductions in alcohol consumption over one-week among experienced drinkers. Study 6 showed that priming traits associated with binge drinkers increased participants' readiness to drink (assessed in a verb verification task). Consistent with the idea that stereotypes influence behavior automatically, participants generally did not believe that binge drinker stereotypes influenced their behavior (Study 3), and this influence transpired outside of participants' awareness (Studies 4, 5, and 6). Study 7 showed that the automatic effects of binge drinking stereotypes on readiness to drink could be rerouted by forming implementation intentions (Gollwitzer, 1999) geared at attenuating this influence. These findings illustrate how basic research on automaticity helps both in understanding risk behavior and in promoting health behavior change.

E199

THE GOD-REFERENCE EFFECT: MEMORY AND JUDGMENT SPEED BIASES IN RELIGIOUS COGNITION Nicholas J. S. Gibson¹, Fraser N. Watts¹; ¹University of Cambridge—One hallmark of evangelical Christians is their claim for a personal relationship with God. Though psychology cannot adjudicate on whether any such relationship exists, it can explore whether the God schemas of religious believers function in cognitively similar ways to schemas for intimate others, such as mother. Three studies adapted the self-reference effect paradigm (Rogers, Kuiper, & Kirker, 1977) to test whether trait-word material encoded in relation to God was as accessible or memorable as that encoded in relation to self or other targets. In Study 1, evangelical Christians were faster to make judgments about God than about self or mother whereas atheists were slower for God than for self or mother, $F(4,72)=19.56, p<.01$. Study 2 replicated this finding but additionally considered the schematic valence of the trait-word material; whereas atheists did not differ in speed for positive- and negative-schematic judgments about God (34 ms, $p=.93$), evangelicals took longer to make negative- than positive-schematic judgments about God (2226 ms, $p<.01$). Study 3 considered recall for trait-word material. Despite post-test questionnaire ratings showing that evangelical and non-evangelical Christian groups endorsed similar, more positive, beliefs about the character of God than did atheists, only the evangelical Christians demonstrated superior recall for God-referent material (matching that for self), $F(2,69)=8.68, p<.01$; non-evangelical Christian and atheist groups' recall for God-referent material was equivalent to that for Superman. These findings suggest that evangelical Christians hold well-elaborated, efficient, and affect-laden—in short, intimate—schemas for God.

Poster Session F

F1

MAKING CHOICES LEADS TO SELF-REGULATION FAILURE

Noelle Nelson¹, Kathleen Vohs¹; ¹University of Minnesota – The choices people make have become abundant and complex. Though having choices is beneficial for people, there is evidence to argue that there are costs to making choices. The present research provides an explanation for these costs by hypothesizing that choice depletes the self's executive function resource. We hypothesized that depletion of this resource causes poor performance on unrelated self-regulation tasks. A lab experiment (Experiment 1) supported this hypothesis by showing that participants who had made choices among several small prizes (e.g., pens and t-shirts) performed worse on a pain tolerance task (i.e., were more depleted) than participants who had only evaluated ads. We found further evidence that choices deplete resources in a field experiment (Experiment 2) where mall shoppers who had made more frequent and involved choices performed worse on a math task than shoppers who had not made as many choices. Experiment 3 found that choice has a unique effect on self-regulation, apart from deliberation and implementation of choices. We also predicted that the degree of involvement in choices can affect the degree of depletion. This prediction was supported in Experiment 4, where participants who had chosen paint colors for themselves (and were therefore more involved) did indeed perform worse on a math task than those who had chosen paint for someone else. Finally, Experiment 5 found that cumulative choices lead to more depletion and that enjoyment is a partial moderator. Overall, it seems that making choices can lead to self-regulation depletion in many different domains.

F2

CONSENSUAL, MIRROR IMAGE, AND ASYMMETRIC STEREOTYPES OF REPUBLICANS AND DEMOCRATS

Scott Blum¹, Andrew Mastrorarde¹, Peter Ditto¹; ¹University of California, – The highly polarized climate in U.S. politics has led members of the two major political parties to be viewed increasingly as distinct “groups” -- even to the extent of having their own unique “cultures”. The current research expands on this idea by examining the stereotypes that Democrats and Republicans hold about each other. Self-identified Democratic and Republican college students (N=319) rated themselves and the “typical” Democrat and Republican on 40 negative and positive personality and character traits. Comparing Democrats’ and Republicans’ ratings revealed that 39 of 40 traits fit one of four stereotype patterns: 1) Consensual (9 traits) – both groups agree that one group has more of a given trait than the other (e.g., Republicans are more patriotic, Democrats are more emotional), 2) Mirror Image (15 traits) -- both groups view the other group more negatively/less positively on a given trait than their own group (e.g., both Republicans and Democrats view their rival group as more hypocritical and less intelligent than their group), 3) Asymmetric Democratic (12 traits) -- Democrats hold a negative view of Republicans without a mirror perception in Republicans (e.g., Democrats rate Republicans as more prejudice than Democrats but Republicans see the groups equivalently), 4) Asymmetric Republican (3 traits) – Republicans hold a negative view of Democrats without a mirror perception in Democrats (e.g., Republicans rate Democrats as less moral than Democrats but Democrats see the groups equivalently). Results are discussed in terms of the “mirror image” theory that helped explain Soviet-American relations during the Cold War.

F3

PERCEIVED COMPETENCE AS A MODERATOR OF THE CORRELATION BETWEEN APPROACH AND AVOIDANCE ACHIEVEMENT GOALS

Wilbert Law¹, Andrew J. Elliot¹; ¹University of Rochester – One question that remains unanswered about the approach-avoidance distinction of achievement goals is the inconsistency of correlation between performance-approach and performance-avoidance goals across different studies. Although approach and avoidance forms of performance goals have distinct antecedents and outcomes, some studies suggest that performance approach and performance avoidance goals are highly correlated. Two studies were conducted to test whether perceived competence is a moderator of this correlation. In study 1, participants were undergraduates in an introductory psychology class. Participants completed an achievement goals questionnaire three days before each exam and perceived competence was measured as competence expectancy for the upcoming exam and scores on previous exams. High competence expectancy and high previous exam scores were associated with a lower correlation between performance approach and performance avoidance goals for the upcoming exam. Study 2 was a between-subject scenario study. Participants, recruited from a subject pool, were randomly assigned to one of three conditions (easy, difficult and control). Participants were asked to read a course description, which varied in the difficulty of the class according to the condition that was assigned. Next, participants filled out an achievement goals questionnaire for that class and rated their perceived competence for it. Consistent with study 1, the correlation between performance-approach and performance-avoidance goals was lower for participants who were assigned to the easy class condition. Implications of the correlation between approach and avoidance goals in achievement settings and other possible moderators of this correlation are discussed.

F4

COMPENSATORY STEREOTYPING IN INTERRACIAL ENCOUNTERS

Amanda K. Sesko¹, Monica Biernat¹, Rachel B. Amo¹; ¹University of Kansas – Dimensions of warmth and competence capture much of the space into which judgments of individuals and groups fall (Fiske, Cuddy, Glick, & Xu, 2002). Group stereotypes are often based on an inverse relationship between these two dimensions, as measured through explicit trait ratings. In two studies, we investigated behavioral indicators of warmth and competence displayed toward Black versus White targets. White male participants heard an audiotaped self-description made by a potential male Black or White interaction partner. Participants then introduced themselves on audiotape, which was coded for warmth/friendliness responses. After rating interaction partners on explicit measures of warmth and competence, participants chose from a list of activities to engage in with their partner, some of which indicated perceptions of partner competence (e.g., team with the partner in completing an anagrams task). In Study 1, Black interaction partners were judged and received treatment consistent with low competency (fewer competence activities chosen) but high warmth (tape friendliness) perceptions relative to the White partner, and these indicators were negatively correlated only when the target was Black, particularly among those who explicitly endorsed negative racial attitudes. In a second study, activities indicating warmth were added (icebreaker task, bag-o-potatoes race). Although top choices of activities did not reveal a race difference, participants wanted to avoid competence activities with the Black partner and avoid warmth activities with a White partner. Implications of warm and competent behavioral responses in interracial interactions are discussed.

F5

SENSE OF PROPRIETY AS A CORRELATE OF THE ACTUAL, IDEAL, AND OUGHT COMPONENTS OF ATTITUDES ABOUT SOCIAL ISSUES

John D. Edwards¹, Luke Fiedorowicz¹; ¹Loyola University Chicago – Introduction. The present research extends Higgins' theory about three components of "the self" to attitudes about social issues, and connects these components to moral judgment. The aim was to discover whether the proposed Actual, Ideal and Ought attitude components, and discrepancies among them, are related to one's "sense of propriety" defined here as beliefs about proper thinking and conduct. Method. College students (n = 133) reported their perceptions of three kinds of attitude positions: Actual current policies, their own preferred (Ideal) stance, and what the policies Ought to be. Twelve controversial issues were tested (e.g., abortion, citizenship for immigrants). Participants also completed a 45-item scale of beliefs in conventional standards for thought and action in general. Results. Ideal and Ought attitude positions were highly correlated with each other ($r=.75$ averaged over issues) while perceived Actual positions were unrelated to Ideal ($r=.08$) and Ought ($r=.10$) positions. Sense of propriety was significantly related ($r's > .20$) to both Ideal and Ought components, and to Actual-Ideal and Actual-Ought discrepancies, for five issues (gay marriage, church-state separation, euthanasia, abortion, stem cell research) and to the Actual component for two different issues (immigrant citizenship, death penalty). Conclusions. These findings expand previous knowledge about the relationship between moral beliefs and attitudes toward social issues by showing connections between a conventional sense of propriety and the Actual, Ideal and heretofore overlooked Ought components of attitudes. The specific variations observed across issues suggest directions for research into various other ideological correlates of these attitude components.

F6

WARM GLOWS AND DARK CLOUDS: AFFECT CUES FAMILIARITY

Ian M. Handley¹, Christopher P. Bartak², Tiffany L. Dood¹, R. Justin Goss¹; ¹Montana State University, ²The State University of New York, Buffalo – Recent research indicates that positive stimuli to which individuals attend are judged as familiar more often than non-positive stimuli, resulting from the use of a "warm-glow heuristic." We currently expand this idea by proposing that affective stimuli in general should be judged familiar more often than non-affective stimuli. Because repeated exposure (i.e., familiarity) to initially novel affective stimuli can amplify individuals' affective reactions to them, positive and negative affective reactions may reciprocally convey information that an encountered object is familiar. As well, scholars have argued that there are likely evolutionarily advantages to attending carefully to, and thus better recalling, both positive and negative affective stimuli. Thus, any affect associated with a stimulus may lead individuals to conclude heuristically that a stimulus is familiar. The current research tested the idea that affective stimuli are more likely than neutral stimuli to be deemed familiar. In particular, individuals judged whether each picture in a set of positive, negative, or neutral photographs of varied stimuli (e.g., landscapes, buildings, people, animals) was familiar. As expected, results indicate that individuals who encounter positive or negative stimuli judge those stimuli as being familiar more often than individuals who encounter neutral stimuli. The implications of these findings, including the potential import of affect in memory, false recall, decision making, and behavior as a result of influencing familiarity judgments are addressed. As well, we offer the consideration of an "affect-as-familiar heuristic."

F7

THE INFLUENCE OF PATERNAL AUTONOMY-SUPPORT UPON ETHNIC CULTURE IDENTIFICATION AMONG SECOND-GENERATION IMMIGRANTS

Neetu Abadi¹, Kennon Sheldon¹; ¹University of

Missouri-Columbia – Born and raised in the US, children of immigrants often face difficult choices between endorsing their family's country of origin (natal culture) and mainstream US society (host culture). Although second generation immigrants desire to fit into the host society, their parents often demand that they adhere to norms and traditions of the natal culture. Previous studies have shown controlling or non-autonomous parenting to be associated with negative outcomes, so this study sought to demonstrate the role of maternal and paternal autonomy-support in promoting positive and intrinsic natal acculturation among second-generation immigrants. Two studies were conducted to test this hypothesis. In Study 1, college-aged second-generation immigrants were asked to report perceived maternal and paternal autonomy-support, as well as how much they endorse their natal and US cultures. Results demonstrated that paternal, but not maternal, autonomy-support predicted greater immersion into the natal culture and positive well-being. Study 2 replicated the previously mentioned effects and extended them by considering additional WB, acculturation, and autonomy-support measures. Possible explanations for the significance of paternal over maternal autonomy-support in our data are discussed.

F8

SELF-STRUCTURE AND SELF-CHANGE IN PSYCHOLOGICAL TREATMENT

Kristy Boyce¹, Virgil Zeigler-Hill², Elizabeth Mattachione¹, Barton Turner¹, Carolin J. Showers¹; ¹University of Oklahoma, ²University of Southern Mississippi – The purpose of this research was to examine self-structure in individuals who completed intake forms at a university counseling center. Fifty-five individuals participated in an initial assessment at time 1; 38 completed the time 2 assessment 12 weeks later. During each assessment, individuals completed a measure of evaluative self-structure (Showers, 1992) and measures of psychological adjustment. We also obtained counselor ratings of progress and administered a three-month follow-up questionnaire. A paired t-test showed that evaluative integration of the self-concept increased from time 1 to time 2, $t(36) = 2.05, p < .05$. Multiple regression analyses of the time 1 variables were consistent with the view that integration represents a realistic perspective that allows individuals to acknowledge important negative attributes, while displaying low defensive functioning, high personal growth, and a readiness to change. Whereas negative content of the self-concept was associated with self-esteem and self-reported stress, increased differential importance (Pelham & Swann, 1989) was associated with progress in counseling, as rated by counselors and clients, $\beta_s > .48, p's < .04$. Increased integration was associated with ongoing severity of the problem, $\beta = .48, p < .05$, the need for more treatment sessions (counselor's rating, $\beta = .37, p < .10$), and greater perceived usefulness of treatment at follow-up (client's rating, $\beta = .39, p < .05$). Overall, clients with a more integrative self-structure tended to display a contemplative outlook, greater problem severity, a greater need for psychological treatment, and (ultimately) the perception that treatment had helped them change.

F9

PARENTAL PREFERENCES FOR IDEAL MATES OF THEIR DAUGHTERS AND SONS: POINTS OF CONVERGENCE AND DIVERGENCE COMPARED TO OFFSPRING MATE PREFERENCES

Carin Perilloux¹, Diana S. Fleischman¹, David M. Buss¹; ¹University of Texas at Austin – Sex differences in mate preferences have been documented across cultures, age groups, and eras. Differences in the types of mates parents desire for their daughters and sons, compared with the desires of those daughters and sons, have been relatively overlooked. Parent-offspring conflict theory and parental investment theory guide our predictions for this study. Participant undergraduates (N = 163) and their parents (N = 162) ranked 13 traits on their importance in a long-term mate. Students ranked the traits for their own ideal mate; parents ranked the traits for their ideal mate of their son or daughter. We

compared the trait ranks between sons and daughters, mothers and fathers, participants and their parents, as well as their interactions. Significant sex differences among the students replicated those previously documented (e.g., attractiveness, financial resources). Fathers and mothers expressed similar preferences for the ideal mate of their child, but their child's sex highlighted significant differences among parent rankings (e.g., financial resources and exciting personality). When student rankings were compared to their parents' rankings, student sex and parent sex interacted significantly on traits such as heredity and exciting personality. Our study replicates previously documented sex differences in mate preferences, and provides novel data indicating that parents and their children disagree about the relative importance of several key traits involved in mate choice. Discussion centers on how these significant parent-offspring differences reflect evolved psychological mechanisms within parents that recurrently functioned to increase their reproductive success through the mating choices of their offspring.

F10
THE EFFECTS OF GROUP NORMATIVITY AND EXTREMITY ON SOCIAL EVALUATION Thomas Trail¹, Deborah Prentice¹; ¹Princeton University

Individuals who conform to group norms are usually positive social stimuli, who behave in predictable ways and validate prevailing group attitudes and practices. However, previous research suggests that too much conformity may engender a more negative response (Abrams, Marques, Bown, & Henson, 2000). The present study examined the effects of normativity and extremity on social evaluation. Princeton University undergraduates reacted to each of 60 target individuals who were portrayed as other students at the University. Each target was instantiated with an audio recording of a single, self-descriptive statement. Statements were either in line with prevailing campus norms or contrary to them, and were either extreme or moderate. Neutral statements were also included for comparison purposes. We measured participants' facial movements while they listened to each statement using electromyography (EMG) and then asked questions probing their positive and negative affect, liking, perceived similarity to the target, and inclination to deride the target (by teasing, laughing at, and making fun of her). The results revealed that participants evaluated the extreme conformists similarly to the deviates. These targets received more negative responses than did the neutral and moderate conforming targets across all of the self-report measures. In addition, EMG measures showed that participants smiled more at moderate targets than at extreme targets, regardless of normativity. These results suggest that, whereas deviates elicit negative social responses by threatening the group, extreme conformists may elicit negative social responses by threatening the standing within the group of their fellow members.

F11
RECONCILING THE COSTS AND BENEFITS OF GENDER CONFORMITY: THE ROLE OF MOTIVATION Jessica Good¹, Diana Sanchez¹; ¹Rutgers University

Past research has shown that valuing gender conformity is associated with both positive (increased positive affect and less self discrepancy, Wood, Christensen, Hebl, & Rothgerber, 1997) and negative (lowered self esteem, increased depressive symptoms, increased disordered eating, Sanchez & Crocker, 2005) consequences for psychological well-being. The current research sought to reconcile these conflicting findings by considering the role of motivation to engage in gendered behavior. Specifically, it was predicted that extrinsic motivation to behave in a gender consistent manner would be associated with lowered psychological well-being, and intrinsic gender motivation would be associated with positive psychological outcomes. Measures of Self Esteem (Rosenberg, 1965), Private Regard for Gender Identity (Luhtanen & Crocker, 1992), Autonomy (based on Deci et al., 2001), and Perceived Stress (Cohen, Kamarck, & Mermelstein, 1983) were completed by 308 undergraduate participants, as well as a novel Gender Motivation

Scale created by the researchers based on previously validated motivation instruments (Ryan & Connell, 1989; Vallerand & Bissonette, 1992). Internal reliability of all instruments was strong. Regression analyses revealed that intrinsic motivation for both masculine and feminine gender-typed behavior (communal vs. agentic behaviors) predicted a composite well-being measure that included self esteem, autonomy, and perceived stress (reversed), while extrinsic gender motivation negatively predicted wellbeing. Similar results were found for Private Regard for Gender Identity. The authors conclude that motivation to engage in gender-typed behavior is a key component that should be taken into consideration when evaluating the psychological outcomes of gender conforming behavior.

F12
UNCOVERING THE UNACCEPTABLE: AUTOMATIC RAPE ATTITUDES EXPOSED THROUGH EVALUATIVE PRIMING Laura

Widman¹, Michael Olson¹; ¹University of Tennessee – Sexual aggression occurs with unsettling frequency, yet openly expressing rape-supportive attitudes remains uncommon. The gap between reported behavior and attitudes in this domain may be due to self-presentational concerns and the failure of previous research to assess the automaticity of rape-supportive attitudes. Indirect evaluative priming procedures may be an ideal method for capturing such socially unacceptable attitudes and assessing the automaticity of these attitudes, perhaps providing a cleaner link between rape-supportive attitudes and sexually aggressive behavior. Thus, the current research sought to develop a novel priming procedure to assess men's automatic attitudes about sexual aggression against women, and then to test the association between these attitudes and reports of sexually aggressive behavior. First, three pilot studies were conducted to determine clear images of both sexual aggression and neutral male-female interactions. Then, in a fourth study, these images were presented as primes followed by positive or negative target adjectives whose valence participants identified as quickly as possible. Past sexual assault perpetration and future likelihood of rape were also assessed with the revised Sexual Experiences Scale (Abbey, Parkhill, & Koss, 2005) and items from the Attraction to Sexual Aggression Scale (Malamuth, 1989). Results of evaluative responses to sexual aggression versus neutral images indicated that nearly 15% of the sample exhibited positive automatically-activated attitudes toward rape. Further, men with more positive rape attitudes were more likely than men with more negative attitudes to report perpetrating a past act of sexual aggression and indicate a higher likelihood of raping a woman in the future.

F13
ALONE AND UNSAFE? RELIVING A SOCIAL REJECTION LEADS TO THE BOLSTERING OF PHYSICAL SAFETY NEEDS David B.

Miele¹, Wendi L. Gardner¹, Daniel C. Molden¹; ¹Northwestern University – It has been proposed (Baumeister & Leary, 1995) that humans evolved a fundamental need to belong in order to protect themselves from external threats (e.g., starvation, physical attack, etc.). If this is true, then threats to belonging (e.g., rejection, isolation, etc.) should heighten people's sense of physical vulnerability and lead them to seek alternate means of ensuring safety. Although there is evidence that threats to physical security (e.g., impending shocks) can lead people to bolster their sense of belonging (e.g., Schachter, 1959), the opposite pattern has not yet been demonstrated. Thus, we conducted a study in which one group of participants was asked to relive a memorable rejection experience (threat condition) and another group was asked to relive their commute to school that morning (control condition). After the belonging manipulation, participants rated how likely the average person was to experience a number of harmful (e.g., physical assault), alienating (e.g., romantic breakup), and annoying events (e.g., flat tire). The results showed that participants in the threat condition (compared to those in the control condition) rated harmful and alienating events (but not annoying events) to be relatively unlikely. Furthermore, in the threat condition,

ratings of harmful and alienating events were negatively correlated with a measure of state self-esteem collected at the end of the experiment (Leary & Baumeister, 2000). These findings suggest that participants responded to belonging threats by defensively underestimating their vulnerability to physical harm and rejection and that this strategy helped to restore their sense of physical security and belonging.

**F14
PUSHING THE BOUNDARIES OF BENEVOLENCE: BENEVOLENT SEXISTS' OPPOSITION TO ELECTIVE AND TRAUMATIC ABORTION**

Danny Osborne¹, Paul Davies²; ¹University of California, Los Angeles, ²University of British Columbia, Okanagan – Previous research has shown that gender role attitudes play an important role in determining one's stance on the abortion issue (Hout, 1999). Unfortunately, this research tradition has assumed that gender role attitudes are unidimensional. The theory of ambivalent sexism (Glick & Fiske, 1996), however, suggests that sexism constitutes two separate, yet related, ideologies: benevolent and hostile sexism (BS and HS, respectively). Benevolent sexism is conceptualized as subjectively positive feelings toward women who conform to traditional gender roles (e.g., women who aspire to be mothers), while HS is conceptualized as an outwardly hostile orientation toward women who oppose male patriarchy (e.g., the women's rights movement). Given the absence of research addressing the issue of abortion from this multidimensional perspective, the current study examined the relationship between these two ideologies (BS and HS, respectively) and attitudes toward elective and traumatic abortion. As predicted, regression analyses indicated that both BS and HS were negatively related to support for elective abortion ($\beta_s = -.36, p < .01$, and $-.23, p = .01$, respectively), while only BS was negatively related to support for traumatic abortion ($\beta_s = -.14, p < .05$, and $-.07, p = ns$, respectively). Notably, these results were obtained after controlling for participants' religiosity, political orientation, and previous abortion experience. This indicates that BS plays a particularly pernicious role in gender relations (also see Jackman, 1994), while also implying that the positive feelings toward women found in the ideology of BS are reserved solely for those who meet unrealistic standards.

**F15
DOES CHRONIC PEER VICTIMIZATION INFLUENCE DAILY MOOD AND BRAIN ASYMMETRY?**

Marc A. Gómez¹, Jennifer M. Knack¹, Jenna-Wade Brown¹, Christin Chaffin¹, Madeline Rex-Lear¹, Lauri A. Jensen-Campbell¹; ¹The University of Texas at Arlington – Research has consistently demonstrated a link between brain asymmetry and emotion (e.g., Gunnar & Donzella, 2004; Harmon-Jones, 2004). Specifically, positive emotions/approach systems are associated with greater left relative to right brain activation whereas negative emotions/avoidance systems are associated with greater right relative to left brain activity. Additionally, tympanic membrane temperature (i.e., the ear temperatures of the right and left ear) can serve as a marker of brain activity and negative emotionality (Gunnar & Donzella). This study examined whether persons who experienced chronic peer victimization evidenced greater right relative to left brain asymmetry as well as greater daily distress. College students completed measures of temperament, personality, and peer victimization. Participants then recorded their ear temperature three times a day for seven days. During each recording, participants also completed the PANAS-Moment, information about their interpersonal interactions (e.g., victimization) that had occurred since their last recording, and a line bisection task which served as another marker of brain asymmetry. Behavioral-Approach (BAS) was positively related to average left-relative-right ear temperature. Chronic relational victimization was related to the average right-relative-to-left ear temperature after even controlling for social support, neuroticism, and BAS. Chronic peer victimization was also related to daily reports of distress, upset, and sadness. Daily reported exclusion and victimization were negatively related to left ear temperature. Additional analyses will

examine the interaction between personality, temperament, and peer victimization on negative emotionality. Discussion will cover why peer victimization may be associated with differences in brain asymmetry and will address the implications of early interpersonal relationships.

**F16
ET TU BRUTE? RESPONSES TO AND RECOVERY FROM RACE-BASED OSTRACISM**

Adrienne R. Carter-Sowell¹, Stephanie A. Goodwin¹, Kipling D. Williams¹; ¹Purdue University – Do people respond differently to ostracism by ingroup vs. outgroup members? Prior research reveals the deleterious effects of ostracism; being ignored and excluded is detected quickly and thwarts needs for belonging, self-esteem, control, and meaningful existence. In the present research, a representative sample of African American (n=300) and White (n=314) American adults played a virtual game of toss (Cyberball) via the Internet. We manipulated: 1) the (alleged) race of the other players in the game (ingroup versus outgroup); and 2) participants' level of inclusion in the game (over-included, included, or ostracized). Afterward, participants completed measures of reflexive needs (immediate reactions), attributions for other players' behaviors, and reflective needs (post-attributional reactions). Replicating findings with college samples, participants reported significantly lower need fulfillment following ostracism, regardless of the race of other players. Interestingly, reflexive reactions were qualified by participant race; African Americans reported experiencing more negative reactions to ostracism than their White peers. However, when participants had time to reflect on their experiences, the race of other players came to bear on African Americans' reactions. African Americans recovered less fully from ostracism when they had been excluded by racial ingroup members. In contrast, White participants' reflective reactions indicated that they recovered fully from ostracism, regardless of other players' race. Beyond demonstrating that reactions to ostracism generalize to a representative sample of both African and White Americans, we show the important role of attributions to prejudice and racism as they relate to recovery from the aversiveness of being ignored and excluded.

**F17
MORTALITY SALIENCE AND SOCIAL AFFILIATION: THE MODERATING ROLE OF SELF-ESTEEM ENHANCEMENT MOTIVATION**

Mark Dechesne¹; ¹University of Maryland – The current contribution sheds light on the role of social affiliation and self-esteem enhancement in response to subtle reminders of death. Participants are exposed to a subliminal conditioning task whereby others are either associated with positive or negative traits, and the self is subsequently associated with either death or a control topic. Participants are subsequently asked to indicate the level of overlap they generally feel with others. Three studies show that exposure to self-death associations increase affiliation, as reflected in greater perception of overlap with others. These effects primarily occur after a five minute delay between death reminder and indications of affiliation. Moreover, increased affiliation primarily occurs when others are associated with positive traits and not when associated with negative traits. This latter finding in particular points to the role of self-esteem enhancement as a motive underlying the effects of subtle reminders of death on social affiliation.

**F18
LEFT OUT OF CONTROL: ATTENUATING EFFECTS ON AGGRESSION**

Amber DeBono¹, Mark Muraven¹; ¹University at Albany, SUN – This experiment was designed to test the hypothesis that socially excluded people, when their self-control is depleted, will become more aggressive than people who are only socially excluded or only depleted of their self-control. However, attachment may moderate that effect: securely attached individuals were not aggressive, even when excluded and depleted. Because insecurely attached people lack confidence in their relationships, social exclusion and self-control depletion should increase

aggression in them whereas securely attached people should not become aggressive. Eighty-one participants took part in the experiment. Participants were told that they would be interacting with two other (fictional) participants at various points in the experiment. Attachment style was assessed with the Measure of Attachment Qualities questionnaire (Carver, 1997). To manipulate self-control depletion, participants were given radishes or cookies for 5 minutes they are told they cannot eat them. Social exclusion was manipulated with a computer game called "Cyberball" which appeared to be a ball-tossing internet game (Williams, 2001). Participants were either included or excluded in the game. Our measure of aggression was how much hot sauce participants allotted to a "Cyberball" player who did not like hot sauce (Lieberman, Solomon, & Greenberg, 1999). Socially excluded people who were depleted of their self-control were more aggressive than any other group. However, the 3-way interaction indicated that excluded and depleted people with low secure attachment reacted more aggressively than those with high secure attachment. We conclude that aspects of self-control and attachment styles may play a role in aggression from social exclusion.

F19

STRATEGIES FOR REGULATING THOUGHTS: IMPLICATIONS FOR RUMINATION, GOAL PROGRESS, AND NEGATIVE AFFECT

Amber Raley¹, Daniel Beal¹, ¹Rice University – A relatively common occurrence in daily life is the experience of recurring unwanted thoughts. This experience, often termed rumination, has been linked to a variety of negative experiences such as increased anger and sadness, cognitive impairment, and depressive disorders (Nolen-Hoeksema, 2000). The primary focus of this literature to date has been the consequences of rumination. The current studies were designed not only to expand our understanding of the immediate consequences of rumination, but also to examine precursors of rumination and the strategies people use to stop ruminating about negative events in their lives. Study 1 assessed the psychometric properties of the Thought Regulation Questionnaire (TRQ) and examined the convergent and discriminant validity of the measure. The TRQ assesses multiple thought regulation strategies and contains factors assessing attentional deployment (cf., Gross, 1998), the use of social support to eliminate unwanted thoughts, imagining alternative outcomes, closure-directed reflecting, as well as contemplative reflecting and brooding that are measured in other rumination instruments (Treynor, Gonzalez, & Nolen-Hoeksema, 2003). The various thought regulation strategies held differential relations with a variety of other constructs, generally supporting that people have multiple means at their disposal for reducing ruminative thought and its corollaries. Study 2 used daily diary methods to examine the TRQ strategies as moderators of the relations between rumination, goal progress, and negative affect. Multilevel modeling results indicated that some strategies, such as closure-directed reflection and attentional deployment, can be effective in reducing the perpetuating links between goal blockage, rumination, and negative affect.

F20

IMPRESSION FORMATION AND SEXUAL ORIENTATION: THE ROLE OF TIMING OF DISCLOSURE

David Buck¹, E. Ashby Plant¹, ¹Florida State University – Unlike gender, race, or ethnicity, sexual orientation is not necessarily readily identifiable. Because of this, the biases that are associated with prejudice towards members of other groups might not be initially applied to gay men and lesbians. The current work tests whether timing of disclosure of sexual orientation might influence how observers form first impressions of a target individual. Participants ($n = 177$) watched a video of two male confederates having a brief interaction. Either at the beginning or the end of this interaction, one of the confederates self-identified as gay or straight. Participants in all four conditions then completed several

measures assessing attitudes toward the target individual, memory for information disclosed in the interaction, and general attitudes toward homosexuality. Target sexual orientation and timing of disclosure interacted to influence impression formation. Identifying as gay early rather than late in the interaction lead to a more negative impression of the target and an increased perception of the target as possessing more stereotypically gay traits. Further, when the target identified as gay early in the interaction, participants mistakenly recalled him reporting engaging in more stereotype congruent behaviors. These results suggest a primacy effect for group categorization such that greater levels of bias will occur when group categorization is possible prior to the receipt of individuating information. Implications of these findings for decisions to disclose sexual orientation are discussed. Future research will examine the optimal timing of disclosure.

F21

IS THERE A UNIVERSAL NEED FOR POSITIVE SELF-REGARD?

EVIDENCE FROM CHINA *Huajian Cai¹, Qiuping Wu¹, Le Yan¹, ¹Sun*

Yat-Sen University – Some researchers have proposed that the need for self-esteem is specific to North America. To test this, the present study examined whether the well-established prevalence and utility of positive self-regard in North American held true in a collectivistic culture, particularly in China. Based on studies published in Chinese academic journals, two meta-analyses were conducted. In study 1, by using the standardized difference between raw score and theoretic midpoint on self-esteem measure as index, we found that positive bias in self-regard (effect size=0.71 with a 95%CI of 0.68 to 0.74) was prevalent regardless of age, gender, and year of publication. In study 2, we did a quantitative summary of association between self-esteem and mental health in Chinese and found that high self-esteem was associated with low depression ($r = -0.41$ with a 95% CI of -0.43 to -0.38), low anxiety ($r = -0.32$ with a 95% CI of -0.34 to -0.30) and high subjective well-being ($r = 0.30$ with a 95%CI of 0.28 to 0.33). Taken together, the positive self-regard is not only prevalent but also functional in China, which supports a view of universalism on the need for positive self-regard.

F22

EMOTION RECOGNITION ACROSS CULTURES: THE ROLE OF RACE AND EMOTION IN FACIAL PERCEPTION

Elsie J. Wang¹, Ambady Nalini¹, ¹Tufts University

– Previous studies have found an advantage in the identification of own-race faces in comparison to the faces of racial outgroup members (e.g. Malpass & Kravitz, 1969; Anthony et al., 1992). This advantage has also been demonstrated in the recognition of emotion for ingroup faces (Elfenbein & Ambady, 2002). The goal of the present research was to examine emotion recognition across cultures for racial ingroup and outgroup faces under constrained conditions. In Study 1, White participants viewed facial photographs of Black, White, and Japanese individuals displaying anger, fear, joy, and neutral expressions under a very brief presentation. In Study 2, Asian participants saw similar photographs of emotional faces under the same presentation condition. Participants from both studies were the fastest and most accurate in identifying joyful expressions. White and Asian participants were also the least accurate in recognizing angry expressions posed by Black individuals. Overall, results suggest an advantage in response latency and accuracy for the ingroup faces of both White and Asian participant groups.

F23

"I (DON'T) FEEL YOUR PAIN.": PERCEIVER EMPATHY FOR DISCRIMINATION CLAIMS

Zayra N. Longoria¹, Stephanie A. Goodwin¹, ¹Purdue University

– While prejudice and discrimination continue to be important social problems, members of stigmatized groups who protest discrimination typically encounter antagonism and rejection (Kaiser & Miller, 2006). The present research builds on previous work by examining the role of empathy in the evaluation of those who protest

discrimination. Seventy-six undergraduate participants (82% White) read and evaluated essays ostensibly written by Black student authors describing significant life events. Black authors attributed a failing grade to either an unfair or a racist TA. Afterward, participants evaluated the essay author (liking, competence, legitimacy of the complaint, and value similarity). Finally, participants completed measures of state and trait empathy. As predicted, participants empathized more with authors who attributed negative outcomes to unfairness compared to authors who attributed the outcome to racism ($F(1, 73) = 6.261, p = .015$). Across conditions, liking for the essay authors was significantly and positively associated with greater empathy ($r = .31, p < .05$). Trait measures of empathy were unassociated with participant responses. Oddly, and in contrast to previous research, participants reported liking the author who attributed the negative outcome to racism more than the author who claimed being the victim of unfairness ($F(1, 73) = 7.49, p = .008$). Results are discussed in the context of recent theories of meritocratic ideologies and related constructs.

F24

SELF AND OUTGROUP-RELATED VARIABLES PREDICTING PREJUDICE AMONG ADOLESCENTS IN INTEGRATED CLASSROOMS Anja Langner¹, Michele Wittig¹, James Hsiao¹; ¹California State University, Northridge – Los Angeles ninth graders enrolled in racially-integrated mandatory cultural awareness classes provide us with pre- and post-intervention survey responses that we have used to study psychological processes underlying how interracial contact (Allport, 1954/1979) reduces intergroup prejudice. We have shown that outgroup orientation (i.e., the tendency to seek, and respond positively to, interactions with members of outgroups; Berry, Trimble & Olmedo, 1986) is an important mediator of this relationship. This poster provides evidence for the role of additional variables that have been linked theoretically or empirically to prejudice reduction. A principal components analysis with varimax rotation was conducted on 129 ninth graders' pre-intervention responses to items drawn from published scales assessing empathy (Comrey, 1994), perspective-taking (Nagda & Zuniga, 2003), cultural trust (Kelley & Myers, 1995) and intergroup respect (Huo & Molina, 2005), resulting in two factors: 1) concern with the self and with others' demeanor toward oneself and one's ingroup and 2) openmindedness regarding others, including outgroups. Factor 1 accounts for 26% of the variance and factor 2 for 19%. When time 1 scores on each of these factors along with outgroup orientation were used as predictors, results showed that each variable contributed significantly to time 2 prejudice levels (total $R^2 = 17%$) with both openmindedness and outgroup orientation predicting lower prejudice and concern with the self predicting higher prejudice. Results from Fall, 2007 will be included. Implications for our mutual acculturation model and other theories of prejudice reduction will be drawn and suggestions for improving the intervention will be made.

F25

THINKING OF OTHERS: EFFECT OF TASK-RELEVANCE ON SEX AND EVALUATIVE CATEGORIZATION PROCESSES Guadalupe Corral¹, Stephen L. Crites Jr.¹, Jennifer H. Taylor¹, Andrew J. Mojica¹; ¹University of Texas at El Paso – The effect of task-relevance on sex and evaluative categorization processes was examined using event-related brain potentials. Task-relevance was examined by assessing participants' brain responses to stimuli that varied simultaneously along two dimensions (sex and evaluative) while their task was to explicitly categorize the stimuli along only one dimension (e.g., sex). Forty-five participants completed two sessions. In the first session, participants' attitudes towards 324 well-known individuals were assessed. Participants returned days later for an ERP session and were asked to complete two tasks: they categorized names appearing in short sequences by attitude (positive/negative) and gender (male/female); the order of the tasks was counterbalanced. We employed the odd-ball paradigm in

which a rare stimulus (e.g., positive female) appeared in a sequence of frequent stimuli (e.g., positive males). P3 amplitude to rare compared to frequent task-relevant (e.g., negative individual embedded within a series of positive individuals or a female embedded within a series of males) stimuli was larger for both sex ($M_{diff} = 4.4 \mu V$) and attitude ($M_{diff} = 1.9 \mu V$), $ps < .01$. Results revealed that task-irrelevant gender change (positive female within a series of positive males) influenced P3 amplitude ($M_{diff} = 1.3 \mu V$) but that task-irrelevant attitude change (negative male within a series of positive males) did not ($M_{diff} = -.14 \mu V$). Findings suggest that certain more-practiced social dimensions, such as gender, may not be affected by task-relevance but instead are activated automatically.

F26

CULTURAL AND DEVELOPMENTAL INFLUENCES ON CONCEPTUAL REPRESENTATIONS OF SOCIAL CATEGORIES Marjorie Rhodes¹, Susan Gelman¹; ¹University of Michigan – Conceptualizing social categories as reflecting objective distinctions made by nature (i.e., as natural kind categories) has been associated with stereotyping and prejudice. In two studies, we examined the extent to which cultural context influences whether gender and ethnic categories are represented as natural kinds, by comparing the development of these concepts in politically liberal and conservative communities. Participants (5-, 7-, 10-, and 17- years-olds; $N = 216$) were asked to judge the acceptability of categories formed by a 'visitor who came from some place very far away.' The visitor's categories violated conventional criteria (e.g., grouped a boy and a girl as the 'same kind of person'). Accepting these categories as possibly correct indicates belief that categorization criteria is subjective and flexible, whereas rejecting these categories indicates belief that certain categorization criteria reflect an objective reality. For gender and ethnic categories, we found an interaction between development and context. There was no influence of cultural context on young children's concepts; young children in both communities viewed ethnicity as more flexible than gender. Alternately, there was an influence of cultural context on the concepts of older children and adolescents, such that youth from the conservative context represented both social categories as natural kinds, whereas youth from the liberal context did not. Further analyses revealed that, among children, levels of parental conservatism correlated with children's representations of ethnicity as a natural kind. Also, among adolescents, the extent to which social categories were represented as natural kinds correlated with other dimensions of psychological essentialism.

F27

CONSIDER THE SITUATION: THE EFFECTS OF SITUATIONAL ATTRIBUTION TRAINING ON STEREOTYPE ACTIVATION Ioana M. Latu¹, Tracie L. Stewart¹, Kerry Kawakami², Ashley C. Myers¹; ¹Georgia State University, ²York University – Previous research (Kawakami, Dovidio, Moll, Hermsen, & Russin, 2000) found that intensive training in negating stereotypes can reduce stereotype activation. The current study extended the Kawakami et al. work by testing a novel stereotype reduction training technique. Instead of negating stereotypes, participants were trained to make situational, rather than stereotypic, attributions for behaviors shown by pretests to be indicative of negative Black stereotypes. On 480 trials, White American university students were presented with photos of Black males paired with descriptions of negative behaviors stereotypic of Blacks. In the training condition, participants were presented with both a dispositional and a situational explanation for each of these behaviors and were trained to choose the situational explanations for the negative behaviors over the dispositional explanations. In the control condition, participants counted the number of nouns, adjectives, or verbs in the behavioral sentences. The person categorization task was then used to measure stereotype activation: response time was measured for categorizing Black and White faces by ethnicity after being primed with either positive or

negative Black-stereotypic or counterstereotypic traits. As predicted, control participants responded faster to Black faces than to White faces after being primed with negative Black-stereotypic traits. However, no difference in response time on these trials was found for training participants. The response time data suggest that this nonsignificant difference was due to decreased automatic associations between negative Black-stereotypic traits and Black faces. This study validates the effectiveness of a new stereotype reduction training technique. Further expansions of this technique are discussed.

F28

THE COGNITIVE AND AFFECTIVE BASIS OF MORAL VS. NON-MORAL BELIEFS Jennifer Wright¹, Jerry Cullum¹; ¹University of Wyoming – Previous research demonstrates that having moral beliefs about an issue leads to greater interpersonal intolerance than having non-moral beliefs across a wide range of issues, contexts, and behaviors. However it remains unclear how moral beliefs negatively impact interpersonal tolerance. The goal of the present study was to explore the cognitive and affective components of moral beliefs as possible mechanisms for this effect. Participants (N = 97) were asked to rate their attitudes about four issues (euthanasia, recycling, animal testing, gay marriage) and classify each issue as either moral or non-moral. They were then asked to write about their beliefs. The content of participants' writing was linguistically analyzed (Pennebaker, et al., 2003). Across all four issues, the content of moral beliefs differed from the content of non-moral beliefs in the following respects: 1) moral beliefs had a significantly greater basis in affect, specifically negative affect, than non-moral beliefs, and 2) moral beliefs had a significantly lower cognitive basis than non-moral beliefs. In addition, moral beliefs contained significantly higher metaphysical/religious (God, heaven, death) content (all ps < .001). This pattern held when looking at each issue individually and also when controlling for attitude strength (extremity, importance, ambivalence, certainty, centrality). This suggests two possible mechanisms for the effect of moral beliefs: first, moral beliefs may impact interpersonal tolerance more negatively than non-moral beliefs because moral beliefs are more affectively and less cognitively based; second, moral beliefs may impact interpersonal tolerance more negatively because they are more strongly rooted in metaphysical/religious concepts.

F29

CULTURAL HERITAGE AND IDENTIFICATION, AND THE WITHIN-PERSON DYNAMICS OF INTRINSIC AND EXTRINSIC MOTIVATION AND AFFECTIVE STATES: A DIARY STUDY Wei Qi Elaine Perunovic¹, Daniel Heller², Shawn Komar³; ¹University of New Brunswick, ²Tel Aviv University, ³University of Waterloo – We employed a diary study method to examine the dynamic intra-individual association between motivational states and momentary affect in the everyday life of 91 European Canadians and 86 East-Asian Canadian biculturals. Consistent with self-determination theory (Deci & Ryan, 1985), we found that, regardless of cultural heritage (European or East-Asian), higher intrinsic motivation was associated with more positive, and less negative, affective states within person and over time. This association was not moderated by the momentary cultural identification (identifying with Western or Asian culture) of East-Asian Canadian biculturals. The association between extrinsic motivation and affective states, however, revealed a more complex pattern. State extrinsic motivation was not associated with Positive Affect (PA) regardless of the cultural heritage or cultural identification of bicultural individuals. State extrinsic motivation had a main effect on Negative Affect (NA) such that greater extrinsic motivation was associated with higher NA, which was not qualified by cultural heritage. More importantly, however, the effect of state extrinsic motivation on NA was moderated by the cultural identification of biculturals. Multi-level modeling analyses revealed that when East-Asian bicultural individuals identified with Western culture, momentary extrinsic motivation was associated with greater NA. However, this

association disappeared when they identified with Asian culture. In summary, the current research demonstrates that when intrinsic and extrinsic motivations are considered separately, the two motivational states can be differentially systematically associated with PA and NA states. Moreover, findings from bicultural individuals revealed that the link between motivation and affect could be qualified importantly by situated culture.

F30

WHY DOES POWER CORRUPT? THE EFFECTS OF PERSPECTIVE TAKING ON POWER USE AND POWER ABUSE

Melanie Henderson¹, Cynthia McPherson Frantz¹; ¹Oberlin College – Why does power corrupt? Recent research (Galinsky, et al., 2006) suggests that high power individuals are less likely to engage in perspective taking. This study tested whether perspective taking moderates the tendency of high power people to use and abuse power. In an office simulation, all participants were given high status and high power. Participants were instructed to either actively take their subordinates' perspective or to remain detached. They then completed a productivity task while interacting with two hypothetical subordinates via email; one of the workers engaged in behavior designed to provoke power abuse. Throughout the interactive task, participants had several opportunities to use and abuse their power over subordinates. Relative to those instructed to perspective take, those instructed to remain detached expressed more bias between the workers with regard to reward allocation, distribution of resources, and performance evaluation. They also used punitive forms of power more frequently, and were more likely to divulge personal information about one of the subordinates. In contrast, perspective takers utilized their power in a more motivational manner. Implications for power decisions, occupational settings, and authoritative relationships are discussed.

F31

GOT MY MIND SET ON ME: THE EFFECT OF PRIMING ONE'S TRUE SELF ON MEANING IN LIFE

Rebecca Schlegel¹, Joshua Hicks¹, Jamie Arndt¹, Laura King¹; ¹University of Missouri, Columbia – A number of philosophical and psychological theories suggest the true self is an important contributor to well-being (Kierkegaard, 1849; Horney, 1942; Rogers, 1951). Despite these theories, little empirical research has examined the role that the true self plays in well-being. The present research aimed to redress this issue by examining whether increasing the cognitive accessibility of the true self would predict one indicator of well-being, specifically the experience of meaning in life. In both studies the true self was pitted against the actual self by priming participants with one of these self-concepts. Study 1 showed that writing about one's true self lead to enhanced meaning in life, particularly if the self image was cognitively available. Writing about one's actual self or a control topic had no influence on meaning in life judgments. In Study 2, suboptimal primes of traits associated with one's true self lead to higher ratings of meaning compared to primes associated with one's actual self. Implications for the study of the true self and authenticity are discussed.

F32

TO RECONCILE OR TAKE REVENGE: PASSIONATE RELIGIOSITY UNDER THREAT

Blanka Rip¹, Robert J. Vallerand¹; ¹University of Quebec, Montreal – Passion for specific sociopolitical and religious ideologies would appear to energize and direct people's behavior, yet remains an understudied phenomenon. Ideological passion is defined as a strong commitment to a loved, valued, and self-defining sociopolitical or religious ideology in the realization of which people invest considerable time and energy. Consistent with the Dualistic Model of Passion (Vallerand et al., 2003), past research assessed two types of ideological passion. Harmonious passion (HP) refers to intense commitment, which engenders volitional involvement in a cherished ideology that is part of one's identity. Obsessive passion (OP), on the other hand, refers to

intense commitment, which engenders what is experienced as uncontrollable involvement in a cherished ideology that is part of one's identity. Recent research on ideological passion in politics suggests that HP among activists is associated with the endorsement of mainstream activism, whereas OP is associated with the endorsement of radical activism aimed at achieving an idealized political end (Rip & Vallerand, 2006). The present study sought to extend this analysis to religious passion. Participants were 111 devout Muslims, the majority of whom were first generation immigrants. The study incorporated a 2 (HP, OP) x 2 (threat, no threat) experiment within a survey design. Results indicate that in the absence of threat, HP for Islam predicts advocating reconciliation and condemning revenge, whereas OP for Islam predicts advocating revenge and dismissing reconciliation. In identity-threatening circumstances, however, HP for Islam is unrelated to engagement in public dialogue, whereas OP for Islam continues to predict vengefulness.

F33

AN EXAMPLE OF SUBTLE BIAS IN GENDER REPRESENTATION IN NETWORK TELEVISION COMMERCIALS Robert Bartsch¹, Jo Meier², Beth Hentges¹; ¹University of Houston, Clear Lake, ²University of St. Thomas – Although blatant prejudice has decreased, subtle biases toward outgroups abound in the stereotyping literature (e.g., Dovidio, Gaertner, Nier, Kawakami, & Hodson, 2004). Oftentimes, a person will not behave in a biased manner unless there is an external reason that also can be used to explain the action (e.g., Gaertner & Dovidio, 1977). We examined whether this type of subtle bias would occur in gender representation in the media. Typically, studies on gender in television commercials have found unequal representation (e.g., Furnham & Mak, 1999) although differences are decreasing (e.g., Allan & Coltrane, 1996). We gathered 168 prime-time television commercials from a network channel. We predicted the commercials would have unequal gender representation when there was a situational constraint which excuses this bias. We coded commercials for roles that can be filled by more than one person (i.e., presence in commercial, product representative) and roles that typically are filled by only one person (i.e., voice-over, authority). In roles that could be filled by multiple people, commercials could choose to have a male, a female, or both in a single commercial. In these roles, commercials had an equal number of males and females. In roles that are typically filled by only one person, commercials were forced to choose either a male or a female. Therefore, there was a reason to have biased gender representation, and in these roles, the commercials had significantly more males. We discuss the implications of this type of subtle media bias.

F34

A SELF-REGULATORY APPROACH TO GROUP IDENTITY DEVELOPMENT. Debbie Van Camp¹, Jamie Barden¹, Renee P. Clarke¹, Lloyd R. Sloan¹; ¹Howard University – Stage theories constitute the dominant approach to group identity development (e.g., race, gender). However, stage approaches have been questioned on conceptual and empirical grounds (Sellers et al., 1998). The current research suggests an alternative self-regulatory approach where individuals compare their current self with a group identity standard, and discrepancies produce emotional and behavioral responses (Higgins, 1987). It is proposed that group goals, as opposed to individual goals, are seen as duties and obligations, and this has consequences throughout the self-regulatory process. Participants reported either their most important group identity (gender, race or religious) or individual domain (academic, job or social), and then listed their developmental goals in that area. Group identity goals were seen as more ought than ideal, whereas individual identity goals were seen as more ideal than ought. Participants then recalled experiences where they failed at their goals. In the group but not the individual condition, extent of ought construal predicted behavior change following failure at the goal. This effect was fully mediated by negative emotions. Thus, group identity goals are distinctly seen as

responsibilities and obligations, and this is reflected through the entire self-regulatory process. More generally, group identity development can be approached as a self-regulatory system.

F35

PAYING ATTENTION TO HOW YOU FEEL AND WHAT YOU DO: EXAMINING LINKS TO PSYCHOLOGICAL WELL-BEING AND DIALECTICAL THINKING Michele Tugade¹, Marguerite O'Haire¹, Jennifer Greene¹, Emily Bray¹; ¹Vassar College – We investigated whether attention to positive events in one's daily life can affect momentary emotional experience, psychological well-being, and cognitive reasoning. Participants (n = 45) took part in a computerized experience-sampling study in which they used personal digital computers (PDAs) to record their momentary emotional experiences and activities 5 times daily for 14 days. The activity probes were randomly assigned to participants. Half of the participants reported on positive activities (e.g., Did you appreciate your surroundings?) and half reported on relatively neutral activities (e.g., Did you walk to class?). Participants also attended weekly laboratory sessions in which they provided ratings of psychological well-being and dialectical thinking, which reflects an appreciation for contradictions and finding a "middle way" for opposing perspectives. Compared to those reporting on neutral events, participants reporting on positive events evidenced greater variability in their reports of momentary positive emotional experience (ts > -2.55, ps < .05), which may reflect greater positive emotional knowledge or clarity. Differences also emerged in cognitive reasoning. Participants who reported on positive events showed increased dialectical thinking across the weeks, compared to those who reported on neutral events (F (1, 42) = 4.96, p < .05). Follow-up analyses revealed that engaging in more of the positive activities was associated with greater psychological well-being (B = .50, t (17) = 2.38, p < .05). No differences were found for engaging in more of the neutral activities. Drawing attention to different types of activities in everyday life can affect the way people feel, perceive, and reason.

F36

THE CORRESPONDENCE BIAS Seon Lee¹, John Chambers²; ¹University of Iowa, ²University of Florida – The correspondence bias is the tendency for observers to underestimate the power of situational forces and overestimate the power of dispositional forces in shaping an actor's behavior. Extending earlier work on the correspondence bias, the present research looks at observers' beliefs about their own role in shaping the actor's behavior. In one study, pairs of college students (n = 102) were randomly assigned either to the role of actor or observer. Actors completed a bogus test on computer (about which they received bogus positive or negative performance feedback) while observers sat nearby and watched unobtrusively. Afterwards, both were asked how the observer's presence had affected the actor's performance. We found that observers overestimated the role of their presence: They assumed their presence had caused the actor to perform worse on the test, made the actor feel nervous and jittery, and had distracted the actor, moreso than the actor believed. This was true regardless of whether the actor had ostensibly done well or poorly on the test. These findings represent a qualification to the well-documented correspondence bias and suggest that, in social situations where there is the potential for people to mutually influence each other, observers may generally exaggerate their own causal role in producing the actor's behaviors and thoughts. Discussion focuses on the connection between the present findings and earlier research on egocentric social judgment.

F37

HOW DO YOU LIKE ME NOW? THE EXAMINATION OF META-PERCEPTIONS BEFORE AND AFTER AN INITIAL SOCIAL INTERACTION Alecia M. Santuzzi¹, Dale Tzeng¹, Whitney Styer¹; ¹Syracuse University – Past research suggests that metaperceptions, how people think others see them, are consistent with their general self-perceptions.

However, some recent theoretical and empirical work suggests that certain social situations might alter the nature of metaperceptions, such that metaperceptions become less reliant upon one's self-perception. The goal of the present study was to examine whether metaperceptions might change in both degree and structure after an initial dyadic social interaction among previously unacquainted partners. Ten groups of four undergraduate students provided round-robin evaluations and metaperceptions of each interaction partner. Participants completed these ratings both before and after a 10-minute social interaction with each partner. Results suggested that both evaluations and metaperceptions of partners generally became more positive after social interaction. Additionally, social relations analysis results revealed that evaluations of partners were driven by perceiver and target variance when forming evaluations before and after interaction. Metaperceptions were driven primarily by perceiver variance when they were formed before the interaction; they were driven by more dyadic variance after social interaction. These results suggest that social interaction may change not only how much people perceive to be liked by interaction partners, but also the process by which we form these metaperceptions. These findings contribute to understanding how some situations might influence individuals' metaperceptions and their appraisal of social situations.

F38

BEYOND MULTICULTURALISM: EVALUATING CRITICAL MULTICULTURALISM AS AN INTERGROUP IDEOLOGY Shelly

Engelman¹, James Jones¹; ¹University of Delaware – The present study examined the influence of different intergroup ideologies on racial prejudice. 84 White college students were supraliminally primed with one of three messages aimed at encouraging interethnic harmony: Colorblindness, Multiculturalism, and Critical Multiculturalism. Critical Multiculturalism advocates recognizing and honoring different cultures, while at the same time addressing and contesting the differential cultural capital attributed to groups as a result of wider hegemonic power relations. Critical multiculturalism criticizes the Multicultural approach for reifying cultural differences and failing to address the central issue of racism and inequality within society. Following message prime, participants completed a feeling thermometer, an attribution of blame survey, and an allocation task. Results suggested that the Colorblind ideology generated greater in-group favoritism and out-group derogation than Multicultural and Critical Multicultural ideologies. Results also suggested that the propensity to blame the individual for poverty was reduced by the Multicultural prime and even further reduced by the Critical Multicultural prime; structural reasons for poverty, such as poorly funded schools, were significantly more likely to be endorsed by those primed with Critical Multiculturalism. Further, the Critical Multiculturalism message induced participants to allocate more funds to structural and economic change organizations than the Multicultural and Colorblind messages. The findings of the present study enhance previous research on interethnic ideologies by introducing Critical Multiculturalism as a promising approach to mitigating racial bias, encouraging a critical analysis of injustice, and achieving social reform.

F39

ANTI-FAT ATTITUDES: CHILDREN'S EXPECTATIONS ABOUT THE BEHAVIORS OF PEERS OF DIFFERING BODY SIZES Tash-

nuva Shafique¹, Shayla Holub¹; ¹The University of Texas at Dallas – Children demonstrate anti-fat attitudes through the stereotypes they hold about overweight peers, the narrow range of acceptable body sizes they endorse, and by distancing themselves from overweight peers. Investigations of the causal explanations provided to explain the behavior of those perceived to be similar (in-group) and dissimilar (out-group) have been utilized to understand other types of prejudice, but not anti-fat attitudes. Using the Ultimate Attribution Error (UAE) as a framework, this study explores the influence of causal information

(dispositional/situational) on children's endorsement of the expected behaviors of thin, average and overweight peers. Thirty-one children (M= 5.6 years; Range: 3.5-8.7 years; 52% boys) were presented with 12 different stories that described a positive or negative behavior and the causes of that behavior. The children then selected 1 of 6 figures (thin, average, overweight boys and girls) for the story. Children also indicated their current perceived body size on a 7-figure scale as a measure of weight affiliation. Results indicated that children in this sample did not perceive themselves to be overweight. Study findings suggest that children expected thin and average weight figures to behave more positively than overweight figures, regardless of the causal information provided. In line with UAE, children were found to endorse overweight figures more for negative behaviors explained by dispositional causes rather than situational causes. This study suggests that anti-fat attitudes may stem from affiliation with non-overweight groups, and that these attitudes are attenuated when causal information is provided. Implications and future directions will be discussed.

F40

SELF-DETERMINATION AND TASK DIFFICULTY: IS FACILITATING PRO-ENVIRONMENTAL BEHAVIORS THE SOLUTION? Car-

oline L. Quesnel¹, Luc G. Pelletier¹, Elizabeth C. Sharp¹; ¹University of Ottawa – Two studies examined the relation between one's motivation and the level of difficulty of behaviors. The first study (n = 265) focused on the magnitude of the relationship between self-determined motivation and easy (recycling), moderately difficult (purchasing environmentally-friendly products) and difficult (educating oneself about what can be done for the environment) pro-environmental behaviors (PEBs). The questionnaire assessed motivation towards the environment, frequency of PEBs and perceived difficulty of the same PEBs. Results show that the magnitude of the relationship between self-determined motivation and PEBs increases as the level of difficulty of the PEBs increases. In other words, self-determined motivation was a better predictor of more difficult PEBs. In the second study (n = 198) we examined the frequency of recycling in three cities, one where recycling was easy (curbside pickup), one moderately difficult (with a drop-off location in the municipality), and one difficult (without a recycling program). The questionnaire also assessed motivation towards the environment. Results show a main effect for the level of difficulty: the frequency of recycling decreased as the behavior became more difficult. However, when taking motivation into account, an interaction emerged: the decrease in frequency of recycling occurred in individuals low on self-determined motivation toward the environment. Individuals with higher levels of self-determined motivation towards the environment recycled regardless of the difficulty level. The results suggest that simply facilitating pro-environmental behaviors may increase their frequency, while fostering self-determined motivation towards the environment may facilitate the adoption of pro-environmental behaviors even if they are difficult.

F41

WHEN KNOWLEDGE FAILS: LOSS OF CULTURAL CONCEPTS DURING LIMINAL EVENTS Chris J. Burgin¹, Leonard L. Martin¹;

¹University of Georgia – As individuals progress through life, they develop concepts that help them understand the world. Life events, however, can challenge these concepts. According to Turner (1969), individuals develop new concepts with the help of their culture. Prior to developing new concepts, however, individuals go through a liminal stage in which they abandon their cultural knowledge. We tried to capture aspects of this liminal stage by presenting participants (N = 49) with 25 attitude issues (e.g., legalizing marijuana) and having them rate the issues in terms of how they felt about them and how they thought their culture felt about them. Next, we asked participants to describe either their experiences watching television in the present or what that experience might be like fifteen years in the future. We assumed that the latter would induce a liminal state because the participant's current knowledge

did not apply. Finally, we had participants rate the attitude issues in terms of how they felt about them at that moment. Consistent with Turner's view of liminal processing, participants who wrote about watching television in the future (compared to those who wrote about watching television in the present) displayed a lower correlation between their current feelings toward the attitude issues and their ratings of culture's feelings about those issues, $t(32) = 3.08, p = .004$. In short, asking participants to process events to which their current experience was only loosely related (i.e. future television) led participants to reduce their reliance on general cultural knowledge.

F42

TOWARD REDUCING THE EFFECTS OF STEREOTYPE THREAT ON WOMEN'S MATH PERFORMANCE BY ALTERING THE SUBJECTIVE SOCIAL CONTEXT THROUGH ATTENTIONAL TRAINING Sara Etchison¹, Mark W. Baldwin¹, Stéphane D. M. Dandeneau¹; ¹McGill University – One important factor in stereotype threat is the subjective sense of being evaluated by other people. Because of the social nature of stereotype threat, we hypothesized that an intervention previously used to reduce vigilance for other social threats might be adapted for use with stereotype threat. Fifty-nine female participants completed a math task under stereotype threat. Prior to this, some completed an attentional training task in which they repeatedly inhibited attention to critical, rejecting faces and instead searched for warmly smiling faces. Participants who completed the training task were subsequently significantly faster in correctly solving math problems ($M = 51818.06$ ms, $SD = 18816.60$) and rated math as significantly more important ($M = 6.61, SD = 1.72$) than controls ($M = 73398.63, SD = 28926.24; p < .05$ and $M = 4.88, SD = 2.33; p < .05$). These results indicate a reduction of stereotype threat on performance time and in these women's disidentification with the threatened domain.

F43

PUTTING THE PAST INTO PERSPECTIVE: HOW IMAGERY PERSPECTIVE AND SELF-VIEWS AFFECT THE ACCESSIBILITY OF AUTOBIOGRAPHICAL MEMORIES Alison Pfent¹, Lisa K Libby¹; ¹Ohio State University – When recalling autobiographical events, people may picture those events from their own first-person or an observer's third-person visual perspective (Nigro & Neisser, 1983). Moreover, imagery perspective affects how people interpret and react to events. For example, emotional reactions to personal failure depend more on people's general self-views when they picture the event from the third-person than from the first-person perspective (Libby, Pfent, & Valenti, 2007). The present experiments test the effect of perspective on autobiographical memory accessibility and support the notion that people are more likely to use general self-views as an interpretational framework when they picture events from the third-person perspective. We manipulated the visual perspective (first- vs. third-person) participants used to picture a past failure, and then tested how accessible other past failures were. Because people generally hold positive self-views, and we expected third-person imagery to encourage people to consider the initial failure in the context of these self-views, we predicted that third-person imagery would reduce the accessibility of other failures. This pattern emerged in two experiments. The second experiment measured self-esteem and provided further evidence consistent with our account: third-person imagery reduced the accessibility of additional failures only among those with high self-esteem, and self-esteem predicted the accessibility of additional failures only in the third-person condition. Relating a specific failure to other failures exacerbates negative reactions (Kernis, Brockner, & Frankel, 1989); thus, the present results suggest that self-views influence reactions to events pictured from the third-person by biasing the accessibility of other related events in memory.

F44

DUE PROCESS? DEFENDANT'S RACE, INDIVIDUAL DIFFERENCES, AND JUDGMENT ANCHORS IN LEGAL DECISION-MAKING Jennifer Ma¹, Rachel Proujansky¹; ¹Vassar College – The American judicial system relies on judgments of police officers, district attorneys, judges, and jurors in criminal investigations or trials. Although it is assumed that these parties base their decisions on the strength of the evidence against a suspect, the current research explores whether these judgments are influenced by such extralegal factors as the defendant's race, decision-maker characteristics, or previous judgments. In two studies participants were presented with a murder case involving either an African American or White American defendant. Participants viewed a slideshow of case evidence and were asked to make several decisions typically made in the legal system before completing various individual difference measures. In Study 1, 45 participants, acting as jurors, were asked to indicate the points at which they a) had a hint of the defendant's innocence and b) would acquit the defendant. In Study 2, 105 participants, taking on the roles of police officer, district attorney, and juror, were asked to decide when they would formally question, arrest, and convict the defendant, respectively. In Study 1, the defendant's race and several individual differences were shown to have influenced participants' decisions. Additionally, in both studies, initial decision standards anchored final decisions as to when to acquit (Study 1) or convict (Study 2). These studies illustrate that regardless of the strength of the evidence, extralegal factors may impact legal decisions. Possible implications, including the premature narrowing of investigations to particular suspects and the need for independence in decision-making of different legal parties, are considered.

F45

SOCIAL DEPENDENCE AS A PREDICTOR OF SELF-ESTEEM AND AFFECT LEVEL, STABILITY, AND REACTIVITY Mina Cikara¹, Joan Girgus¹; ¹Princeton University – Relying on social sources of evaluation to maintain self-esteem increases the likelihood that daily feelings of self-worth will fluctuate, as social evaluations often are ambiguous and may contain contradictory information. This can have serious consequences since individuals with less stable self-esteem and greater affective reactivity are more likely to experience chronic negative affect and depression (Kernis et al., 1998; O'Neill et al., 2004). We demonstrate that extreme social dependence (SD), in which individuals base their level of self-esteem on positive and negative feedback they receive in the course of everyday interpersonal interactions (Beck, 1983), leads to fluctuations in self-esteem and greater affective reactivity. Using a longitudinal diary design, we investigated whether the relationship between SD and daily events predicts self-esteem and affect level, stability, and reactivity. Multi-level models examining within and between-person variation revealed that over a one month period, individuals with higher SD exhibited lower levels of self-esteem and greater negative affect, and experienced greater fluctuations in self-esteem, relative to individuals with lower SD. Moreover, there was an interaction between the number of positive interpersonal events and SD: on days with fewer positive interpersonal events, socially dependent people reported markedly lower self-esteem and positive affect than non-socially dependent individuals, whereas on days with substantial numbers of positive interpersonal events, socially dependent people reported self-esteem and positive affect as high as non-socially dependent people. We consider possible cognitive processing mechanisms, the role of affect, and the influence of positive feedback.

F46

THE ROLE OF CULTURE IN EUROPEAN AMERICANS AND LATINO AMERICANS' JUDGMENTS OF NORMATIVE AND NON-NORMATIVE BEHAVIOR Jason Lawrence¹, Yahayra Michel¹; ¹University of Massachusetts Lowell – A group's culture is likely to impact their judgments of others who act in accord with cultural norms and

those who violate cultural norms. Groups that emphasize individualism, therefore, should approve when other people act independently more than when they act interdependently. In contrast, groups that emphasize collectivism should approve when other people behave interdependently. In the present study, European American and Latino American participants read about a woman who either acted independently or interdependently. Then they rated how favorable they viewed that woman. Later in the experiment the participants completed measures of individualism and collectivism. In support of the hypothesis, European American participants favored the woman who acted independently, whereas Latino American participants favored the woman who acted interdependently. Mediation analyses revealed that, among the Latino participants, endorsement of collectivism predicted favorability ratings of interdependent actors. Individualism did not mediate the European Americans' favorability ratings. In conclusion, much research has focused on how culture influences self-concept and attributional style. The present research adds to this literature by examining the influence of culture on judgments of others.

F47

WHAT EXPLAINS PERSISTENCE IN STRESSFUL ACTIVISM AND VOLUNTEERISM?: AN INVESTIGATION OF RESILIENCY, COPING, AND ATTITUDES

Laura E. Kuper^{1,2}, Michele M. Tugade¹; ¹Vassar College, ²McLean Hospital – Although certain individuals participate in stressful activist or volunteer programs, and a subset continue their efforts over time, little research to date has examined individual differences and psychological mechanisms that might explain such investment and continued involvement. We examined trait resilience, which represents an individual's general ability to adjust to the changing demands of the environment. Two possible mechanisms were also examined: coping styles and attitudes. Participants ($n = 38$) were students who met weekly with incarcerated individuals at medium or maximum security prisons as part of a semester-long course on the prison experience. At the end of the semester, participants rated their coping styles, attitudes regarding prison-related issues, future involvement in related volunteerism and activism, and trait resilience. As predicted, trait resilience was associated with students' ratings of future involvement ($\beta = .42$, $t(36) = 2.81$, $p = .01$). Trait resilience was also associated with positive reframing as a coping style ($\beta = .38$, $t(36) = 2.42$, $p < .05$) and liberal attitudes ($\beta = -.44$, $t(33) = -2.84$, $p < .05$). Coping and attitudes in turn, were related to future involvement (coping: $\beta = .35$, $t(36) = 2.25$, $p < .05$; attitudes: $\beta = -.56$, $t(33) = -3.89$, $p < .0001$). Mediation analyses revealed that coping partially mediated ($\beta = .34$, $t(35) = 2.12$, $p = .04$) and attitudes fully mediated ($\beta = .14$, $t(32) = .87$, ns) the link between trait resilience and future involvement. Together, the current study points to dispositional characteristics that may be predictive of persistence in activism, as well as psychological pathways through which individuals effectively navigate the stress involved with the demands of participation.

F48

ALCOHOL IS NEARLY AS GOOD AS SEX: A PSYCHOPHYSIOLOGICAL STUDY OF SOCIAL DRINKERS' CUE REACTIVITY.

Sarah Lust¹, Bruce Bartholow¹; ¹University of Missouri, Columbia – Previous research shows that both alcoholics and at-risk social drinkers show enhanced P3 to alcohol-related cues. However, it has been unclear whether this cue-reactivity reflects the motivational significance of alcohol cues specifically or a more global response to arousing stimuli. Participants in the current research were 33 social drinkers who differed in self-reported sensitivity to alcohol's effects (i.e., the dose needed to experience various subjective effects) who completed a visual oddball task including frequent neutral IAPS pictures and infrequent beverage cues (alcohol and nonalcohol) and other arousing images (erotic and adventure/sensation-seeking scenes). Participants' task was to categorize target pictures as neutral or pleasant by pressing one of two keys. Overall, the P3 was largest to erotic targets, followed by adventure

scenes, alcohol beverages, and nonalcohol beverages. Consistent with other recent research (Bartholow et al., in press), drinkers with relatively low alcohol sensitivity showed enhanced P3 to alcohol vs. nonalcohol beverages, whereas high-sensitivity participants showed no difference in response to these cues. However, alcohol sensitivity level was uncorrelated with P3 responses to erotic and adventure scenes, and was uncorrelated with a self-report measure of impulsivity, suggesting that low-sensitivity participants' reactivity to alcohol cues is specific to alcohol and is not driven by a heightened sensitivity to highly arousing cues more generally. The role of P3 cue reactivity in risk for alcoholism is discussed.

F49

COMPARING DIFFERENCE SCORE AND REGRESSED CHANGE APPROACHES IN THE ANALYSIS OF DYADIC DATA

Patrick E. Shrout¹, Gwendolyn Seidman²; ¹New York University, ²Hunter College – Many questions investigated by relationship researchers concern the contrast between ratings, judgments and/or attitudes of members of dyads. The debate whether or not it is appropriate to use raw difference scores or regressed change to answer these questions has frequently come down on the side of regressed change. We review the connection of relationship concepts to either difference scores or regressed change and argue using simple algebra that depending on the question, one or the other approach is advisable. For studies of intra-couple social perceptions we show that if one assumes the difference approach, but applies the regressed change model instead then the effect of the discrepancy between two ratings is confounded with the effect of the overall level of positivity of the target being rated. On the other hand, if one assumes a regressed change approach but uses a difference score model, the parameters are similarly confounded. Which model is appropriate depends on whether the focus is on individuals within the dyad, or the dyad itself. We illustrate the distinction using simulated data (where the model is known). We also compare results under the two approaches with data on discrepancies between self- and partner-perceptions of personality attributes and how these discrepancies relate to relationship satisfaction. The data are comprised of cohabitating intimate couples ($N = 353$) who have been involved for a mean of 6.3 years. The apparently different results are reinterpreted as consistent findings for different questions. We conclude that relationship researchers need a plurality of approaches for analyses.

F50

EMOTION REGULATION OF AROUSAL INFLUENCES PERCEPTION OF HEIGHTS

Justin Storbeck¹, Jeanine K. Stefanucci²; ¹University of Virginia, ²College of William and Mary – Does emotional arousal influence perception of the environment? Emotional arousal was manipulated prior to participants standing on top of an 8m balcony looking at an 45cm target disk below. In the first experiment, participants memorized arousing or non-arousing pictures (from IAPS, Lang et al., 1995) and then provided height and target size estimates. For the height estimate, the experimenter backed away from the participant until the participant felt that the distance between them matched the distance from the railing to the target below. For size estimates, the experimenter extended a tape measure until participants indicated that its length matched the diameter of the target. The results showed that experiencing arousal, even from an irrelevant source, made the balcony seem higher, $p = 0.047$, and the target on the ground bigger, $p = 0.045$. A second experiment manipulated the intensity of arousal. Under the guise of memory instructions, one group was instructed to up-regulate their emotional reactions to the pictures, while another group was instructed to down-regulate their reactions, and a third group was simply told to memorize the pictures. People were successful at up-regulating arousal, as indicated by higher height estimates in comparison with the down-regulation and control conditions, $p = 0.03$. We conclude that emotional arousal not only influences the perception of height, but that this perception can be altered by the person's own regulation of their arousal.

F51

DIFFERENTIATING SHAME AND GUILT: EVIDENCE FOR THE PUBLIC-PRIVATE AND SELF-BEHAVIOR DISTINCTIONS

Scott Wolf¹, Taya Cohen¹, A. T. Panter¹, Chester Insko¹; ¹University of North Carolina at Chapel Hill – Historically there has not been overwhelming theoretical agreement concerning the key differences between the self-conscious emotions of guilt and shame. Traditionally, shame was thought to result from the public exposure of a personal transgression whereas guilt was thought to result from the private commission of a moral transgression (cf., Smith, et al., 2002). Lewis (1971), however, argued that with shame, the primary center of attention is the self (e.g., *I did that awful thing.*), whereas with guilt the primary center of attention is the behavior (e.g., *I did that awful thing.*). The current study was designed to address these issues by examining five separate scales identified by Tangney and Dearing (2002), all of which tapped both shame and guilt through very different theoretical bases. The guilt and shame subscales of the Test of Self-Conscious Affect (TOSCA-3; Tangney, et al., 2000), the Anxiety Attitude Survey (AAS; Perlman, 1958), the Beall Shame-Guilt Test (BSGT; Beall, 1972), the Measure of Susceptibility to Guilt and Shame (MSG; Cheek & Hogan, 1983), and the Dimensions of Conscience Questionnaire (DCQ; Johnson et al., 1987) were administered to participants. The TOSCA-3 employs the self-behavior distinction, the DCQ and MSG used the public-private distinction, and the AAS and BSGT relied upon psychodynamic theory. The results of a confirmatory factor analysis revealed an overall “guilt” factor and an overall “shame” factor, suggesting that the differing conceptualizations concerning the key differences between shame and guilt share more in common than previously thought.

F52

DYNAMIC CONSTRUCTION OF THE SELF-CONCEPT AMONG CHINESE ADOLESCENTS: FROM A DEVELOPMENTAL PERSPECTIVE

Meng Zhang¹, Yubo Hou², Susan Cross¹; ¹Iowa State University, ²Peking University, P. R. China – Previous studies have contrasted the self-concepts of North Americans and East Asians, and cultural differences have been observed. The purpose of this study was to examine whether the developing self-concepts were influenced by cultural effects gradually. One hundred and thirty-three Chinese adolescents in 2nd, 5th, and 9th grades described themselves, using two types of Twenty Statements Test (TST) with salience of individual self (“I”) and collective self (“we”). Compared to adolescents in lower grades, those in 9th grade provided relatively more traits but less social identities and specific attributes in their individual self-descriptions. Adolescents in 9th grade were also more likely to use abstract, autonomous, negative and contradictory descriptions than those in lower grades, referring more to specific, social, and positive self-descriptions. Interestingly, the proportions of neutral self-descriptions of adolescents in 2nd grade were negatively correlated to private self, but positively correlated to collective self. However, for adolescents in 9th grade, the proportions of neutral self-descriptions were positively correlated with private self, but the proportions of collective self-descriptions were positively correlated with collective self. When the collective self was primed, participants were more likely to use social identities, rather than traits, to represent themselves. Moreover, such priming effects were moderated by grades. Specifically, adolescents in 9th grade showed larger priming effects than those in 2nd and 5th grades. Thus, Chinese adolescents in higher grades constructed self-concept more flexibly than those in lower grades. Implications for acculturation among adolescents were discussed.

F53

ACHIEVEMENT GOAL SYSTEMS: EXPLAINING ACHIEVEMENT GOAL EFFECTS USING GOAL SYSTEMS THEORY

Shawn Bodmann¹, Chris S. Hulleman², Judith M. Harackiewicz¹; ¹University of Wisconsin, Madison, ²Vanderbilt University – Achievement goal researchers have demonstrated that performance-approach goals (e.g. “do better than

others”) improve grades but do not affect interest, whereas mastery-approach goals (e. g. “learn as much as possible”) lead to interest in academic subjects but do not affect grades (Harackiewicz, et al., 2002). Achievement goal researchers have recently begun explaining these effects by considering the properties of achievement goals (Grant & Dweck, 2003; Senko & Harackiewicz, 2005). Goal systems theory (Kruglanski, et al., 2002) may represent another avenue to explain the achievement goal dichotomy. Performance goals may be strongly associated with a smaller range of academic behaviors than mastery goals, and these associations may explain why each goal creates its effects. The strong, narrow focus of performance goals may help concentrate effort and reduce distractions. In contrast, the wide focus of mastery goals may make them prone to distractions, but also provide the opportunity to connect academics to other goals and values. This poster presents evidence from three studies showing that performance goals were more strongly associated with a smaller set of academic behaviors, and that this association partially mediated the relationship between performance goals and grades. Furthermore, mastery goals were strongly associated with a wider range of academic behaviors and this association was related to interest development. These results demonstrate the utility of synthesizing achievement goals and goal systems theories.

F54

SUBLIMINAL PERCEPTION OF PLEASANT AND UNPLEASANT WORDS: INTERACTIVE EFFECTS OF ANXIETY AND SOCIAL DESIRABILITY

E. Samuel Winer¹, Leonard S. Newman², Michael Snodgrass³; ¹University of Illinois at Chicago, ²Syracuse University, ³University of Michigan Medical Center – Personality and social psychology have long been concerned with the extent to which individual differences determine how and when information is processed. Trait anxiety has been implicated as altering the manner in which evaluative content is processed, with emphasis on high-anxious individuals’ tendency either to more quickly identify, or to take more time to process, unpleasant stimuli. However, these findings have often used response time dependent variables, without focusing on how accurately high-anxious individuals identify stimuli. In the present study, a two-alternative forced choice subliminal identification task comprised of pleasant and unpleasant words was given to 78 participants pre-selected by their performance on the Taylor Manifest Anxiety Scale and the Marlowe Crowne Social Desirability Scale. In line with Weinberger’s (1990) system for identifying coping styles, those scoring in the top and bottom quartiles were selected for the study, leaving 4 groups. Results showed a main effect of semantic content, such that unpleasant words were identified more accurately than pleasant words. This main effect was qualified by the presence of a Semantic by Group interaction. The high-anxious, low-social desirability group was the only group to systematically deviate from chance on either pleasant or unpleasant words. The group identified unpleasant words at a rate above chance (54%), whereas it identified pleasant words at a rate below chance (45%). These results show that high-anxious, low-social desirability individuals identify unpleasant information before it reaches consciousness. Moreover, the surprising below-chance finding seems to imply that they are inhibiting pleasant information before it reaches consciousness.

F55

COUNTER-STEREOTYPICAL IMPLEMENTATION INTENTIONS REDUCED AUTOMATIC STEREOTYPING, BUT ACCURACY-BASED IMPLEMENTATION INTENTIONS DID NOT.

Brandon Stewart¹, B. Keith Payne²; ¹Ohio State University, ²University of North Carolina, Chapel Hill – There is increasing acceptance that automatic stereotyping can be moderated by context. There, however, is mixed evidence demonstrating that people are able to intentionally control automatic stereotyping (Blair, 2002). The goal of the current research was to investigate types of conscious strategies that may help people control automatic stereotyping. Our previous research has demonstrated that a

conscious counter-stereotypical implementation intention (e.g., when I see a Black face, I will think “safe”) does reduce automatic stereotyping (Stewart & Payne, 2006). However, there is a question as to whether this implementation intention was effective because participants interpreted the think “safe” intention as a recommendation to be cautious. In this experiment, participants were asked to identify an object (e.g., gun or tool) after being primed with either an African American or a Caucasian face. One third of the participants formed a counter-stereotypical implementation intention to think the word, “safe”, when they saw Black faces. Control participants received an intention to think “quick” and another third received an intention to think “accurate”. Results showed that participants in the control and accuracy conditions showed a stereotypical race bias, while participants in the counter-stereotypical condition showed a reduction in the race bias. Process dissociation analyses confirmed that counter-stereotypical intentions influenced stereotyping only through an automatic process. Interestingly, the think “accurate” instructions actually increased the PDP estimate of control, but this increase in control did not counteract the increase in automatic bias. These findings rule out the explanation that counter-stereotypical participants were responding by being more cautious.

F56

OPENING UP OPENNESS: A META-ANALYTIC REVIEW OF MEASURES OF THE PERSONALITY CONSTRUCT Brian S. Connelly¹, Deniz S. Ones¹, Stacy Eitel Davies¹, Adib Birkeland¹; ¹University of Minnesota – Considerable research has both supported the Five Factor Model of personality and has shown that these factors predict many important behaviors. In particular, the Openness factor, which describes individuals’ tendencies to explore and appreciate novel ideas, people, or objects, is closely related to academic and training success, leadership capabilities, artistic interests, and some clinical disorders. However, the overlap between different measures of Openness is considerably lower than most researchers realize, and the relationships between facets of openness are not well understood. Based on a collection of over 200 psychological test manuals, we meta-analyzed convergent validity coefficients (correlations between different measures of the same Openness construct) and correlations between measures of different openness constructs. Our results indicate that the convergent validity of Openness measures is lower than is found for measures of other constructs (e.g., general mental ability). Though this is not uncommon for measures of personality traits, this low convergent validity weakens correlations between Openness and other constructs. One strategy researchers can employ for overcoming this weak convergent validity is to use multiple measures of the same Openness construct. We show that when multiple measures are used to form an openness composite, the convergent validity of that composite increases. We also show how using multiple measures can result in stronger effects for predicting behaviors and attitudes in health, social, industrial/organizational, and educational psychology. Altogether, our results point to a need for researchers to more closely attend to developing valid measures of Openness and to use multiple Openness measures.

F57

I AM MY OWN PERSON: EXPLORING DEFENSIVE BEHAVIOR AMONG INDIVIDUALS WITH LOW EXTRINSIC CONTINGENCY FOCUS Todd Williams¹, Jeff Schimmel¹, Joseph Hayes¹, Eric Faucher¹; ¹University of Alberta – Previous research suggests that basing one’s self-esteem upon extrinsic, externally defined sources of self-esteem leads to an unstable sense of self and defensiveness. Conversely, basing one’s self-esteem upon more internal, intrinsic sources is viewed as allowing individuals to foster a more a stable and consequently less defensive sense of self (Crocker & Nuer, 2003; Deci & Ryan, 2002 Kernis, 2003; Arndt & Schimmel, 2003). In the following studies we challenge this assumption by showing that individuals who are low in extrinsic contingency focus (ECF) respond defensively to threats to their

autonomy. In Study 1, participants with low ECF that were exposed to advertisements for products that included idealized body images (vs. products alone) showed a pattern of reactance that was characterized by increased food consumption and decreased intent to purchase healthy foods. Conversely high ECF participants showed the opposite pattern: decreased food consumption and increased intentions to purchase healthy foods following exposure to idealized body images. In Study 2, a self-affirmation prime eliminated this pattern of reactance among low ECF participants while responses among high ECF participants were unaffected. In Study 3, low ECF participants responded defensively to social inclusion/exclusion primes whereas, high ECF participants did not show the same pattern of seeking optimal distinctiveness. The implications of these results, relative to current views of contingencies of self-worth, are discussed.

F58

BASIC NEEDS AND PSYCHOLOGICAL WELL-BEING: DO ALL MEMBERS OF YOUR SOCIAL NETWORK CONTRIBUTE EQUALLY? Simon G. Beaudry¹, Luc G. Pelletier¹; ¹University of Ottawa – Which characteristics of others help shape the development of one’s motivation and well-being? A growing body of research reveals that support of basic psychological needs for autonomy, competence and relatedness plays a functional role in fostering psychological growth (Reis, Sheldon et. al, 2000; Patrick, Knee et. al, 2007; Pelletier, Sharp et. al, 2007). In the aggregate of one’s social affiliations, however, little is known about the primary source of influence on motivation and well-being. This study compared the effects of basic needs on psychological functioning when fulfilled by different people in one’s social life (father, mother, best friend, employer, and partner). Participants (N = 471) completed measures of need satisfaction from different sources, global motivation and well-being. Analyses revealed that individuals usually turned towards those who generally support their needs for autonomy, competence and relatedness when things go well and not so well, and were more satisfied with these relationships. In addition, results suggested that for participants involved in intimate relationships, the partner played a key role. Regression analyses identified that needs met by one’s partner were the best predictor of global motivation and well-being. In conclusion, these results suggest that some members of one’s social network contribute more than others to one’s motivation and well-being. This role is even more important when they strongly support the three basic psychological needs.

F59

ANTECEDENTS OF DIFFERENCES IN PERSONAL ASSISTANCE: EFFECTS OF RESPONSIBILITY ATTRIBUTIONS, COST OF HELPING, AND GROUP STATUS ON HELPING BEHAVIOR Jeffrey Goldman¹, Jaihyun Park¹; ¹Baruch College, City University of New York – This study investigated helping behavior as a function of group status and responsibility of predicament. Research has suggested that individuals are more likely to help others when they are ingroup members (Levine, Prosser, Evans, & Reicher, 2005) or those in need are not responsible for their plight (Weiner, 1995). In the present study, participants received a scenario in which a target person was identified as either an ingroup or outgroup member based on a minimal group paradigm (competing on the same or different team). In addition, we varied the story such that the target person was responsible or not responsible for the outcome. More specifically, the target person fell to the ground and potentially became injured due being inebriated (responsible) or having an injured knee from surgery (not responsible). After reading the scenario, participants rated on a 5-point scale how likely they were willing to help the target person. We found an interesting interaction such that participants are willing to help an ingroup member even though the unfavorable situation was caused by the target person while participants are not willing to help an outgroup member if the target person is responsible for the outcome. In addition,

participants expressed a higher level of obligation to help an ingroup member in spite of a high level of helping cost whereas they did not feel obligated to help an outgroup member when the cost was high.

F60

CONSTRUCTION AND VALIDATION OF THE PERCEPTION OF PARENTAL AUTONOMY SUPPORT SCALE (PPASS) Francis

Ranger¹, Elise Moreau¹, Jacques Forest², Émilie Auger¹, Richard Koestner³, Geneviève A. Mageau¹; ¹Université de Montréal, ²Concordia University, ³McGill University – The purpose of the present research was to develop and validate a perceived measure of autonomy support for adolescents and young adults, the Perception of Parental Autonomy Support Scale (PPASS). The PPASS is designed to assess the constructs of autonomy support (Grolnick & Ryan, 1989) and psychological control (Barber, 1996) in the parent-child relationship from a multidimensional perspective. Overall, the results provide strong support for the reliability and validity of the scale (N = 520; mean age of participants = 18.53). Results from confirmatory factor analysis support the four-factor structure of the scale (i.e., autonomy support, threat of punishment, guilt-induction, ego-involvement goals promotion). Each subscale also displays satisfactory internal consistency values (ranging from .82 to .93) and correlation patterns among the four subscales and with other parenting dimensions (e.g., psychological control, behavioral control and acceptance) confirm the construct validity of the PPASS. Moreover, the PPASS shows significant predictive validity when studying young adults' psychological adjustment (e.g., life satisfaction, authenticity, positive affect and self-esteem). In particular, results from hierarchical regression analyses reveal that the PPASS is a better predictor of young adults' outcomes than the most commonly used unidimensional measure of psychological control scale (PCS-YSR; Barber, 1996). Importantly, the PPASS significantly contributes to the prediction of young adults' psychological adjustment above and beyond what can be explained by other parenting dimensions, namely acceptance and behavioral control. The theoretical and methodological implications of this new scale for the investigation of autonomy support in hierarchical relationships are discussed.

F61

REDUCING THE EFFECTS OF EXAM STRESS VIA SELF-AFFIRMATION Debra P. Bunyan¹, David K. Sherman¹, Lisa M. Jaremska¹, J. David Creswell²;

¹University of California Santa Barbara, ²University of California Los Angeles – Self-affirmation theory proposes that individuals can confront stressors in one domain by affirming the self in an alternative domain. The present study examined whether self-affirmation can reduce stress responses to naturally occurring stressors. The study further examined the hypothesis that those who are most concerned about negative evaluation would be the most buffered by the self-affirmation. During the two weeks prior to a stressful midterm, participants (N=49) completed 2 self-affirmations (or a control writing exercise). Participants provided two 15-hour urine samples, one two weeks prior to the stressful midterm, one on the day of their stressful midterm. The urine was assayed for epinephrine levels, an indicator of activity of the sympathetic nervous system. Participants experienced an increase in their epinephrine levels on the day of their midterm exam, relative to two weeks prior. These changes were moderated by whether they had the opportunity to affirm themselves. Self-affirmation attenuated the extent to which stressful examinations led to an increase in epinephrine levels on the day of a midterm exam. Additionally, the stress protective effects of the self-affirmation manipulation were strongest for those who were most concerned about being evaluated negatively due to their performance in college. In the absence of affirmation, those who indicated higher levels of college concern had the greatest increase in epinephrine, whereas those who had the opportunity to affirm the self had the greatest decrease in epinephrine. These findings suggest that self-affirmation may

buffer real world stressors through reduced activation of the sympathetic nervous system.

F62

SITUATIONAL AND DISPOSITIONAL INFLUENCES ON ACCESSIBILITY OF LOVE AND POWER Suzanna Katz¹, Jennifer M. Rodden¹,

Elaine N. Aron¹, Arthur Aron¹; ¹Stony Brook University – This experiment explored effects of priming love (caring, concern) or power (abusive treatment of another) on accessibility of love and power schemas. 137 participants completed a computerized word task (the pretest) where they hit a button to indicate whether a presented word was a real word (some of which were power-related and some of which were love-related) or a non-word. While waiting in the testing room for their next task on what seemed like a break, they “overheard” an interaction between a student and an authority figure; participants were randomly assigned to hear a version of the interaction that was either caring and concerned (love condition) or hierarchical and exploitive (power condition). Participants then completed a second word recognition task (the post-test) again involving love and power words. All participants also completed the Power Complex Questionnaire (PCQ; Rodden & Aron, 2005) which assesses dispositional tendency to construe social events in terms of exploitive power. Major findings (all controlling for pretest response times) included a condition X word type effect in which those in the love condition, compared to the power condition, were slower recognizing power words than love words; a PCQ score X word type effect in which high PCQ scorers were slower at recognizing love than power words; and a condition X PCQ X word type effect in which high PCQ scorers in the love condition were especially slow at recognizing love words. Implications and future directions are discussed.

F63

STEREOTYPE THREAT AND ITS IMPACT ON PEOPLE OF LOW SOCIOECONOMIC STATUS Jill Bennett¹, Emily Chan¹; ¹Colorado Col-

lege – Research continues to demonstrate the detrimental effects of stereotype threat on performance. Nevertheless, it is limited in its study of an important stigma: low socioeconomic status. Croizet and Claire (1998) demonstrated stereotype threat can impair intellectual task performance of students from poor families. However, stereotypes of low SES clearly extend beyond intelligence. The current study explores how stereotype threat of being poor negatively impact people's performance on tasks that measure financial literacy (making good judgments in basic money management). Clients of a soup kitchen at a western city were asked to complete measures of financial literacy and behavior. Participants in the stereotype threat condition were explicitly reminded of the stereotype that poor people are less knowledgeable about money management. As expected, the stereotype threat group scored lower on the test than the control group. A measure of state stereotype-related anxiety mediated the relationship between the threat manipulation and performance. Furthermore, regression analysis showed an interaction between identification with SES and performance, suggesting that for people who were highly identified (top 25%), threat predicts performance, whereas for those who are not highly identified (bottom 25%), threat has little impact on performance. Interestingly, the self-esteem of stereotype-threat and control groups does not differ. Data suggests that this might be from stereotype-threat participants engaging in self-enhancement by reporting that they engage in positive financial behaviors. These findings highlight the ubiquitousness of stereotype threat, its implication on self-esteem and perception, and have important applied implications for low SES people and those working with them.

F64

THE ROLES OF PARENTS AND TEACHERS' SUPPORT, SOCIAL EXCLUSION BY PEERS, AND SELF-DETERMINED MOTIVATION AS PREDICTORS OF HIGH SCHOOL DROPOUT: DOES HAVING FRIENDS MATTER?

Nathalie C. Ricard¹, Luc G. Pelletier¹; ¹University of Ottawa – Prior research has established that students' sense of relatedness to parents and teachers can significantly affect their school motivation and educational outcomes. However, what is unclear is how relatedness to peers affects these variables. The objective of the present study was to examine the roles of parents and teachers' support, social exclusion/inclusion by peers and self-determined academic motivation in predicting high school dropout, over a period of two years. Six hundred and twenty-four 10th grade students were asked to name the three students in their school whom they considered their best friends. This information enabled us to identify the excluded students (those who were not named by anyone) and the included students (those who were named by other students). Participants also completed the academic motivation scale and scales measuring perceived support from parents and teachers. Students' grade 12 dropout status was identified two years later. Results showed that social exclusion/inclusion and self-determined motivation had both a direct effect on high school dropout. The effect of social exclusion/inclusion on dropout was partially mediated by students' self-determined motivation. Self-determined motivation was also explained by the perceived support from parents and teachers. These findings suggest that students who lack relatedness to peers and have lower academic motivation are at greater risk of dropping out of high school. The results also suggest that friends, parents and teachers all have a significant impact on students' school motivation.

F65

HOW DO GENDER AND SEXUAL ASSAULT EXPERIENCES AFFECT AUTOMATIC SEXUAL ASSOCIATIONS?

Kristen Lindgren¹, Peter Mullins¹, Rebecca Schacht¹, Yuichi Shoda¹, William George¹; ¹University of Washington – Both men, in general, and men and women with a history of sexual assault, in particular, have more sexualized perceptions (Abbey, 1982; Bondurant & Donat, 1999; Donat & Bondurant, 2003). Previous research has relied on explicit measures of sexual perceptions, and whether those findings will apply to implicit measures is unknown. Lindgren and colleagues (2007) found evidence of gender differences in automatic sexual associations about women, but not about men or one's self. The current study sought to replicate and expand upon these findings by investigating automatic sexual associations as a function of gender and assault history. A sample of 251 male and 192 female undergraduates completed three Implicit Association Tests (IATs; Greenwald et al., 1998) that measured the strength of sexual versus friendly associations about men, women, and self. Sexual assault histories (for women: a history of victimization; for men: a history of perpetration) were assessed using the modified-Sexual Experiences Survey (m-SES; Testa et al., 2006). Preliminary results replicated Lindgren and colleagues' (2007) findings related to participant gender. Male participants' automatic associations about women were more sexual than female participants. Ongoing analyses will examine automatic sexual associations as a function of sexual assault history. In particular, analyses will focus on how the type of reported assault (e.g., forced touching versus attempted or completed rape, use of force) relates to automatic sexual associations. Ultimately, this study is an initial investigation of whether gender and sexual assault history are linked to subsequent differences in automatic sexual associations.

F66

LINGUISTIC CUES EMITTED WHEN LYING TO COVER UP A TRANSGRESSION

Jessica L. Hatz¹, Liane V. Gillis², Ernest E. Strain², Martin J. Bourgeois², Nicholas G. Schwab¹; ¹University of Wyoming, ²Florida Gulf Coast University – Previous research has shown that people speak differently when lying than when telling the truth. Participants in these

prior studies were asked either to tell the truth or to lie about their feelings regarding abortion or about another person, or to tell the truth or lie about whether they committed a mock crime. Across studies, content analyses using the Linguistic Inquiry Word Count (LIWC) program revealed that people consistently used more negative emotion words when lying than when telling the truth. We suggest that these types of lies are relatively benign, and that participants who told the truth were not necessarily strongly motivated to convince others. In the current study, we assessed the language used when people were either telling the truth or lying about whether they committed a transgression. Fifty participants were accused by a researcher of cheating during a math test and all participants denied having done so; half of them actually did cheat, whereas the other half truthfully denied having cheated. All participants were threatened with a sanction if it was determined that they did in fact cheat. Transcripts of the participants' portion of the interrogation were then run through the LIWC program, and we assessed differences in the language used by participants telling the truth versus lying about having cheated. In contrast to previous research, participants telling the truth about having committed a transgression used more negative emotion words (and more anger words specifically) than did participants who were lying about the transgression.

F67

REVENGE-BIASED COGNITION

Elaine Perea¹, Uriah Anderson¹, Chad Mortensen¹, Steven Neuberg¹, Douglas Kenrick¹; ¹Arizona State University – Activating fundamentally important motivations can change basic cognitive and decision making processes (Maner et al., 2003; 2005). In two studies, we examined the effects of revenge motivation on memory for, and decisions about, ingroup versus outgroup members. In Study 1, non-Arab participants viewed Western (ingroup) and Arab (outgroup) faces and later took a surprise recognition memory test consisting of the original faces and relevant foils; data were analyzed employing signal detection methods. Unlike control participants, vengeful participants (who had earlier imagined a friend being killed while they were together on a peace-keeping patrol in a foreign city) were especially likely to confuse Arab men they had previously seen with Arab men they had not. Study 2 employed a Shoot/Don't-Shoot task, wherein participants made rapid judgments about whether to fire at targets who either wielded weapons or not. Vengeful non-Arab participants (who had earlier viewed a video depicting the kidnap and apparent murder of a young child by Mexican criminals) responded to Arab males more rapidly than did control participants. They also "shot" Arab men more often, regardless of whether the Arab man was armed or unarmed. These findings suggest that revenge-motivated people are especially likely to make specific types of perceptual mistakes toward stereotypically dangerous outgroup men—treating them as if they are all alike and dangerous.

F68

ARE MORALLY-BASED ATTITUDES PARTICULARLY STRONG? THE IMPACT OF MORAL ATTITUDINAL BASIS ON ATTITUDE STRENGTH INDICATORS AND CONSEQUENCES

Benjamin Wagner¹, Richard Petty¹, Pablo Brinol^{2,1}; ¹Ohio State University, ²Universidad Autonoma Madrid – In recent years, both academics and laypeople have become interested in the effects of moral considerations upon attitudes and behaviors, likely reflecting the common observation that religious and political leaders are making increasingly frequent use of morality in constructing persuasive appeals. Empirical research has, to date, demonstrated that moral attitudinal bases are positively correlated with attitude certainty (Abelson, 1988), enhance attitudinal resistance (Haidt, 2001), and encourage attitude-consistent judgment (Skitka, 2002). There are many possible explanations for these findings; attitudes with moral bases might be based on different information than non-morally based attitudes, for instance. Because all prior work has been correlational, however, it is not clear if a moral attitudinal base can cause increased

attitude strength. In the present research, three studies examine the hypothesis that simply perceiving a moral basis can increase attitude strength. In particular, manipulated moral attitudinal basis increased (relative to control) attitude certainty and attitude-intention correspondence. We argue that the impact of a moral attitudinal basis on attitude strength reflects participants' use of a heuristic linking morality with certainty and a willingness to act. The current findings add to the literature involving morality and attitudes and to that exploring subjective versus operative attitude strength indicators. Furthermore, the current findings relate to applied settings (e.g., marketing, political advocacy) in which issue- and attitude-framing are becoming increasingly widespread and influential.

F69

CHRONICITY AND ACCESSIBILITY OF SEXUAL LOVE AND DOMINANCE ON THE ATTRACTIVENESS RATINGS OF OTHERS Angela J. Jacques-Tiura¹, David E. Oberleitner¹, Michelle Provenzano¹, Rifky Tkatch¹, Rusty McIntyre¹; ¹Wayne State University – Past research has demonstrated a robust gender difference in attractiveness and sexuality ratings such that men rate others as more attractive and sexy than do women. The present study examined how sexual motivation, a sexual motivations priming manipulation, and gender affect such ratings. Undergraduate participants completed measures of sexual dominance and intimacy as motivations to engage in sexual relations, current relationship status, and social desirability. Participants also completed two sets of scrambled sentences priming tasks, evaluations of targets, and word completion tasks. In the word completion task, a missing letter could be filled in to form either a sex-related word (e.g., LOVE) or a non sex-related word (e.g., LIVE). Participants were randomly assigned to sexual intimacy or sexual dominance prime conditions, and all participants also completed a health-words prime condition as a baseline. As expected, men rated the targets as more attractive and sexy than did women. There were also several interaction effects of gender, chronicity of sexual motivations, and priming condition on the ratings and on the proportion of words generated related to sex. Among participants not currently involved in an exclusive relationship, women highly motivated by sexual intimacy rated targets as attractive and sexy as did men, and significantly higher than women less motivated by sexual intimacy. The present study adds a valuable component to the sexual perception literature and demonstrates the power of environmental cues on sexual ratings, especially among those who are single.

F70

USING THE FALSE CONSENSUS BIAS AS A MEANS OF COGNITIVE DISSONANCE REDUCTION Pamela Stager¹, Tara MacDonald¹, AJ Hickey¹; ¹Queen's University – We assessed whether the false consensus bias can be employed to reduce cognitive dissonance, such that individuals motivated to reduce dissonance can make consensus estimates that normalize their dissonant behavior. In Study One (N = 69), participants in the dissonance condition read passages highlighting the negative consequences of failing to donate blood, a prosocial behavior that few students engage in. Participants in the control condition read unrelated passages. We predicted that participants experiencing dissonance would assume that a lower proportion of their peers donate blood regularly, as compared to participants in the control condition. Results supported this hypothesis, such that relative to the control condition, participants in the dissonance condition showed a greater false consensus bias, reporting that fewer of their peers donate blood (p = .038). In Study Two (N = 86) the free choice paradigm was employed and participants rated several restaurants both before and after choosing between two closely ranked restaurants (dissonance condition) or making no choice (control condition). Before rating the restaurants post-choice, half of the participants made consensus estimates of the proportion of others that would rate their chosen restaurant favorably. Participants in the dissonance condition reported marginally greater

consensus estimates relative to the no dissonance condition (p = .06). Furthermore, among those in the dissonance condition, participants who first received the consensus measures were less likely to report a spread of alternatives than participants who did not receive them (p = .05), indicating that dissonance was successfully reduced after employing the false consensus bias.

F71

ARE YOU IN OR OUT? PREDICTORS OF ACCEPTANCE IN ONLINE FORUMS Katherine Walker-Smith¹, Robyn Dawes¹; ¹Carnegie Mellon University – Because they are more anonymous than traditional communities, online forums offer people opportunities to explore new identities and ideas, or to seek out advice and information that they might not otherwise solicit (Galagher, Sproull, & Kiesler, 1998). However, as in all communities, people must be accepted before they can engage in meaningful interactions. In the absence of face-to-face interaction, where physical attractiveness, personality, and warmth can be conveyed nonverbally, how do people gain acceptance? We analyzed data from users of two online forums, a general discussion forum and a discussion forum for an extremist group (N = 381 and N = 197, respectively), to determine predictors of in-group acceptance. Our results indicate that posting frequently is positively correlated with in-group acceptance, $r(379) = 0.3691$, $p < .0001$ and $r(195) = 0.508$, $p < .0001$, but expressing agreement or disagreement with other users, asking questions, providing answers or advice, and making positive or negative evaluations about oneself or others are negatively correlated with in-group acceptance. These results suggest that in-group acceptance in online communities is based on restricted interactions. That is, participants introduce themselves and get to know each other through superficial exchanges instead of meaningful conversations. Rather than expanding our horizons, we may be constraining them when we participate in online communities.

F72

GAY MALE AND LESBIAN STUDENTS' UTILIZATION OF SOCIAL SUPPORT AND COPING STRATEGIES FOLLOWING STIGMATIZING EVENTS. Amelia Talley¹, Rebecca Schlegel¹, Lisa Molix², Ann Bettencourt¹; ¹University of Missouri, ²Tulane University – A diary study was conducted to provide information about the frequency and impact of everyday events involving stigma based on sexual orientation. Gay male and lesbian students (n = 43) at a large Midwestern university participated in this three-part study. First, participants were asked to complete an initial questionnaire that measured depression, general mood, group identification with gay men and lesbians, general perceptions of stigma based on sexual orientation, and demographics. Next, participants completed a diary form every evening as well as after every event of stigma based on sexual orientation for a period of three weeks. Evening diary forms assessed daily mood and depressive symptomatology. Event contingent forms assessed mood at the time a stigmatizing event occurred as well as related coping responses and support seeking behaviors. Across the three-week diary phase, evening diary forms were completed on 72% of the expected days. Participants reported 95 total stigmatizing events based on sexual orientation over the course of three weeks (i.e., less than one instance of stigma per week per person). Preliminary results indicate that a participant's rating of the severity of an event was positively associated with her/his self-reported mood disturbance at the time of the event. Also, greater mood disturbance at the time of the event was positively associated with seeking out emotional and instrumental support to cope with the event (ps < .05). Multilevel modeling will be used to examine the influence of coping and social support seeking following stigmatizing events on subsequent reports of mood disturbance.

F73

THE 'JUST' PERPETRATOR: THE ROLE OF BELIEF IN A JUST WORLD IN RESPONSE TO IMAGINED TRANSGRESSIONS

Leanne Gosse¹, Jessica Rourke², Kathryn Belicki¹, Carolyn Hafer¹; ¹Brock University, ²University of Victoria – Presently, research on belief in a just world (BJW) has examined third party reactions to victims of injustice as well as victim's reactions to their own unjust treatment. Limited research has examined the role of BJW for perpetrators. The present study aimed to fill this gap in the literature by asking undergraduate students (n=80) to take the role of the perpetrator while reading vignettes which manipulated strength of injustice (strong versus weak). After reading each vignette, participants completed measures of negative and positive emotions, reported their urge to confess, as well as other dependent measures. Participants also completed individual difference measures including the Global Belief in a Just World Scale (Lipkus, 1991). Results demonstrated that BJW interacted with the strength of injustice such that people high in BJW reported more negative and less positive emotions, as well as a greater urge to confess, when they imagined perpetrating a strong compared to a weak injustice. People low in BJW reported similar emotions to those high in BJW when taking the role of a perpetrator of a strong injustice, but responded more negatively than those high in BJW when they imagined perpetrating a weak injustice. Further results suggest that people high in BJW were able to rationalize perpetrating a weak injustice by reasoning that "bad things just happen", but were less able to rationalize perpetrating a strong injustice. Implications for both the BJW and confession literature will be discussed.

F74

EFFORT REGULATION AS A PREDICTOR OF PERFORMANCE AND PERSISTENCE ON HIGH VERSUS LOW UTILITY TASKS

Deborah L. Hall¹, James Y. Shah¹, Shawn Bodmann²; ¹Duke University, ²University of Wisconsin, Madison – In an era in which multi-tasking is the norm, effective self-regulation requires us to allocate our limited resources among multiple simultaneously-held goals. One way to do this is to regulate the amount of effort we put into our goals based on their relative utility. In the present study, we investigated whether individual differences in the tendency to regulate one's goal-directed effort predict performance and persistence on tasks that are high versus low in utility. We gave a sample of college students three computer tasks to work on. The utility of the tasks was manipulated within-subject, so that each participant had one high utility, one medium utility, and one low utility task on which they could work. Individual differences in the tendency to regulate effort were measured via self-report. We hypothesized that differences in effort regulation would predict participants' sensitivity to the relative utility of the three tasks, and that this would be seen in how long participants persisted and how well they performed on each of the tasks. Consistent with hypotheses, participants with a greater tendency to regulate their effort spent less time and generated fewer answers on the low utility task compared to the medium and high utility tasks. This finding suggests that people who regulate their goal-directed effort may be particularly sensitive to differences in the relative utility of their ongoing pursuits. Moreover, such sensitivity may play a crucial role in the effective management of goals over time.

F75

AGREEING TO DISAGREE: FAILURE TO VALUE ANOTHER'S JUDGMENT UNDER CONDITIONS OF UNCERTAINTY

Julia A. Minson¹, Varda Liberman², Lee Ross¹, Christopher Bryan¹; ¹Stanford University, ²IDC, Israel – In a series of studies dyad members were offered monetary incentives to provide the most accurate joint estimates they could of various economic, geographical or social statistics. Participants consistently did not give as much weight to their partners' estimates as they did to their own, and thus failed to reap the full statistical benefits of aggregation. Participants failed to realize that, in the absence of evidence that one partner has greater expertise, the optimal strategy is to give the

two estimates equal weight. As a result, across studies less than 10 percent of participants pursued this optimal strategy, while more than 35 percent stood pat, completely disregarding the input of their partners. These effects were mediated by the amount of disagreement between partner's initial judgments. While dyads with the most discrepant first estimates stood to benefit the most from averaging, they were least likely to do so. Although partners who strongly disagreed with each other moved a considerable distance in the direction of each other's estimates, this movement fell far short of an un-weighted average. Conversely, dyads whose initial estimates were in close agreement consistently settled on the agreed-upon first estimate, foregoing opportunities to improve their estimates through revision and discussion. Both of these strategies led to decreased judgment accuracy. Implications for decision-making in partnership contexts such as business, research and parenting are discussed.

F76

EMOTION REGULATION AND CORTISOL REACTIVITY TO A SOCIALLY-EVALUATIVE SPEECH TASK

Suman Lam¹, Sally S. Dickerson¹, Peggy Jo Mycek¹, Frank P. Zaldivar¹; ¹University of California, Irvine – Certain stressful situations give rise to negative emotions, and in turn, these emotions affect physiological functioning. Thus, regulating these emotional responses may have implications for physiological reactivity. However, different emotion regulation strategies may have unique effects on physiological responses. For example, antecedent-focused strategies, such as reappraisal, focus on behaviors and cognitions before emotions have been fully activated. In contrast, suppression, a response-focused strategy, inhibits ongoing emotional expression (Gross, 1998). Previous work has shown that suppression is related to increased physiological responding, whereas reappraisal has shown little or no effects on physiological changes (Gross, 1998). However, this research has focused on autonomic or cardiovascular reactivity to emotional stimuli. The present study builds on these findings, and examines whether trait measures of reappraisal and suppression predict cortisol reactivity to a social-evaluative speech task. We hypothesized that suppression would predict exaggerated cortisol reactivity whereas reappraisal would be unrelated to reactivity. 103 participants then performed a speech in front of an evaluative panel. Salivary cortisol was collected at five time points throughout the duration of the session. The use of emotion regulation strategies was assessed prior to the speech task using the Emotion Regulation Questionnaire (Gross & John, 2003). As hypothesized, suppression significantly predicted exaggerated cortisol reactivity to the speech task whereas reappraisal was not associated with these changes. These findings suggest that, consistent with previous research, response-focused emotion regulation strategies such as suppression may be associated with increases in health-relevant physiological responses.

F77

GUILT AND SELF-PUNISHMENT

Alberto Herrera¹, Yoel Inbar², Thomas Gilovich², David Pizarro², Dan Ariely³; ¹California State University, Long Beach, ²Cornell University, ³Duke University – Past research has demonstrated that people deal with feelings of guilt and immorality in numerous ways. For example, studies have shown that guilt and immoral thoughts can motivate subsequent prosocial behavior and lead people to make amends in order to repair a relationship (Baumeister et al., 1994). It can also have interesting intrapersonal consequences, such as inducing a desire to physically cleanse oneself in order to "wash away" one's misdeeds (Zhong & Liljenquist, 2006). The present study sought to determine whether individuals with feelings of guilt seek to balance the scales in another way— through self-induced physical punishment. Physical self-punishment has been a common theme in purification rituals (e.g. self-flagellation) across many religious traditions throughout history. Participants (N=46) wrote about a guilty, sad, or neutral life event, took part in an ostensibly unrelated shock task over six trials and

determined the voltage for each trial (30-80 volts). Results indicated that individuals who were asked to write about a guilty experience in their past subsequently administered more intense shocks across all trials than those who wrote about either a sad or neutral experience from their past.

F78

THE DEVELOPMENT OF A NEW SCALE TO MEASURE PREJUDICE AGAINST CHRISTIANS Tara K. Luchkiw¹, Jana K. Tran², Kristen Newell², Jeremy D. Heider²; ¹University of Mississippi, ²Stephen F. Austin State University – The purpose of this study was to develop a self-report scale measuring prejudice toward Christians. Because prejudice is an attitude, the scale was structured to assess three relevant components: affect (prejudice), cognition (stereotyping), and behavior (discrimination). Twenty total items were generated: 10 to assess cognition, 5 to assess affect, and 5 to assess behavior. Participants consisted primarily of psychology graduate students and professors (n = 57) who were solicited through the SPSP e-mail listserv. Using Cronbach's alpha, high reliability was found for the overall scale and cognition subscale, but not the affect or behavior subscales. Convergent validity was tested by correlating the newly developed scale with the Attitudes Toward Christianity Scale (Francis & Stubbs, 1987). Positive correlations indicated strong convergent validity, both overall and by subscale (all p's < .001). Discriminant validity was tested by correlating the new scale with the Rosenberg Self-Esteem Scale (Rosenberg, 1965). A lack of significant correlations with self-esteem verified discriminant validity, except for the cognition subscale, which exhibited a negative correlation with self-esteem (p < .05). Finally, despite the intended three-factor structure of the measure, only one factor emerged in a factor analysis. This factor consisted of all of the items in the intended cognition factor plus two affective items and one behavioral item. Future research will include administering the scale to a larger, more diverse sample to explore whether a similar one-factor structure will emerge again and the inclusion of additional affective and behavioral items to improve the reliability of those subscales.

F79

TIMING OF SOCIAL SUPPORT AFFECTS RUMINATION AND CARDIOVASCULAR RECOVERY Desiree Zielke¹, Clayton Hilmert¹; ¹North Dakota State University – Receiving social support during a stressful situation is beneficial to individuals' health. However, little research has examined the impact that the timing of social support may have on the health of individuals in these situations. The current study seeks to examine whether the timing of social support is important in cardiovascular recovery and rumination after a stressful speech task. Participants were randomly assigned to one of three conditions: during-task emotional support, post-task emotional support, and no-support. Cardiovascular recovery was measured by subtracting the participants' mean baseline blood pressure from mean blood pressure during four 5-minute intervals following the task (total recovery = 20 minutes). We then had participants rate the frequency and intensity of their ruminations during recovery and write down the specific thoughts they had during recovery, which blind raters assessed for quality. As expected, all participants experienced increased blood pressure leading up to the speech task, with peak blood pressure during the speech task and a decrease in blood pressure following the task. However, participants in the post-task support condition recovered to baseline blood pressure levels more quickly than the during-task support condition. In terms of rumination, it appears that the participants in the post-task emotional support condition did not necessarily ruminate less than the other conditions but may have had more positive ruminations following the task. Therefore, social support received following a stressor may facilitate recovery by improving the quality of rumination.

F80

ATTITUDE AND NORM ACCESSIBILITY PREDICT SEXUAL BEHAVIORS IN YOUTH Nancy Rhodes¹, Monica Scales², David Roskos-Ewoldsen¹, Jennifer Monahan²; ¹University of Alabama, ²University of Georgia – Normative and attitudinal contributors to behavior and behavior intention have long been recognized in theories of social behavior such as the Theory of Reasoned Action. The relative influence of attitudes and norms has generally favored attitudes. That is, attitudes are generally a stronger predictor of behavior than norms. The current study tested the extent to which the accessibility of normative and attitudinal constructs (i.e., the ease with which they are activated in memory) affects the propensity to engage in sexual behaviors of young adolescents. Three hundred twenty-five 14-16 year-old high school students (51% female; 49% black) completed computer reaction time tasks to assess norm and attitude accessibility and questionnaire measures of past behaviors and behavioral intent as part of a larger study on risky health behaviors. Norm accessibility was measured separately for peer and family influences. The accessibility of attitude toward sexual behavior was significantly related to past sexual behavior indicating that participants who had engaged in past sexual behavior had more accessible attitudes toward sexual behavior. In contrast, norm accessibility, both peer and family, significantly predicted behavioral intention but attitude accessibility was unrelated to behavior intent. This indicates that regardless of the accessibility of sexual attitudes, teens who quickly recall that family and friends are opposed to their engaging in sexual behavior are less likely to intend to engage in the behavior. These results suggest that attitude accessibility develops as a defense mechanism to justify past behaviors whereas norm accessibility appears to influence the initiation of behavior.

F81

MEDIATION OF ACHIEVEMENT GOALS BY CHALLENGE AND THREAT CARDIOVASCULAR RESPONSES Aina Chalabaeo¹, Brenda Major¹; ¹University of California, Santa Barbara – Performance-approach goals – desire to perform better than others – have been shown to be associated with positive outcomes whereas performance-avoidance goals – desire to avoid performing worse than others – have been shown to be related to negative outcomes (e.g., Elliot, 2005). However, little is known about the processes mediating these effects. The goal of this study was to investigate the mediation of achievement goals effects on performance by challenge and threat using cardiovascular indexes. Twenty-seven undergraduate female students received one of two instructional sets introducing a task as designed to identify the best (performance-approach condition) or the worst (performance-avoidance condition) performers, and performed 10 problem-solving items. As expected, mediational analyses showed that participants performed better in the performance-approach than in the performance-avoidance condition. Also, performance-approach participants experienced an adaptive cardiovascular reaction indicative of challenge (i.e., high cardiac reactivity coupled with low vascular reactivity) whereas performance-avoidance participants experienced a maladaptive cardiovascular pattern indicative of threat (i.e., low cardiac reactivity coupled with high vascular reactivity). Finally, these cardiovascular patterns accounted for the performance goals-performance relationship. This study is one of the few studies that have demonstrated the processes of achievement goals effects, and gives support to the need to distinguish performance goals according to the approach / avoidance dimension.

F82

LOSING CONTROL: THE ROLE OF STIGMA CONSCIOUSNESS AND STEREOTYPE THREAT ON OVEREATING Kathleen Fortune¹, Michael Inzlicht¹, Winnifred Ip¹; ¹University of Toronto – Research has shown that being acutely aware of stereotypes about one's group can interfere with performance on a related task, as in the case of a woman taking a difficult math test (Steele, Spencer and Aronson, 2002). Less

research has explored the impact of stigma consciousness on self-control failure in other domains such as eating. Two studies investigated the relationship between stigma consciousness, stereotype threat, self-control, and overeating. First, analyses of mass-testing data revealed a positive correlation between body-mass index (BMI), restrained eating, and stigma consciousness for Muslim participants, such that Muslims' highly sensitive to ethnic stereotypes had higher BMI and higher restrained eating scores. Women who were highly sensitive to gender stereotypes had higher BMI and higher restrained eating scores. These correlations suggest that stigma consciousness may lead to self-control failure which is manifest in overeating. Self-regulatory resources are limited and rapidly drained, and controlling food intake requires significant self-regulation, leaving one susceptible to breakdowns in self-control (Polivy, 1980). The burden of dealing with stereotypes about their group may deplete individuals' self-regulatory resources to the point that they lose control over their food consumption. A second study tested this hypothesis by randomly assigning participants to two conditions: threat (diagnostic) or threat plus reappraisal (non-diagnostic). They completed a difficult math test followed by a taste test involving ice-cream. Results indicated that threat resulted in greater ice-cream consumption, lending support to the notion that stigma consciousness and stereotype threat can lead to self-control failure in more domains than just academic performance.

F83

THE RELATIONSHIP OF CAUSAL UNCERTAINTY TO ADULT ATTACHMENT QUALITIES AND REJECTION SENSITIVITY

Jennifer Passey¹, Jill A. Jacobson¹, Kimberley Edwards², Andrea J. Hickey¹; ¹Queen's University, ²University of Western Ontario – Causal uncertainty (CU), or confidence about one's ability to understand causal relations in the social world (Weary & Edwards, 1994), has been associated with interpersonal problems, such as roommate rejection, loneliness, shyness, and higher intensity of reactions to rejection. To further understand the reasons for these interpersonal problems, the current study investigated the relation of CU to rejection sensitivity (Downey & Feldman, 1996) and measures of adult attachment qualities (Carver, 1997) in 117 undergraduate students. When controlling for severity of depressive symptoms, higher CU was significantly associated with higher rejection sensitivity, with less attachment security in women, and with more anxious-ambivalence regarding the desire for merger in men. Further analyses revealed the importance of differentiating between CU for one's own outcomes (CU-own) and CU for other's outcomes (CU-other). Specifically, for women with high depression severity higher CU-own was associated with lower attachment security, and for both men and women with low depression severity higher CU-other was associated with greater rejection sensitivity. Furthermore, higher CU-other was associated with less anxious-ambivalent desire for merger and more anxious-ambivalent worry for men with high depression severity, whereas higher CU-other was associated with more anxious-ambivalent desire for merger and less anxious-ambivalent worry in men with low depression severity. The implications of attachment and rejection sensitivity for the interpersonal problems and the representations of relationship partners for causally uncertain individuals will be discussed.

F84

POSITIVE ILLUSIONS IN ROMANTIC RELATIONSHIPS

Krista Hill¹, C. Randall Colvin¹, Robert Griffo¹; ¹Northeastern University – It has been claimed that positive illusions about romantic partners facilitate successful relationships. To make this claim, researchers typically assess whether and how much one partner idealizes the other partner. We believe this approach needs to be improved to make valid claims that illusions produce better relationships. The goal of the current research was to use a multi-method approach to assess positive illusions in romantic relationships. To assess positive illusions, dating couples were asked to rate the personality of (a) their partner, (b) their ideal partner,

and (c) themselves, using a 46-item adjective Q-sort. Profile correlations between real and ideal partner were calculated and represented partner "idealization." The ideal partner Q-sort was correlated with the partner's self-rated and a friend's partner rated adjective Q-sort. Agreement between the ideal Q-sort and partner's and friend's personality ratings was calculated to determine whether participants viewed their partner in a realistic or idealistic (i.e., positive illusion) manner. Additional data were used to determine the personality profile of individuals who engaged in more and less idealization of their partners. These data included the MAP-SR to assess DSM-IV personality disorders, the NEO-FFI, Rosenberg's self-esteem scale, the Narcissistic Personality Inventory, and the Open Book Questionnaire. Preliminary results suggest that individuals who exhibit positive illusions (i.e., partner idealization) score high in dependency and agreeableness, and low in narcissism and self-esteem. In conclusion, we have developed a new method to measure positive illusions about romantic partners and have obtained results to support its validity.

F85

I FEEL YOUR PAIN, SOMETIMES: NEURAL CORRELATES OF EMPATHY MODULATED BY INTENTIONS

Jasmin Cloutier¹, William M. Kelley¹, Kathryn E. Demos¹, Todd F. Heatherton¹; ¹Dartmouth College – The current study examined the neural substrates associated with empathy for individuals experiencing physical pain. It was hypothesized that the perceived responsibility of actors for the events depicted would modulate neural responses. More specifically, painful events for which the actors were perceived to be responsible (e.g. someone falling while performing a dangerous trick on a skateboard) were predicted to elicit less empathic responses than when actors were injured through no fault of their own. To test this hypothesis, we conducted an event-related fMRI experiment during which participants passively viewed video clips of painful events generally perceived as humorous (e.g. America's Funniest Home Videos). All clips were pre-rated by a separate group of participants for perceived pain and responsibility of the actors. Of particular interest, a comparison between clips depicting actors perceived to have high and low responsibility for the events depicted was performed. In support of our hypothesis, the results revealed that clips for which the actors were viewed as less responsible elicited more activity in the anterior insula and the lateral orbitofrontal cortex, brain regions previously shown to be involved in empathic neural responses to perceived pain (Singer et al, 2006).

F86

IS SELF-EFFICACY OR INFORMATION THE BEST WAY TO PROMOTE CONDOM USE? THE MODERATING EFFECTS OF GUILT AND PERCEIVED BEHAVIORAL CONTROL

Sandra R. Marques¹, Tara K. MacDonald¹, Michaela Hynie²; ¹Queen's University, ²York University – Prior work demonstrates the importance of perceived behavioral control (PBC) when predicting intentions to engage in behaviors such as condom use. Using the Theory of Planned Behavior (Ajzen, 1991), we hypothesized that priming individuals with feelings of self-efficacy would result in a stronger association between guilt and condom use intentions, because when faced with self-efficacy information, those high in guilt should focus on their behavior and be reminded of the resources they have that would facilitate condom use. Participants were prescreened with the Test of Self-Conscious Affect scale (Tangney et al., 2000) and invited to a session where they were randomly assigned to consider either an advertisement emphasizing condom use self-efficacy ("My body, My life...Using condoms is up to me") or information about the importance of using condoms ("Always use condoms...Using condoms is the most effective way to prevent sexually transmitted diseases"), which were ostensibly being pilot tested for future studies. Subsequently, participants completed measures assessing attitudes, norms, PBC, and intentions. Controlling for prior condom use and gender, we found an advertisement x PBC x guilt-proneness interaction

when predicting intentions to use condoms. Post hoc analyses revealed that for the self-efficacy advertisement, there was a guilt-proneness x PBC interaction, such that the expected positive relationship emerged between guilt-proneness and intentions, but only among those low in PBC. For the information advertisement, there was no relationship among, guilt-proneness, PBC, and intentions. Implications of these findings for promoting condom use intentions are discussed.

F87
CLOSENESS IS FOR CARING: EFFECTS OF PSYCHOLOGICAL DISTANCE ON WILLINGNESS TO HELP OTHERS Randy Stein¹, Lawrence Williams¹, Margaret Clark¹, John Bargh¹; ¹Yale University – Here, we explored how feelings of psychological distance impact people's attitudes towards helping others. We hypothesized that being primed with closeness, as opposed to distance, will increase people's desire to help others. Our theory of the effects of distance on helping predicts that feelings of distance produce feelings of detachment, which may cause people to be less interested in other's welfare. Alternatively, construal level theory (CLT; Trope & Liberman, 2003) might suggest that psychological distance would lead to an increased desire to help others, because distance is associated with

abstract thinking and stronger endorsement of abstract principles such as those associated with morality (e.g., concern for the greater good). In two experiments, we tested these hypotheses. In Study 1, using a mere spatial distance manipulation (Williams & Bargh, 2007), we found that participants instructed to plot points on a Cartesian plane that were relatively close to each other reported more positive attitudes towards helping others, compared to participants who plotted points that were relatively far apart. In Study 2, using a CLT manipulation, we found that people who imagined performing an activity nearby (3 miles away from their current location) also indicated greater willingness to help others than participants who imagined performing the same activity far away (3,000 miles away; Fujita et al., 2006). These results suggest that feelings of psychological closeness, independent of abstractness vs. concreteness of thought, lead to an increased desire to help others.

F88
REJECTION SENSITIVITY (RS) AND SELF-ESTEEM (SE) PREDICT MEN'S WILLINGNESS TO RECONNECT WITH REJECTING OTHERS Rainer Romero-Canyas¹, Julia DiBenigno¹, Geraldine Downey¹; ¹Columbia University – Rejection Sensitivity (RS), narcissism, and self-esteem (SE) all moderate people's hostile responses towards those who reject them. RS has also been shown to moderate men's willingness to behave prosocially towards those who have rejected them. This study tests whether narcissism or SE might also predict willingness to reconnect with rejectors. Participants completed a two-session study that simulated an online dating situation. In session 1, they generated extensive autobiographical profiles. In session 2, participants evaluated prospective matches and then read summaries of the evaluations others had made of their profiles. Participants were randomly assigned to receive one of three standardized evaluations of correspondingly greater negative ratings: accepting, ambivalent and rejecting. Following presentation of the feedback, participants answered measures about their willingness to reconnect with the rejectors. We looked at RS, SE and narcissism as predictors of people's efforts to reconnect. Narcissism did not predict responses to rejection or acceptance. After the rejection, SE predicted less willingness to reconnect among men, but not among women. RS predicted the opposite pattern for men, and none for women. An interaction between RS and SE revealed that high RS men reported equivalent levels of willingness to reconnect regardless of their SE. Among men low in RS, those low in SE were more willing to reconnect than those high in SE, consistent with the SE as sociometer hypothesis. The utility of RS, the individual differences approach to the study of rejection, and possible explanations for the sex differences are discussed.

F89
SOCIAL CONNECTIONS WITH STIGMATIZED OTHERS: HOW FEATURES OF THE AFFILIATION CAN INCREASE OR DECREASE STIGMA BY ASSOCIATION David Richards¹, Catherine Cottrell¹; ¹University of Florida – People might often find themselves in relationships with stigmatized others, and as a result may experience stigma by association. This associative stigma remains an understudied phenomenon within stigma research, though it has important interpersonal consequences for both people who are stigmatized by their possession of a socially devalued characteristic (be it a disease, disability, sexual orientation, etc.) as well as for those affiliated with such individuals. To partially remedy this lack of understanding, we tested whether the likelihood of a relationship conferring associative stigma may be affected by different factors (e.g., emotional attachment, volition) of the relationship. We also examined whether a stigmatized individual in a relationship with a non-stigmatized individual could be stigmatized less as a result of that relationship. In the current study, participants read vignettes about two roommates, one of them possessing a stigmatizing health condition, with high/low manipulations of three affiliation factors of interest. Participants then reported their perceptions of both roommates. In general, greater emotional attachment between the roommates decreased associative stigma, while the other two factors had no effect on it. Effects of the affiliation factors on participants' evaluation of the stigmatized roommate were comparable. In all, these findings suggest that revealing a close attachment with a stigmatized person may alleviate the stigmatization of both persons. Implications of the results for research on associative stigma are considered.

F90
THE EFFECT OF OSTRACISM MOTIVE ON PERCEPTIONS OF AFFILIATION Richard Pond Jr.¹, John Nezek¹; ¹The College of William and Mary – We studied the effect of ostracism motive on perceived patterns of affiliation. Specifically, the present investigation was conducted to see if people's perceptions of affiliation were affected differentially by social acceptance, role-prescribed ostracism, defensive ostracism, punitive ostracism and oblivious ostracism. In a between-subjects experiment, scenarios were presented to participants where target characters were either accepted socially or experienced one type of ostracism (role-prescribed, defensive, punitive or oblivious ostracism). Participants then rated the percent likelihood that the targets would prefer future social contact with: 1. the source of acceptance/ostracism, 2. another accepted character, 3. another ostracized character, and 4. a complete stranger. Theoretically derived hypotheses were partially supported, where accepted targets were perceived to be more likely to affiliate with the source of acceptance/ostracism than ostracized targets. Ostracized targets were also perceived to be more likely to affiliate with the other ostracized character than accepted targets, though the percent likelihood was still low. And ostracized targets were perceived to be more likely to affiliate with strangers. Yet, unexpectedly, the difference among the ostracism conditions themselves was minimal on each rating. There was, as well, no difference among any of the conditions in the likelihood of affiliating with the other accepted person. In general, accepted targets were perceived differently than ostracized targets, regardless of the motive for ostracism. The implications of these findings are discussed.

F91
SHORT-TERM AND LONG-TERM EFFECTS OF A SELF-REGULATION INTERVENTION ON EATING BEHAVIOR Gertraud Stadler¹, Gabriele Oettingen², Peter M. Gollwitzer³; ¹Columbia University, ²New York University/University of Hamburg, ³New York University/University of Konstanz – Self-regulation strategies that further goal commitment and planning should facilitate behavior change, even if the behavior is complex and requires changing habits. The 24-month longitudinal study presented here targeted eating habits in order to test a new self-regulatory technique (MCII) combining mental contrasting (i.e.,

juxtaposing a desired future with impeding reality; Oettingen, Pak, & Schnetter, 2001) and implementation intentions (i.e., making if-then plans; Gollwitzer, 1999). Participants, 266 women between the ages of 30 and 50, were randomly allocated to two groups, either an information group that received a brief information intervention or an MCII group that received the same brief information intervention in which they also learned the MCII self-regulatory technique. We took great care to assess the effect of the intervention in a reliable and valid manner: Participants filled out six 1-week daily diaries about their eating habits over the course of the study (one diary each at baseline, in the first week, 1, 2, 4, and 24 months after the intervention). Participants in the MCII group ate considerably more servings of fruits and vegetables after the intervention than participants in the information group. This difference was maintained over two years. Participants with bad eating habits benefited the most from the intervention. For the consumption of sweets and fat intake, distinct change patterns emerged that we will discuss. We conclude that self-regulation strategies can promote the change of complex behavior even over the course of two years.

F92

THE KKK WON'T LET TYRONE PLAY; BUT INCLUSION HURTS TOO

Karen Gonsalkorale¹, Adrienne R. Carter-Sowell², Lloyd R. Sloan³, Kipling D. Williams²; ¹University of California-Davis, ²Purdue University, ³Howard University – Previous research from Gonsalkorale and Williams (in press) found that when ostracized by members of a despised outgroup, the Ku Klux Klan (KKK), Australian participants reported lower levels of belonging, self-esteem, control, and meaningful existence, and more negative mood, than included participants. Moreover, ostracism by the despised outgroup was no less aversive than exclusion by the rival outgroup or the ingroup. These results add to the evidence that the initial reactions to ostracism are more-or-less hard wired and occur precognitively. But, while despising the KKK, Australians are not the direct target of this group. In the present study, we extended this research by examining whether individuals who are personally threatened by the KKK's hateful policies also feel bad when ostracized by two of its members. Using Cyberball, we manipulated whether African-American students were ostracized or included by despised outgroup members from the KKK, rival outgroup members from the Republican Party, or ingroup members from the Democratic Party. We included measures at the reflexive and at two reflective stages so that rumination, attributions, and individual differences had an opportunity to seep into the subjective response. The results replicated from the original study such that hurt is the immediate reaction to ostracism even by the despised outgroup. However, inclusion by individuals of despised groups fulfills basic needs less than inclusion by individuals of other groups. In the reflective stages, participants recovered within a few minutes of the ostracism episode, irrespective of who ostracized them.

F93

EASE OF SUCCESS, LEADS TO SUCCESS: ABILITY ACCESSIBILITY AND STUDENT PERFORMANCE ON A KNOWLEDGE TEST

Rusty McIntyre¹, David Oberleitner¹, Phoebe Lin¹, Heather Whitman¹; ¹Wayne State University – Past research on automatic behavioral effects has indicated that when thinking about others with high academic success test performance can be improved (Dijksterhuis & van Knippenberg, 1998). Other research has indicated that ease of recall can bias self-judgments (Schwarz, Bless, Strack, Klumpp, Rittenauer-Schatka, & Simons, 1991). We reasoned that similar automatic behaviors and biased self-judgments would occur when students were asked to recall past academic successes or failures under conditions of relative ease or relative difficulty. As hypothesized, students who were asked to recall school-related successes performed better on a test of trivia items ($M = 18.60$) than students who were asked to recall school-related failures ($M = 14.37$) under relatively easy conditions (i.e., think of five classroom successes/failures), and better than students who were asked to recall-

school related successes ($M = 14.89$) or failures ($M = 16.30$) under relatively difficult conditions (i.e., think of ten). The expected better performance of failure-related thinking (vs. success-related) in the relatively difficult condition was in the predicted direction but was not significant. A marginally significant interaction ($p = .052$) was also seen for students' attribution of ability concerning their performance. Students who were asked to recall successes under relatively easy conditions attributed their performance more to ability than did students who recalled successes under relatively difficult conditions. The results are seen as consistent with previous theories of construct-activated automatic behavior and thought accessibility. The results are also seen as having implications for improving student performance in testing situations.

F94

THE RELATIONSHIP OF PERSONAL CONTROL AND ANXIETY TO THE CONTACT-BIAS RELATIONSHIP

Kelly M. Johnson¹, Samuel L. Gaertner²; ¹Dominican College, ²University of Delaware – A longitudinal survey examined the role of perceived personal control as a mediator in the contact bias relationship and as a mediator of asymmetrical social power on intergroup outcomes. Personal control is defined as an individual's perception of situational control (control over the environment) and self control (control over emotions, thoughts and behaviors). Social power asymmetry is an inequality in two groups' relative influence over one another's outcomes. Personal control is hypothesized to be a separate construct from social power, and therefore may predict different outcomes. Further, some effects of higher social power (e.g., lower anxiety) may occur partly by increasing perceived personal control. Structural equation modeling was used to examine data from the longitudinal survey (given twice over a range of three weeks to five months) that tested the direction of effects over time between perceived personal control, anxiety, and common ingroup identity (how much it felt like one group) after controlling for previous favorable intergroup contact and asymmetrical power. In support of hypotheses, there was a strong, direct path between favorable outgroup contact and control perceptions. Also, as expected, personal control led to stronger common ingroup feelings and lower anxiety. These causal changes were not reciprocal. Analyses further revealed that favorable contact, perceived control, common ingroup identity, and anxiety explained 59% and 62%, respectively, of the variance in desire to approach, and favorable feelings toward, the outgroup.

F95

EXCUSES AND PERFORMANCE: DETRIMENTAL CONSEQUENCES OF A GOOD EXCUSE

Ryan Johnson¹, Barry Schlenker¹; ¹University of Florida – Making excuses for problems can reduce evaluation apprehension, boost self-esteem, protect identity, and even enhance task performance (Snyder & Higgins, 1988). However, the downsides of excuses have been relatively ignored in previous research (Schlenker, Pontari, & Christopher, 2001), especially regarding task performance. Two studies showed that the presence of a reasonable excuse had a detrimental effect on performance, and Study 2 showed that the effect can be explained by the actual act of making excuses. In Study 1, participants ($N=193$) generated uses for a knife in the presence of background noise that was described as either a good or poor excuse for low productivity. Participants with an excuse generated fewer uses than participants without an excuse. In Study 2, participants ($N=80$) completed a three-back task that was described as indicative of either desirable qualities or yet-unknown qualities, and the description of the background noise paralleled Study 1. Participants with an excuse were less accurate in their performance than those without an excuse. Moreover, structural equation modeling revealed that the act of making excuses influenced the decrement in performance by fully mediating the relationship between the excuse's presence and the subsequent performance when the task was not described as indicative of desirable characteristics. In conclusion, the presence of reasonable excuses in task

environments can cause worse performance on a self-irrelevant, uninteresting task, and this effect occurs as a result of actually using the excuse rather than simply the presence of the excuse.

F96

DISTURBANCES IN IDENTITY MEDIATE THE RELATIONSHIP BETWEEN AFFECTIVE LABILITY AND RISKY AND HARMFUL BEHAVIORS William D. Ellison¹, Kenneth N. Levy¹, Christopher J. Romani¹; ¹The Pennsylvania State University – Previous research on the link between personality traits and risky behavior has identified labile affect as a risk factor (Rankin & Maggs, 2006). Affective lability has also been proposed as a risk factor for deliberate self-harm (Gratz, 2003). Clinical theory, however, suggests that impulsive behaviors, such as risk taking and self-harm, and labile affect often go hand-in-hand with impaired and distorted views of the self. These relationships have seldom been investigated empirically. Participants were 704 (257 male and 447 female) undergraduate students who participated for research credit in an introductory psychology course. Participants completed a battery of self-report measures using web-based survey software. Measures included the Affect Lability Scale (ALS; Harvey, Greenberg, & Serper, 1989), Reckless Behavior Questionnaire (RBQ; Shaw et al., 1992), Deliberate Self-Harm Inventory (DSHI; Gratz, 2001), and the Identity Disturbance subscale of the Borderline Personality Inventory (BPI; Leichsenring, 1999). 62 careless and/or random responders were excluded based on a score of 3 or more on infrequency items from the Jackson Personality Inventory (Jackson, 1984). Using multiple regression, mediation analyses revealed that identity disturbance fully mediated the effect of affective lability on reckless behavior in women, but not in men. Similarly, logistic regression showed that identity disturbance partially mediated the effect of affective lability on the lifetime incidence of deliberate self-harm in women, but not in men. Theoretical implications for understanding the role of gender and identity disturbance for engaging in reckless and self-harming behavior are discussed.

F97

THE GOOD, THE BAD, AND THE UGLY EFFECTS OF EXERTING EFFORT Evan Polman¹; ¹Cornell University – This paper investigates effects of exerting effort on formation of self-assessments of competence. Although extant research suggests that effort is positively related to performance (the ‘good’), it is proposed here that effort may be simultaneously positively related to cognitive failure (the ‘bad’). Specifically, it is argued that top performing individuals bear more instances of cognitive failure than bottom performing individuals, and that effects of incurring failures attenuates level of self-assessment (the ‘ugly’), a pattern akin to the unskilled-and-unaware effect (Kruger & Dunning, 1999). In Experiment 1 (n=78), it was found that individuals exerting effort self-assessed their competence, efficacy, and esteem lower compared to individuals relaxing effort. Moreover, level of effort was mediated by subjective feelings of difficulty. Experiment 2 (n=67) replicates the first experiment, as well as adds to the strength of the causal chain by independently manipulating both effort and subjective feelings of difficulty. Participants were asked to generate words from letters of a supplied word. Number of words generated (performance) and number of failed attempts to generate a word (cognitive failures) were found to positively reflect level of effort exerted; in addition, failures mediated the relationship between level of effort and subjective feelings of difficulty. These findings suggest an irony of effort: it produces both success and failure, contributing to the notion that exerting effort leads to top performances but deflated self-assessments. Such a framework elucidates current research on better-than-average and worse-than-average biases, as well as sheds light on the role of effort in making and assessing decisions.

F98

GROUP THREAT AND MOTIVATION TO RESPOND WITHOUT PREJUDICE: RECIPROCAL EFFECTS Brian Armenta¹, Jennifer Hunt²; ¹University of Nebraska-Lincoln, ²Buffalo State College – Individuals may be motivated to avoid expressing prejudice because of normative (external) pressures to avoid discrimination or personal (internal) non-prejudiced standards (Plant & Devine, 1998). Internal and external motivations often are considered stable individual differences; however, a dynamic perspective suggests that they may influence and be influenced by other factors. This study considered this possibility and examined the reciprocal effects of perceived group threat (i.e., perception that an outgroup poses a threat to an ingroup) and motivations to respond without prejudice. It was hypothesized that perceived group threat would be associated with less internal motivation and that internal motivation would in turn be associated with less perceived group threat. External motivation is dependent on social norms and was not expected to be influenced by perceived group threat. To test these hypotheses, 340 European Americans from three communities where large numbers of Hurricane Katrina evacuees were relocated to were randomly selected to complete a telephone interview at three time points. For each interview participants completed measures of perceived threat from Katrina evacuees, who were mostly African American, and motivations to respond without prejudice. As hypothesized, a cross-lagged path analysis showed that perceived group threat at time one was associated with less internal motivation at time two ($\beta = -.06$, $p < .10$), which was in turn associated with less perceived group threat at time three ($\beta = -.14$, $p < .05$). These findings are consistent with a dynamic perspective and suggest that internal motivation is both influenced by and influences factors such as perceived group threat.

F99

I LOVE YOU, BUT YOU STRESS ME OUT: DOES SELF-EXPANSION MAKE FALLING IN LOVE STRESSFUL? Aubri Paxson¹, Erin Crockett¹, Timothy Loving¹; ¹The University of Texas at Austin – Early-stage passionate love is associated with increased cortisol (Marazziti, & Canale, 2004). The current study explored a possible explanation for this finding by focusing on the role of self-expansion (Aron, & Aron, 2006) in the passionate love-cortisol connection. Self-expansion occurs to the extent that individuals “engage in novel and arousing activities,” with the development of romantic relationships being one such activity. Interestingly, a basic tenet of theories regarding stress is that stress increases in situations requiring adaptation (i.e., more novel). Additionally, we suggest that the arousal associated with passionate love should increase in more novel, or self-expanding, romances. Thus, we expected that self-expansion would be positively associated with passionate love in newly formed romantic relationships. We also expected greater self-expansion would increase stress hormone production (i.e., cortisol levels) in these same relationships. Thirty-one female participants in newly-formed romantic relationships (length < 6 mo) were randomly assigned to either a ‘partner’ or ‘friend’ guided imagery task condition in which they were asked to reflect on their relationship with their dating partner or a friend, respectively. Participants completed a measure of self-expansion, and salivary cortisol was collected throughout the procedure. As hypothesized, self-expansion was positively associated with passionate love scores. Furthermore, baseline cortisol levels were higher to the extent that self-expansion was greater, regardless of experimental condition. These findings suggest that falling in love with a novel and exciting partner may serve as a chronic stressor.

F100

HIGHER SENSITIVITY TO RACE-BASED REJECTION AND LOWER ETHNIC IDENTITY PREDICT MORE NEGATIVE VIEWS OF ONE'S RACIAL INGROUP Kavita S. Reddy¹, Rainer Romero-

Canyas¹, Geraldine Downey¹; ¹*Columbia University* – Having a strong ethnic identity has been linked to positive outcomes, such as being protected against social threat (e.g. Sellers et al., 2003). However, people who anxiously expect rejection based on their race do not necessarily benefit from a strong ethnic identity (Mendoza-Denton et al., in press). We explored how sensitivity to race-based rejection (RS-race) and strength of ethnic identity (EID) reflect the concepts people associate with their racial identity. We theorized that people high in RS-race (HRS-race) do not show the protective effect of ethnic identity because they hold more negative associations with their race. Participants completed either the RS-race questionnaire for African-Americans (Mendoza-Denton et al., 2002) or the RS-race questionnaire for Asian-Americans (Mendoza-Denton et al., in press) and the Multigroup Ethnic Identity Measure (Phinney, 1992). Participants also completed a modified version of the Twenty Statements Test in which they listed positive and negative associations of their self-concept and of their perceptions of members of their race. HRS-race participants listed a greater number of negative associations than low RS-race (LRS-race) participants. LRS-race participants who were high in EID listed fewer negative associations than LRS-race participants low in EID thus demonstrating a protective effect. EID did not make a difference for high RS-race participants. Results suggest that even in the absence of an immediate social threat, negative aspects of one's racial identity are salient to HRS-race individuals, and that the protective effect of EID depends on one's level of RS-race.

F101

VIDEO GAME VIOLENCE EXPOSURE, NEURAL RESPONSES TO VIOLENCE, AND AGGRESSIVE BEHAVIOR: AN EXPERIMENTAL STUDY OF DESENSITIZATION

Geoffrey Kerr¹, Bruce Bartholow¹, Brad Bushman³; ¹*University of Missouri, Columbia*, ²*University of Michigan* – Recent research has indicated that chronic exposure to video game violence is associated with desensitization to real violence as indicated by reduced amplitude of the P300 event-related brain potential (ERP) elicited by violent images (Bartholow, Bushman, & Sestir, 2006, *JESP*, 42, 532-539). However, conclusions derived from those data have been called into question due to the nonexperimental nature of that research. The current experimental study represents an attempt to replicate those findings. Undergraduate students (ages 18-22) varying in their previous experience with violent video games were randomly assigned to play either a violent or nonviolent video game for 25 min, after which they viewed a series of neutral, violent, and negative nonviolent images while ERPs were recorded. Finally, participants were asked to compete against an alleged opponent in a reaction time test, during which they were allowed to select the intensity of punishment (noise blasts) their opponent would receive on losing trials. These noise blast settings served as a measure of aggression. Consistent with our previous correlational findings, the current data indicated that acute exposure to a violent video game led to a decrease in the amplitude of the P300 elicited by violent images (but not negative, nonviolent images), relative to nonviolent game exposure. Violent game participants also behaved more aggressively during the reaction time task than did nonviolent game participants. These findings corroborate our earlier results, and suggest that even brief exposure to video game violence can lead to desensitization to real violence.

F102

BUFFERING THE EFFECTS OF COMPETITIVE ANXIETY: A MASTERY GOAL INTERVENTION

Sheree M. Schrage¹, Judith M. Harackiewicz¹; ¹*University of Wisconsin, Madison* – We investigated whether competing on a dart-throwing task would yield anxiety and lower enjoyment than performing the task individually, and if so, whether a mastery goal intervention would reduce anxiety and buffer enjoyment. In two studies, participants arrived in pairs and learned how to throw magnetic darts. They threw two rounds of darts either competitively or independently and then received performance feedback.

Anxiety was measured between and after the two rounds of darts, and task enjoyment was assessed following the two darts rounds. In Study 1, competition predicted anxiety at both time points. An achievement orientation x competition interaction emerged on both anxiety measures as well as enjoyment, such that the negative effects of competition (higher anxiety and lower enjoyment) were more pronounced for individuals high rather than low in achievement motivation. Study 2 used a 2 (context: competitive or non-competitive) x 2 (goal: mastery or none) factorial design. Participants in the mastery goal condition were instructed to focus on developing their dart-throwing skills from trial to trial. Competition again predicted anxiety at both time points. Mastery goals predicted enjoyment, although they did not reduce anxiety. Additionally, a three-way interaction showed that whereas the mastery goal enhanced enjoyment for individuals low in achievement motivation in non-competitive settings, the goal was most effective for participants high in achievement motivation in a competitive context. Thus, mastery goals may buffer task enjoyment during competition for achievement-oriented individuals, who are most prone to experience anxiety in competition.

F103

DISPOSITIONAL AUTHENTICITY, ROMANTIC RELATIONSHIP FUNCTIONING, AND PERSONAL WELL-BEING

Brian Goldman¹, Michael Kernis², Amy Brunell³, Patti Davis², Whitney Heppner², Ted, Cascio², Bob, Vandenberg²; ¹*Clayton State University*, ²*University of Georgia*, ³*Ohio State University* – This study examined the role of dispositional authenticity in romantic relationship processes and outcomes and personal well-being. Over approximately 1-month, 62 committed heterosexual dating couples (N = 124) completed various measures at three separate questionnaire sessions. At Time-1 we assessed dispositional authenticity with the AUT-3 (Goldman & Kernis, 2004; Kernis & Goldman, 2006). At Time-2, we assessed relationship process variables (i.e., self-disclosure, self-concealment, emotional self-disclosure, fear of intimacy, partner trust, and destructive reactions to conflict). At Time-3, we assessed relationship outcomes (satisfaction and commitment) and personal well-being (life satisfaction, affect, and psychological well-being). We calculated a healthy/adaptive relationship processes composite score by summing z-scores on the Time-2 measures so that higher scores reflected healthier relationship functioning. Likewise, we created relationship quality/outcome and personal well-being composite scores from respective Time-3 measures. Correlation analyses indicated that dispositional authenticity positively related to each composite score. Importantly, structural equation analyses provided strong support for our proposed theoretical model. Specifically, each couple member's dispositional authenticity significantly predicted his or her own degree of healthy relationship processes, which in turn predicted his or her own positive relationship outcomes, which in turn predicted his or her own personal well-being. In addition, several significant cross-paths emerged (i.e., male partners' authenticity to female partners' healthy relationship processes, each partner's healthy relationship processes to the other partner's relationship outcomes), indicating that the findings cannot be explained entirely in terms of a positive response bias. Thus, authentic functioning has important implications for relationship processes and outcomes, as well as overall well-being.

F104

IMPRESSION FORMATION STRATEGY DIFFERENCES IN HIGH MOTIVATION VERSUS LOW MOTIVATION ENCOUNTERS

Brian Patterson¹, Christine Reyna²; ¹*Benedictine University*, ²*DePaul University* – The current research tests a new two-dimensional model of impression formation. This model focuses on the strategies a perceiver takes when forming impressions in different situations with a variety of goals and motivations. The first dimension focuses on how the information is organized, from an organization around a category label

(categorical) to an organization around the attribute information itself (piecemeal). The second dimension is a processing goals dimension. This dimension deals with whether the perceiver is processing the information in an unbiased, exploratory manner, or in a biased, confirmatory manner. The model predicts that individuals entering into an outcome dependent, task oriented relationship (lab partners) will use an unbiased, exploratory strategy to seek information about the target within the task category, while those entering an outcome dependent, non-task oriented relationship (roommates) will use an exploratory strategy to seek information irrespective of any category. Additionally, when entering into a non-outcome dependent, low motivation relationship (salesperson-customer) individuals will organize information in a biased confirmatory manner around specific category labels (stereotyping). Two hundred and three undergraduates were assigned to one of six encounters which varied their motivation to get to know a fictitious target individual. The results showed that "lab partners" sought only specific information relevant to the task (school related information), while "roommates" sought information across multiple domains (school as well as social activities). Additionally, the non-outcome dependent relationship conditions were less accurate in the impression they formed of the target, relying more on category stereotypes than actual target information.

F105
SOCIAL IDENTITY COMPLEXITY AND POSITIVE AFFECT

Nathan Arbuckle¹, Marilyn Brewer¹; ¹The Ohio State University – The theory of social identity complexity (SIC) states that individuals differ in how they subjectively represent the overlap among their many ingroups. Individuals high in SIC have an inclusive representation of their combined ingroups, recognizing that the memberships of their various ingroups overlap only partially. Those low in SIC have a more exclusive representation of their combined ingroups, perceiving a great deal of overlap in their group memberships (Roccas & Brewer, 2002). Previous research has found that individuals high in SIC tend to be more tolerant towards outgroups than those low in SIC, demonstrating that high SIC individuals are less likely to show ingroup favoritism and intergroup prejudice (Roccas & Brewer, 2002; Brewer & Pierce, 2005). The purpose of the current study was to examine one potential antecedent of SIC, positive affect. Previous research has shown that positive affect leads to reduced intergroup discrimination toward crossed category members (those who are an ingroup member on one dimension and an outgroup member on another; see Crisp & Hewstone, 2007). However, the link between positive affect and SIC has yet to be examined. In the present study, participants either imagined a scenario in which something pleasant happened to them, or they imagined a neutral scenario in which nothing positive or negative happened to them. As expected, participants who imagined a pleasant scenario had higher scores on a subsequent SIC measure than those who imagined a neutral scenario. Implications of this finding for research on social identity and ingroup favoritism are discussed.

F106
ATTRIBUTIONS REGARDING MORAL INTENTIONALITY *Jamie*

Hughes¹, David Trafimow¹; ¹New Mexico State University – Previous research has suggested that attributions about moral intentionality are characterized by a negativity effect: individuals tend to judge morally bad behaviors as more intentional than morally good behaviors (Leslie, Knobe, & Cohen, 2006; Knobe, 2003). Further, Nadelhoffer (2003) suggests that this effect is driven by praise or blame assignment. The current research was conducted to test the possibility that individuals use contextual cues and heuristics to create sensible stories regarding intentionality. Three studies are presented which contradict previous theorizing and provide support for the sensible story perspective. In Study 1, participants judged the intentionality of target's who performed moral or immoral behaviors. Results showed that intentionality ratings

for moral behaviors were greater than for immoral behaviors. In Study 2 and 3, participants were asked to judge target's who were described as good, bad, or neutral and whose behavior resulted in either positive or negative moral consequences. Findings indicated that a target's character and behavior interact to determine attributions about intentionality. Finally, path analyses revealed that intentionality attributions mediated the relationship between experimental manipulations and praise and blame ratings but that praise and blame ratings failed to mediate the relationship between experimental manipulations and intentionality ratings. Discussion centers on the importance of moral intentionality attributions and provides recommendation regarding directions for future research.

F107
SITUATED SOCIAL COGNITION IN THE PERCEPTION OF DISCRIMINATION *Alexandra Corning¹, Michaela Bucchianeri¹; ¹University of Notre Dame* – Given that displays of discrimination have become much more subtle and covert, what factors cause people to perceive discrimination in situations that are ambiguous? One factor that has received consistent support is the prototypicality of the executor. The prototype effect refers to the finding that people have prototypes of who the typical sexist is and who the typical racist is, and they use this simplistic information to discern whether discrimination has taken place.

For example, in ambiguously-sexist situations identical in all regards except for the sex of the executor, the behavior of male executors is perceived as more sexist than that of females. In the 3 studies presented here, we use a motivated social cognition perspective to extend understanding of the prototype effect. We hypothesized that need for cognitive closure (NFCS) – the tendency to jump hastily to an answer (Kruglanski, 1996) – would moderate reliance on prototypes in the perception of sexism, with persons high in NFCS being most reliant on prototypes. We presented piloted, ambiguously-sexist, written situations (identical in all regards except for the sex of the executor) to female participants. Results supported the hypothesis. In Study 1, participants high in the personality construct, NFCS, were significantly more likely to perceive male- (vs. female-) executed scenarios as sexist. In Studies 2 and 3, situational manipulations of NFCS (induced via noise and then time pressure) had the same effect, causing participants to perceive male-executed behavior as more discriminatory. Furthermore, the effects of situational inductions of NFCS over-rode personality levels of NFCS.

F108
ATTACHMENT STYLES AND THE ATTRACTION-SIMILARITY MODEL: WHAT PREDICTS RELATIONSHIP QUALITY AMONG DATING COUPLES? *Jessica Scholz¹, Marian Morry¹, Mie Kito¹, Tara Reich¹, Simmi Mann¹; ¹University of Manitoba* – Our study evaluated how attachment styles in dating relationships influence relationship quality, perceived self-partner similarity, and psychological well-being. This study emerged from the attraction-similarity model, which states that based on attraction, individuals perceive close others as being similar to the self. Based on this model, we predicted that (1) individuals low in anxiety and avoidance would report higher relationship quality (satisfaction, liking, and loving), greater perceived trait similarities, and more psychological benefits (e.g., lower loneliness, higher positive affect) than individuals high in anxiety, avoidance, or both, and (2) that lower levels of anxiety and avoidance would predict higher relationship quality, similarity, and psychological benefits. Our participants were 249 introductory psychology students (170 females, 77 males, 2 did not report their gender). They completed a number of questionnaires related to beliefs and impressions of their current dating relationship. The results supported our hypotheses. An ANOVA indicated that individuals low in anxiety and avoidance (i.e., secure) were the happiest with their relationship and reported the most psychological benefits. These individuals also reported greater perceived similarity on traits relevant to the relationship compared to the other three groups. Those who were

high in anxiety and avoidance (i.e., fearful avoidant) scored the lowest on these measures. Supporting our second hypothesis, a regression analysis showed that anxiety and avoidance predicted the relationship quality, similarity, and psychological benefits. Implications and limitations of this study are discussed.

F109**AN IDIOGRAPHIC APPROACH TO THE PERSON-SITUATION INTERACTION**

Robert Griffo¹, C. Randall Colvin¹; ¹Northeastern University – The current research sought to better understand the person-situation interaction through the development of an idiographic personality assessment paradigm, which takes into account individuals' self-perceptions about their behavioral tendencies, and the properties of situations that they regularly experience. The primary goal was to determine the extent to which this idiographic method predicts actual behavior across situations. Each participant freely listed personally relevant situations and then described his or her personality in each situation by rating each situation on a set of situation characteristics, affects, motives, and behaviors. In two subsequent lab sessions, each participant engaged in four videotaped dyadic social interactions and described each interaction using the same situation characteristics, affects, motives, and behaviors. Finally, each participant's behavior in the four lab interactions was observed and coded using the Riverside Behavioral Q-Sort. Analyses suggest: (a) situation similarity, or the extent to which two lab situations are described similarly by the participant, can be used to predict behavioral consistency across those two lab situations; and (b) situation specific self-reports of behavior from a participant's idiographic personality assessment can be used to predict coded lab behavior to the extent that the situation in which the self-report was made is psychologically similar to the situation in which behavior is observed. Results indicate that taking into account the psychological meaning of situations can allow for greater accuracy in predicting situation-specific behavior. Future research will directly compare the ability of this method to predict behavior with traditional trait measures of personality.

F110**BEING FORGOTTEN: IMPLICATIONS FOR THE EXPERIENCE OF MEANING AND FOR SOCIAL WELL-BEING**

Aaron C. Geise¹, Laura A. King¹; ¹University of Missouri – These studies present an initial investigation of the effects of person memory on the target. In Study 1, scenarios were presented to two samples of undergraduates (both N = 43). In one sample, participants who read about an individual being forgotten at a high school reunion perceived the reunion to be less meaningful than those who read about the individual being remembered. The reunion attendee was not perceived to differ in likelihood of staying in contact with high school friends. In another sample, participants who imagined being forgotten, in comparison to being excluded, reported lower meaning in life, but did not differ in feelings of belongingness or indicators of social well-being. In Study 2 (N = 96), undergraduate women participated in two sessions. At the second session, they were randomly assigned to be complimented, remembered, forgotten, or receive no such information. Being forgotten resulted in lower meaning in life and lower need for affiliation, compared to all other groups. No differences in mood across condition were found in any of the three samples. Results indicated that being forgotten is a threat to the experience of meaning, in the absence of effects on mood and indicators of social motivation and well-being. Results are discussed in relation to the experience of meaning, person memory, and social relationships.

F111**ALLIANCE STYLES: CONSTRUCT VALIDITY AND IMPACT ON GROUP DYNAMICS**

Michelle J. Leybman¹, David C. Zuroff¹, Marc A. Fournier², Allison C. Kelly¹, Alia E. Martin¹; ¹McGill University, ²University

of Toronto – Based on evolutionary psychology, alliance styles were conceptualized in terms of four dimensions of individual differences in approaching cooperative relationships related to: favoring exploitiveness, fairness, altruism, and individualism. A measure of alliance styles was created to examine this newly developed construct. The present research aimed to evaluate the efficacy of the alliance style model, and to establish reliability and validity for the newly developed Alliance Style Questionnaire (ASQ). Furthermore, we examined the impact of alliance styles on subjective group satisfaction (measured by subjective group performance, intrinsic motivation, and need satisfaction) and objective group performance. A factor analysis supported the hypothesis that four dimensions characterized people's approaches to creating and maintaining alliances. Furthermore, results indicated that the ASQ demonstrated good internal consistency and construct validity. Specifically, multiple regressions analyses revealed that alliance styles were associated with constructs related to the self, Big Five traits, and evolutionary psychology constructs in the ways that were hypothesized. Multilevel modeling supported the hypothesis that alliances styles were related to both subjective group satisfaction and objective group performance. Subjective group performance was predicted by a group's mean level of fairness, and intrinsic motivation was predicted by a group's mean level of altruism. People who were more individualistic than their group members experienced low subjective performance and need satisfaction. Objective performance ratings on technical quality and the meeting of task requirements were predicted by low means of group altruism. This research has implications for various settings including businesses, schools, and therapeutic groups.

F112**ERP EVIDENCE OF GREATER PROCESSING COST FOR NEGATIVE PARTNER BEHAVIORS IN ATTACHMENT-RELATED SITUATIONS**

Vivian Zayas¹, Yuichi Shoda², Walter Mischel³, Lee Osterhout², Melissa Takahashi²; ¹Cornell University, ²University of Washington, ³Columbia University – People expect responsive and supportive behaviors from their partners, particularly in situations in which they actively seek their partners' support. The goal of the present research was to examine the pattern of neurophysiological activity in response to partners' behaviors that confirm or violate such expectations. Event Related Potentials (ERP) were recorded while participants performed a lexical decision task. We focused specifically on the N400 ERP component, which has been shown to be more negative-going when targets require greater semantic analyses. ERP results suggest the following: (i) When primed by attachment-related contexts ("If I need help, my partner will be"), participants find it more difficult to integrate negative partner behaviors (e.g., "distant" or "ignoring") compared to positive behaviors (e.g., "available" or "supporting"). (ii) This effect was most pronounced among individuals who were characterized as being sensitive and vigilant to rejection cues (i.e., preoccupied attachment style). Analyses involving nonattachment primes indicated that these findings were not due simply to negative targets eliciting greater analyses. Results of this research highlight the utility of ERP for investigating cognitive-affective processing of social stimuli.

F113**DECONSTRUCTING THE BETTER-THAN-AVERAGE EFFECT**

Corey Guenther¹, Mark Alicke¹; ¹Ohio University – The tendency for people to evaluate themselves more favorably than an average peer, or the better-than-average effect (BTAE), is one of social psychology's most perdurable findings. The BTAE has been largely construed as a type of social comparison in which the self is evaluated against a normative standard. Yet, the specifics of how this comparison is made are largely uncharted. The present studies approach this effect as a social judgment phenomenon that contains both motivational and perceptual-cognitive components. Because the self is a relatively high anchor, we assume that

ratings of an average peer are assimilated toward it. In Study 1 participants made absolute or comparative judgments of both the self and average peer on 23 trait dimensions. Results indicated that ratings of the self did not vary across conditions, but ratings of the average college student were higher when made in relation to the self than when made in isolation, $F(2, 314) = 4.08, p < .018$. Study 2 examined whether self-enhancement concerns might limit the amount of assimilation that occurs. Participants made 23 average peer judgments relative to either (a) self ratings, or (b) self ratings described as ratings previously given by another student. As expected, the degree to which average peer ratings were assimilated was less when the anchor was believed to be self ratings, $F(1, 77) = 4.46, p < .038$. Together, these studies support the idea that the BTAE is an assimilative comparison process in which self-enhancement motives limit the amount of assimilation that occurs.

FI14

THE EFFECT OF "FIT" BETWEEN BELIEFS ABOUT THE SOCIAL SELF AND THE FRAMING OF MATH TASKS ON ACHIEVEMENT *Sylvia Rodriguez¹, Rainer Romero-Canyas¹, Geraldine Downey¹, E. Tory Higgins¹; ¹Columbia University*—Previous research on academic achievement has shown that the manner in which task-relevant information is presented affects performance (Mangels et al., 2006). We hypothesized that when information about school tasks is presented in ways that fit people's beliefs about their self-concept and their relation to others, people would show better performance on those tasks. Participants were presented with a challenging math task framed as one that provided a benefit to the individual self or a benefit to society. We predicted that performance would improve when there was a fit between participants' self-concept and the framing of the task. Using Oyserman's collectivism/individualism scale (1993), we looked at how participants' interrelatedness predicted task performance. We controlled for participants' need for achievement, need for affiliation and their scores on the other collectivism/individualism subscales. Results indicate that framing changes the way in which beliefs about the self in relation to others impact performance on the math task. In the society-benefit framework, higher interrelatedness is associated with better performance; this is not so in the individual-benefit condition. This suggests that framing the task in a way that is congruent with people's beliefs about the self affects motivation in a way that boosts performance. Possible mechanisms are considered. Implications for the relationship between aspects of one's interdependent or independent self-concept and the framing of academic work are discussed.

FI15

DRIVING MEN INTO SEMINARS ON SOCIAL SENSITIVITY AND AGGRESSION: EFFECTS OF MALE STEREOTYPES IN ADVERTISEMENTS *Randi Garcia¹, Kimberly Kahn², Paul Davies³; ¹University of Connecticut, ²University of California, Los Angeles, ³University of British Columbia*—Exposure to gender stereotypic commercials designed to activate female stereotypes has been shown to produce stereotype threat in women (Davies et al., 2002; 2005). After viewing negative commercials, women are more likely to avoid stereotype-relevant domains as a way to protect themselves from being negatively judged based on the activated gender stereotype. The current study examined whether exposure to stereotypic media advertisements could induce a similar stereotype-threat effect in men, influencing their decisions to participate in discussions in which males may be negatively stereotyped. Specifically, we focused on the negative male stereotypes of social insensitivity and aggression. Participants viewed either a set of control ads or a threatening set with five additional ads in which men were depicted stereotypically. Participants then completed a survey measuring their interest in twenty seminar courses, six of which involved potentially negative male stereotypes (e.g., The Cycle of Violence: Examining Intimate Partner Abuse). We hypothesized that the men who viewed the stereotypic ads would avoid these potentially threatening discussions due to stereotype threat. However, contrary to our hypothesis, the men

in the threat condition were significantly more interested in the seminars involving male stereotypes than the men in the control condition. More research is needed to understand under what conditions stereotypes can lead people to avoid or approach stereotype-relevant domains.

FI16

ILLUSIONS OF CONTROL AND PATHOLOGICAL GAMBLING: MODERATING EFFECTS OF COPING AND GENDER *Kelly Christie¹, Hymie Anisman¹, Michael Wohl¹, Kimberly Matheson¹; ¹Carleton University*—Although pathological gambling has been associated with a number of negative financial and psychosocial consequences (e.g., stress, depression), relatively little is known about the factors which promote and maintain these behaviours across individuals. Previous research has suggested that poor coping skills and illusions of control over winning may render individuals vulnerable to developing gambling problems. Although these variables have been examined independently as predictors of pathological gambling, few studies have examined the relationship between coping and illusory control to determine whether these factors interact to promote greater severity or prevalence of gambling problems. The present study assessed the relationship between illusion of control, coping styles and gambling pathology among a sample of University students ($N = 307$). Consistent with previous research, illusion of control and emotion-focused coping uniquely predicted problem gambling. ANOVA revealed that among male gamblers, greater illusions of control were associated with more severe gambling pathology, regardless of coping style. Among females, however, the relationship between illusory control and gambling problems was moderated by coping style. Illusion of control was associated with problem gambling among women who engaged in avoidant and emotion-focused coping strategies, but not among women who engaged in more active, problem based coping strategies. These findings suggest that although illusion of control is predictive of problem gambling, this relationship may be influenced by coping style and gender. Prevention strategies may emphasize both the reduction of control beliefs and augmentation of problem-focused coping skills in order to inoculate individuals from developing gambling problems.

FI17

CULTURAL DIFFERENCES AND CONSISTENCY IN INTERACTIONS BETWEEN EYE GAZE AND EMOTION *Robert Franklin¹, Reginald Adams¹, Sakiko Yoshikawa²; ¹The Pennsylvania State University, ²Kyoto University*—Emotion and eye gaze are two powerful sources of social information which interact in a fundamental way. Direct eye gaze has been shown to facilitate the processing of approach emotions (anger/joy) and averted eye gaze has been shown to facilitate processing of avoidance emotions (fear/sadness) suggesting a shared signal account of this effect. However, the powerful attention capturing cue of direct gaze can facilitate the processing of any emotion. Cross-cultural studies of emotion have shown consistency in facial emotion detection but also culture-specific display rules. The role of direct and averted eye gaze also conveys culturally specific messages, implying that the role of gaze in emotion processing may be culturally dependent. Therefore, the current studies sought to examine if the interaction between gaze and emotion is culturally-specific or universal. In Study 1, when viewing Japanese facial expressions, native Japanese participants showed faster responding to direct-gaze joy and averted-gaze fear, replicating an interaction in line with the shared signal hypothesis. In Study 2, using the more difficult discrimination of anger and fear, however, direct gaze facilitated processing of both emotions. In Studies 3-4, this pattern held for U.S. White participants. To further examine these differences, an internal analysis showed that variation in speed of emotion recognition moderates the type of influence gaze has on emotion recognition. Faster recognition yields more interactivity, and slower recognition yields more direct gaze effects. This work offers preliminary evidence for an important moderator in the interaction between gaze and emotion and cultural consistency for this effect.

F118

AFFECTIVE PROCESSING IN CATEGORIZATION: UNDERSTANDING THE COGNITIVE STRUCTURE OF THE SELF

Christopher Ditzfeld¹, Carolin Showers¹; ¹University of Oklahoma – The compartmentalization model has focused on the structure of positive and negative self-beliefs for both self-esteem and mood fluctuation (Showers, 1992; Showers & Kling, 1996). While the consequences of emotional organization have been well represented, the structure of such emotional categorization has yet to be examined. As measures of emotional categorization, Niedenthal, Halberstadt, and Innes-Ker's (1999) triad task and face task were included with Gasper and Clore's (2002) global and local processing task. Initial findings showed a positive linear relationship between compartmentalized self-structure and the proportion of emotion-linked categorizations in happy triads, after controlling for mood; $\beta = .16, p < .05$ (Study 1). In Study 2, a quadratic relationship between compartmentalization and happy triads was discovered, perhaps due to a greater proportion of participants in extreme sad moods; $\beta = -.34, p < .05$. Compartmentalization did not affect the way participants responded to the global-local task; however, that task did seem to influence responses such that local responders with negative self-concepts endorsed more emotional categorizations for happy triads, Local x Percent Negative x Differential Importance; $\beta = -.17, p < .05$. Findings from the face task will be combined with the previous results. These studies suggest a dynamic view of affective processing within the compartmentalized structure which is related to a person's preference for global or local processing as well as their underlying emotional responses.

F119

ENDORSEMENT OF "NATURAL" EXPLANATIONS FOR THE SCIENCE GENDER GAP IN ACADEME PREDICTS IMPLICIT GENDER-SCIENCE STEREOTYPING

Frederick L. Smyth¹, Brian A. Nosek¹; ¹University of Virginia – Former Harvard president Lawrence Summers (2005) proposed "three broad hypotheses" that we label (1) FAMILYCHOICE, (2) NATURE, and (3) NURTURE to explain the underrepresentation of women among elite university science faculties: (1) women disproportionately prioritize family over career, (2) men are disproportionately endowed with high-end mathematical "intrinsic aptitude" (and naturally occurring scientific predisposition), and (3) differential socialization of boys and girls, discriminatory hiring and promotion. Since greater stereotyping is observed among people who view human nature as more fixed than malleable (Levy et al., 2001), we predicted greater implicit gender-science stereotyping among proponents of the NATURE hypothesis, especially, and of FAMILYCHOICE, as the latter hypothesis may be interpreted as reflecting "natural" gender differences. We also expected, following demonstrations of the pervasive influence of political ideology (Jost, Nosek, & Gosling, 2007), that conservatism would predict endorsement of the status quo hypotheses of FAMILYCHOICE and NATURE, and disagreement with the NURTURE hypothesis. Data from $N > 20,000$ Internet volunteers supported these predictions. Implicit science=gender stereotyping was positively related to endorsement of the NATURE hypothesis for both men and women, whether science or non-science majors, and also to FAMILYCHOICE endorsement for female science majors. As expected, conservatism predicted stronger endorsement of FAMILYCHOICE and NATURE hypotheses, weaker endorsement of the NURTURE hypothesis. Results suggest that a malleable view of science and math ability and interest is associated with decreased implicit gender-science stereotyping.

F120

CORE AMERICAN VALUES AS PREDICTORS OF SEXUAL PREJUDICE AND RACISM

Matthew Paolucci Callahan¹, Theresa Vescio¹; ¹Pennsylvania State University – This work examined relations among the Protestant Work Ethic (PWE), Traditional Family Ideology (TFI) and Egalitarian values with sexual prejudice and racism. Prior research

indicates that, among White Americans, endorsement of PWE values is positively associated with anti-black attitudes while egalitarianism is negatively associated. The present work examined the possibility that traditional family values (but not PWE or egalitarianism) would predict anti-gay and anti-lesbian attitudes. Participants ($N = 382$) completed measures of PWE and egalitarian value endorsement (Katz & Hass, 1988), Traditional family ideology (Levinson & Hoffman, 1955), anti-black attitudes (Katz & Hass, 1988) and anti-gay/anti-lesbian attitudes (Herek, 1994). The data were analyzed with multiple regression. The results for racial attitudes were consistent with prior research: both PWE values and egalitarian values predicted anti-Black attitudes. However, in addition to these values, Traditional Family Ideology was also strongly associated with anti-black attitudes. The findings for sexual prejudice were consistent with predictions. Only traditional family ideology, but not PWE or egalitarianism predicted anti-gay and anti-lesbian attitudes. The implications of these findings are discussed.

F121

THE WHY OF WOW: PERSONALITY AND MOTIVATION WITHIN THE WORLD OF WARCRAFT

B. Austin Harley¹, Lindsay T. Graham¹, Samuel D. Gosling¹; ¹The University of Texas at Austin – Over the past 3 years there has been a rapid increase in the number of people playing massively multiplayer online role-playing games or "MMORPGs." The market leader is World of Warcraft (WoW) with over 8 million current subscribers. These games cater to a range of psychological needs from socializing and achievement to escapism and role-playing. Here we examine the possibility that different personality traits predict different motivations to play MMORPGs. 1,418 participants were surveyed (169 female, 1,249 male, mean age 26.03) using the Big Five Personality Inventory (BFI) and the adapted Motivational Survey for Gaming. Extraversion was positively associated with Social Motives. Immersive motives were associated positively with Neuroticism and negatively with Extraversion and Conscientiousness. Openness was associated with high Social and Immersive Motives. These findings point to the ways that different individuals draw on different facets of the game playing experience within a single MMORPG.

F122

PERSONALITY AND PROSOCIAL EMOTION: A TEST OF TWO COMPETING THEORIES

Meara M. Habashi¹, William G. Graziano¹; ¹Purdue University – Research on personality and emotion has focused on only two of the Big Five dimensions of personality, Extraversion and Neuroticism. Research on Agreeableness however, indicates that Agreeableness may play a crucial role in emotional responsiveness as well. Using Structural Equation Modeling, the current research will explore and compare two theories of personality and prosocial emotion, Watson's model of emotional expression incorporating Extraversion and Neuroticism (Watson & Clark; 1984) and Tobin's model of emotional expression incorporating Agreeableness and Neuroticism (Tobin, Graziano, Vanman, and Tassinari, 2000). Participants ($N=233$) were brought into the lab to evaluate a radio broadcast show. Replicating Batson's (1991) research on induced empathy, participants were randomly assigned to focus on the emotions of the victim (empathy condition) or focus on the technical aspects of the broadcast (technical condition). Participants later rated their emotions towards the victim and given the opportunity to help. Participants were also asked to rate their personality. Data were analyzed using Structural Equation Modeling procedures. Results indicate that the model incorporating Agreeableness and Neuroticism provided a better fit for the current data, than either the model incorporating Extraversion and Neuroticism, or a combined model incorporating all three dimensions. Results also indicate that this finding is moderated by whether participants were instructed to take an empathic perspective or not. These findings suggest that personality researchers have focused too narrowly on only two dimensions of the Big Five; future research should expand to include other dimensions of the Big Five.

F123

PERCEPTION IN VIRTUAL WORLDS: PERSONALITY IMPRESSIONS BASED ON AVATARS IN THE VIRTUAL WORLD SECOND LIFE *Jean-François Bélisle¹, H. Onur Bodur¹, Jacques Nantel²*; ¹Concordia University, ²HEC Montréal – This research examined personality impressions of an individual based on its avatar (a virtual personified representation created by means of computer technology) in a rapidly growing virtual world named Second Life, where identity claims are predominant. Authors used an adaptation of the Brunswik's lens model specifying links between individuals and their avatars and between avatars and observers' personality impressions of avatars. A total of 103 individuals sent their Second Life avatars' picture and answered questions about their self and ideal personalities using the five-factor model. These avatars were then viewed by 7 observers, who rated avatars' perceived personalities. The paper focuses on 5 issues: (1) interobservers' consensus on avatar's personality, (2) self-observers' agreement (3) cue utilization and cue validity, (4) individuals' impression management use and (5) observer's stereotype use. Observers' ratings based uniquely on avatars' were compared with: self-ratings, ideal-self ratings, and avatars' observable cues. Findings, which vary slightly across traits, suggest that (1) avatars elicit high level of similar impressions from independent observers for all dimensions, (2) observers' impressions show self-observer agreement comparable to those found in other comparable studies, (3) observers rely on particular avatars' cues to form valid impressions on individuals, (4) observers' impressions of individuals were enhanced for Extraversion and Openness, and (5) sex, race and attractiveness stereotypes partially mediate interobserver consensus and self-observer agreement. These findings suggest that identity claims found on avatars in Second Life are used to convey valid information about Agreeableness, Conscientiousness and Neurotism dimensions but enhanced one on Extraversion and Openness.

F124

THE CULTURE OF THE LAB: INFLUENCES OF THE COLLEGE SETTING ON SOCIAL PSYCHOLOGY'S VIEW OF THE NATURE OF PREJUDICE. *James R. Davis¹, Patrick J. Henry²*; ¹DePaul University, ²DePaul University – The typical university culture is one that promotes tolerance and embraces diversity. Does this more liberal nature of the university culture systematically affect the way people respond to measures of prejudice? If so how, might these findings influence the conclusion that explicit measures of prejudice are plagued by response bias? Students completed two identical surveys that consisted of several commonly used measures of prejudice. The surveys were counterbalanced and administered (1) in a university classroom and (2) outside the classroom environment via the Internet. In this within-subjects design, we predicted that the university classroom would lead participants to indicate attitudes that are consistent with the liberal culture of the university (i.e. less prejudice) but the Internet version would lead participants to indicate attitudes less consistent with the university culture (i.e. more prejudice). The analyses support these predictions: In the university setting, participants reported significantly less prejudice, less endorsement of stereotypes and greater support for liberal racial policies than they do over the Internet. Moreover the correlations among these variables change significantly suggesting stronger relationships between variables in the Internet setting. These results have important implications for our understanding of the reactivity of explicit measures of prejudice. If college students respond in more liberal ways in a college setting compared to the privacy of their homes, then the reactivity of explicit measures of prejudice may be more to do with the cultural setting in which they are measured rather than the items themselves.

F125

BELIEF IN INTERVIEWS: THE PERSISTENCE OF AN ILLUSION *Robyn Dawes¹, Jason Dana², Nathaniel Peterson¹*; ¹Carnegie Mellon University, ²University of Pennsylvania – Widespread belief in the predictive validity of personal interviews persists despite a lack of evidence. We conducted experiments that point to a reason why: People can form confident, coherent impressions from even nonsense interviews. Using historical information and an interview, participants in the first studies predicted the GPAs of student interviewees who were trained to respond to questions either accurately or according to a pseudorandom system. Interviewers' predictive accuracy and subjective impressions of the quality of the interview information were both unperturbed by random responding. Subsequent predictions of other students' GPAs using only historical information and no interview were significantly more accurate. In the further studies, participants were asked, in a straightforward manner, about the validity of interviews as diagnostic tools. Based on their overwhelming preference for interviews in general and unstructured interviews specifically, we are able to conclude that while individual interviewer overconfidence is important it is not the only factor driving perceptions of validity.

F126

THE MULTIRACIAL PERSON: UNIVERSALLY TOLERANT? *Katie Lancaster¹, Mahzarin R. Banaji¹, Brian A. Nosek²*; ¹Harvard University, ²University of Virginia – Children of parents who belong to different racial groups are distinct in having a natural stake in multiple racial group identities. Their social status makes them an interesting group with which to study psychological processes of attitude and identity. We examined Implicit Association Test (IAT) data of multiracial participants collected from <http://implicit.harvard.edu/>. On four tests pertaining to race (Black-White race attitude and child-race attitude, skin-tone attitude, race-weapons stereotype) multiracial participants (n=55,387) demonstrated attitudes and stereotypes that fell mid-way between those exhibited by White and Black Americans. On non-race related tests (such as age, disability, and sexuality attitudes) multiracials showed consistently weaker preferences than members of other racial groups for the dominant (young, abled, straight) over stigmatized group (old, disabled, gay), suggesting more egalitarian implicit attitudes across social group categories, even outside of racial evaluations. These results suggest an exceptional psychological profile of the multiracial person. Their status appears to endow them with a more general tolerance.

F127

CONSTRUCT VALIDATION OF A NEW IMPLICIT LEXICAL MEASURE OF NEED FOR COGNITIVE CLOSURE *Rachel Calogero¹*; ¹University of Kent at Canterbury – This paper presents a program of construct validation for a new implicit lexical measure of need for cognitive closure (NFCC-L) based on natural language use. The NFCC-L is comprised of a 17-item sentence completion task that incorporates a lexicon of high NFCC and low NFCC words. Across eight studies with 1200 participants, the NFCC-L demonstrated excellent psychometric properties, convergent, discriminant, predictive, and substantive validity. The NFCC-L consistently converged with the traditional 42-item self-report measure of NFCC (NFCC-Q). The NFCC-L was positively associated with right-wing authoritarianism, sexist beliefs, and personal need for structure and unrelated to general self-esteem. Participants categorized as high NFCC and low NFCC based on NFCC-L scores reported theoretically predicted responses to measures of intergroup perception, with high NFCC reporting increased ingroup liking, perceived group homogeneity, and social projection compared to low NFCC. Consistent with findings using the NFCC-Q, the NFCC-L moderated the relationship between exposure to different combinations of sexist stereotype content and responses of system justification in men and women. Finally, the NFCC-L was used to prime NFCC. Participants primed with high NFCC and low NFCC target words reported

theoretically predicted responses to an object recognition task, with low NFCC primes producing increased hypothesis generation and questions asked about the task compared to high NFCC or neutral primes. Together, this program of research provides evidence for the construct validity of the NFCC-L. The validity and versatility of the NFCC-L to measure and change NFCC advances theories of epistemic closure and the measurement of motivated social cognition.

F128
INTERGENERATIONAL JUSTICE: CATEGORIZATION ELICITS COLLECTIVE GUILT FOR FUTURE HARM-DOING Mark

Ferguson¹, Nyla Branscombe¹; ¹University of Kansas – The decisions made by one generation of a group can affect the outcomes of its future members, raising issues of intergenerational justice. The present research examines whether harm-doing to ingroup members in the future—because of decisions made in the present—can lead to collective guilt. Thirty-nine college students participated in a study ostensibly designed to examine trends and policies at the university. Students first completed a manipulation aimed at inducing perceived similarity to or difference from ingroup members in the future. Participants then read about a student-supported tuition policy change that benefited present-day students at the expense of future students. The results show that students report more collective guilt for harming similar ingroup members than for harming dissimilar ingroup members. Students further report that the policy change will harm dissimilar ingroup members less than it will harm similar ingroup members. The results suggest that people can experience collective guilt for future harm-doing by their group, and this potentially has important implications for responses to contemporary political and environmental issues.

F129
SEEING CLEARLY THROUGH ROSE-COLOURED GLASSES: PARTNER PERCEPTIONS AND THE POSSIBILITY OF ACCURACY WITH BIAS Sandra D. Lackenbauer¹, Lorne Campbell¹, Harris Rubin¹, Garth Fletcher², Talia Troister³; ¹The University of Western Ontario,

²University of Canterbury, ³Queen's University – Recent theoretical work has argued that verifying (i.e., accurate) and enhancing (i.e., positively biased) appraisals of romantic partners are independent in nature and can serve distinct relationship functions (Fletcher, 2002; Gagne & Lydon, 2004). The purpose of the current experiment was to demonstrate that accuracy and bias in partner appraisals, when manipulated independently, both uniquely contribute to positive relationship perceptions, and also synergistically predict positive relationship perceptions. Both members of 53 dating couples participated in this research, and each partner was ostensibly shown, in private, their partner's ratings of them on 10 interpersonal traits. Participants were randomly assigned feedback that was high or low in accuracy (indicated by the correlation between self and 'partner' ratings) and high or low in positive bias (indicated by the difference between self and 'partner' mean ratings). In line with previous research, positively biased feedback increased participants' confidence and felt security regarding the future of their relationship, whereas highly accurate appraisals made participants feel more understood by their partners. Importantly, results revealed that more accurate and more positively biased feedback independently made people feel more positive about their partners and relationships. Furthermore, as expected, participants who received both highly accurate and positively biased feedback felt the most positively about their partners and relationships. The results of this experiment support the notion that accuracy and bias in interpersonal perceptions can be independently manipulated and that they contribute uniquely, and synergistically, to partner and relationship perceptions.

F130
DISTINGUISHING DOMINANCE AND PRESTIGE: VALIDATION OF A SELF-REPORT MEASURE OF TWO PATHWAYS TO STATUS Nicole Buttermore¹; ¹University of Michigan

– It has been proposed that individuals gain status via two distinct strategies: dominance, the use of force or the threat of force to gain resources, and prestige, the acquisition and deployment of skills that result in freely-conferred deference by others (Henrich & Gil-White, 2001). This conceptual distinction has recently been successfully operationalized as an individual difference measure using separate scales to measure self-perceived dominance and prestige. The present work seeks to establish the convergent and discriminant validity of these scales. Participants at four universities in the United States and one university in Singapore completed the dominance and prestige scales as well as various personality measures. The factor structure of the measures and the correlates of the scales were similar across cultures, providing evidence that dominance and prestige represent distinct facultative social strategies. This conceptual distinction can bring new clarity to research agendas in which constructs such as status, power, dominance, and leadership have historically been conflated.

F131
MIMICRY UNDERMINES ACADEMIC PERFORMANCE N. Pontus Leander¹, Tanya L. Chartrand¹; ¹Duke University

– Prior research has demonstrated that our social motives and interpersonal orientations may be nonconsciously triggered by those who mimic us (e.g., Chartrand & Bargh, 1999; Van Baaren et al., 2004). With a basic assumption that men and women may differ in their behavioral expressions of such motives, the present research examines how mimicry might affect our performance on gender-stereotyped academic tasks. Participants in each of four studies first engaged in a dyadic interaction with a confederate who either mimicked or “anti-mimicked” their nonverbal behaviors, after which the confederate was removed and participants completed the study on a nearby computer. In both Study 1 and Study 2, men who were mimicked performed better on a math task than women who were mimicked. In Study 3, participants instead completed GRE Verbal problems and an opposing pattern of results emerged: men and women who were mimicked did not differ in their performance, but men outperformed women in the anti-mimicry condition. Although the confederate's sex did not significantly affect these results, Study 4 (in progress) investigates whether participants' own gender becomes more salient as a function of mimicry, as assessed by a modified lexical decision task and a word-stem completion task. Preliminary analysis suggests a significant main effect of mimicry on participants' own gender salience. Understanding that behavioral coordination between interaction partners can significantly affect self-regulation (Finkel et al., 2006), the present studies highlight how individual differences may moderate the impact of those situations.

F132
BELIEVE IT OR NOT: THEOLOGICAL BELIEFS AND HELPING BEHAVIORS Jessica Clevering¹; ¹Claremont Graduate University

– This study explored the relationship between Christian theological beliefs and helping in-groups and out-groups. Inspired by Richard Niebuhr's Christ and Culture, five different beliefs about the role of Christians in society were used as predictors of helping. These beliefs were: Separation; a belief that Christians should be separate from the rest of society, Accommodation; a belief that Christian values are compatible with society's values, Hierarchy; a belief that Christians have higher moral duties than others, Paradox; a belief that the Christian is in tension with society, and Transformation; a belief that Christians should change society. A 6-item scale was created for each of these belief systems. Each proved to be reliable (alphas between .64 and .92) in a pilot study. An internet questionnaire was then administered to social science students in 7 Christian colleges. Results show a clear relationship between

theological belief and helping behaviors – even after controlling for social desirability, fundamentalism, and denominational membership. Agreement with the Accommodation view was negatively correlated with helping, and agreement with the Hierarchy view was positively correlated with helping, while the Separation view was significantly correlated with in-group helping but not out-group helping after controlling for other variables.

F133

PERSONALITY AND STRESSFUL LIFE EVENTS: A LIFE-COURSE PERSPECTIVE Sarah L. Horton¹, Howard S. Friedman¹; ¹University of California, Riverside – Unhealthy environments and stressful life events (“life stress”) have been linked to poor health outcomes, but to what extent does personality drive both the environments in which an individual resides and the events he or she experiences? Longitudinal studies are well-suited to examine the role of the individual in shaping, creating, gravitating toward, and selecting environments. Using data derived from the Terman Life Cycle Study, we examined the role of personality in predicting negative life events across five decades. This longitudinal study of 856 males and 672 females was begun in 1921 and continued throughout their lives, with participants completing assessments at five to ten year intervals. Personality, measured in early adulthood in 1940, was used to predict negative life events (e.g., career failures, bereavements) reported up through the 1980s and 1990s. Results indicate that personality does play a role in subsequent life events, although these are often (incorrectly) considered random events. High Neuroticism predicted experiencing more negative life events over the next five decades, and high Conscientiousness predicted experiencing fewer negative life events. Results suggest that stressful life events often are not simply random fluctuations in the environment that befall an individual; personality factors play an important role. Personality and life-course trajectories may be fruitfully incorporated into theories of stress and health.

F134

RESILIENCE AND VULNERABILITY TO DEPRESSIVE SYMPTOMS ASSOCIATED WITH DISCRIMINATION AMONG FIRST NATIONS PEOPLE WITHIN CANADA Amy Bombay¹, Kim Matheson¹, Hymie Anisman¹; ¹Carleton University – Ethnic discrimination profoundly influences well-being, and such outcomes are especially prominent among Aboriginal groups, including First Nations people within Canada. As marked individual differences exist in this respect, the present investigation assessed the contribution of factors that might contribute to resilience or vulnerability to the effects of discriminatory experiences on depressive mood. First Nations participants from across Canada (N = 127) completed an on-line questionnaire concerning discriminatory experiences (Contrada, 2001), ethnic identity (Cameron, 2002), social support (Bertera, 1997), unsupportive social interactions (Ingram, 2001), and depressive symptoms (Beck Depression Inventory). Regression analyses confirmed that past discrimination was associated with elevated depressive affect, but this relation was moderated by ethnic identity, perceived social support and unsupport. Among individuals who reported frequent discrimination, those who perceived tangible support from both in- and out-group members, and whose Aboriginal identity was positive and central to them displayed fewer depressive symptoms (i.e., greater resilience). Unsupport (i.e., not receiving support when reasonably expected), irrespective of whether it emanated from in-group or out-group members, was associated with increased depressive symptoms among individuals who experienced high levels of discrimination. This was particularly notable among those with weak ties to their Aboriginal identity. These data suggest that social support factors combined with a strong sense of identity promote resilience to the depressive effects of perceived discrimination, but such outcomes varied with the nature of the support, and the meaning of their connection to their Aboriginal identity.

F135

HEDONIC RESPONSE TO AMBIGUITY IN FICTION Jonathan Leavitt¹, Nicholas Christenfeld¹; ¹University of California at San Diego – People in all societies enjoy stories in various forms and are expert in assessing which ones they prefer, yet little is known about the factors that influence whether a person will like a story. Three experiments investigated the effect of ambiguity on hedonic response to short narrative fiction. In the first experiment, subjects rated story stimuli with ambiguous and unambiguous versions of the opening, middle, and closing. While the effects of ambiguity were inconsistent between stories, evidence suggested that clarity may be preferred when a positive outcome is apparent, implying an interaction between valence and ambiguity. A second experiment examined hedonic response to stories that were intrinsically positive or negative with ambiguous or unambiguous endings, with and without a time delay before rating, and found that unambiguous stories were initially preferred, but the delay benefited ambiguous and negatively valenced stories. A third experiment that investigated the effect of positive, negative, or ambiguous outcomes for the same story found that hedonic ratings shifted in accord with the positivity of the valence, and that expectation for a particular valenced outcome had no effect on preferences. These experiments also suggested that people who like fiction, while more critical readers, are less appreciative of ambiguity.

F136

WHAT'S BEHIND ANGER – APPROACH OR AVOIDANCE MOTIVATION? Regina Krieglmeier¹, Roland Deutsch¹, Fritz Strack¹; ¹University of Würzburg – Emotion research has always tried to reduce the diversity of stimuli, emotions and behaviors to few dimensions or systems. A prominent approach is the idea of two underlying motivational systems that guide information processing. According to this account one system is sensitive to positivity and regulates approach behavior, whereas another system is sensitive to negativity and regulates avoidance behavior. Although this basic classification received ample empirical support, it is unclear how frustration (i.e. obstacles blocking goal pursuit) and anger relate to these systems. Some propose that frustration and anger are approach-related by arguing that approach motivation helps to approach the blocked goal or to act against anger-eliciting stimuli. Others focus on the valence dimension and claim that due to their negative valence, frustration and anger are associated with avoidance. Unfortunately, conclusive evidence is presently missing. Confirming the latter position we demonstrated in three experiments that frustration as well as anger elicits avoidance motivation. In particular, we applied two different approach / avoidance paradigms to measure which behavioral tendencies are immediately activated by these kind of stimuli. It turned out that goal blocking in an achievement task as well as idiosyncratic anger stimuli facilitate avoidance behavior. Moreover, we investigated how relevant appraisals moderate this relationship. Interestingly, appraisals of controllability did not influence avoidance tendencies. Appraisals of illegitimacy, however, increased avoidance orientation. In sum, these experiments confirm the assumption of a fundamental relationship between negativity and avoidance motivation.

F137

LOOKING BLACK: SOCIAL CLASS AND RACIAL MEMORY Clara Wilkins¹, Cheryl Kaiser¹; ¹University of Washington – Stereotyped expectations affect cognitive processes, including biasing social memory and visual perception (Eberhardt, Dasgupta & Banaszynski, 2003). This study examined how stereotypes about social class shaped participants' visual memory for the afrocentricity of racially ambiguous faces. Participants (N = 149) viewed one of several digitally morphed racially ambiguous faces (50% Black/White) paired with a description indicating that the target came from a working class or middle class background, or no social class information was provided. After a distracter task, participants were asked to recognize the original target face from a lineup

of faces varying in afrocentricity. We hypothesized that, compared to the control condition, racially ambiguous faces would be misremembered as “blacker” if a working-class background was cued, and as “whiter” if a middle-class background was cued. The hypotheses were partially confirmed among ethnic minority participants. Ethnic minority participants remembered the target face as looking “whiter” when it was paired with a middle-class background than when it was paired with no social class information, or a working-class background. Contrary to hypotheses, White participants misremembered the working class target as looking “whiter” than the middle-class or control target. This is possibly the result of a contrast effect among White participants who may have had stronger race-class stereotypes (expected a “blacker” working class face) than minority participants. Because more afrocentric Blacks are more susceptible to experiencing discrimination (Blair, Judd & Chapleau 2004), it is important to better understand the ways in which social factors (such as class) affect how “blackness” is perceived.

F138

MASS CULTURE MEDIA PREFERENCES REFLECT INDIVIDUALS' PERSONAL RELATIONSHIP PATTERNS

Michael A. Faber¹, John D. Mayer¹; ¹University of New Hampshire – Personal preferences in rich cultural media such as popular music and fine art can be indicative of some generally stable personality characteristics such as traits (e.g., Rentfrow & Gosling, 2003). This research program was designed to demonstrate whether popular media preferences (e.g., music, movies, books and magazines, television, and art) also can be used to predict people's attitudes and behaviors in other areas of life. Media preference patterns here are examined in regard to close interpersonal relationships with friends and romantic partners. A college student sample completed self-judgment questionnaires pertaining to their love styles and attitudes towards close relationships (Fraley, Waller & Brennan, 2000; Hendrick & Hendrick, 1990); they also completed life space scales concerning their general activities related to these areas (Brackett & Mayer, 2007). Participants' tastes in rich culture media then were used to predict relationship-relevant criteria. Results indicate that mass media preferences are moderately predictive of constructs like adult attachment, attitudes towards love, and friendly and romantic relationship dynamics of behavior. For example, people who enjoy thrillers, espionage, and mystery books and movies tend to have romances that are more fleeting, shallow, and manipulative than those of others. Theoretically, the relationship between taste in mass media and actual relationships suggests a connection between those two kinds of mental models; while pragmatically, media preferences may serve as an unobtrusive means of personality assessment. Conversely, personality assessment could be used to guide people in their media choices.

F139

YOU CAN'T ALWAYS GET WHAT YOU WANT: DO DESIRABILITY AND PERCEIVED AVAILABILITY PREDICT OPTIMISM ABOUT FINDING A MARRIAGE PARTNER?

Carrie Bredow¹, Ted Huston¹; ¹The University of Texas at Austin – When it comes to finding a marriage partner, people cannot always get what they want. Empirical examinations of long-term mate selection have focused primarily on the qualities that people desire in a marriage partner (e.g., Buss et al., 2001; Fletcher et al., 1999). Much of this past work is based upon the assumption that desirable attributes are often limited in availability (Li et al., 2002). However, the extent to which prospective suitors consider the availability of attributes in conjunction with the desirability of these attributes has not been examined. Accordingly, in this study we examined the relationships between both the desirability and perceived availability of attributes and individuals' optimism about finding a suitable marriage partner. Unmarried individuals interested in the prospect of marriage (N=534) rated 20 attributes that previous research has suggested are valued in a spouse. Each attribute was rated on two dimensions: (a) the attribute's desirability in a marriage partner, and (b) the attribute's perceived availability. Participants also rated their own

mate value and their degree of optimism about finding a suitable marriage partner. Hierarchical regression analyses indicated that the availability of desired attributes significantly predicted partnering optimism. This association remained after controlling for the desirability of the attributes and the respondent's own mate value. Interestingly, the desirability of attributes did not predict partnering optimism. These findings suggest that the perceived availability of desirable attributes is a more important determinant of optimism about finding a suitable marriage partner than is the value placed on the attributes themselves.

F140

EVIDENCE FOR POSITIVE REACTIONS TO UPWARD COMPARISONS AND NEGATIVE REACTIONS TO DOWNWARD COMPARISONS IN ROMANTIC RELATIONSHIPS

Rebecca T. Pinkus¹, Penelope Lockwood², Ulrich Schimmack³, Marc A. Fournier⁴; ¹University at Buffalo, SUNY, ²University of Toronto, ³University of Toronto, Mississauga, ⁴University of Toronto, Scarborough – Typically, individuals respond negatively to upward comparisons (UCs), which highlight their inferiority, and positively to downward comparisons (DCs), which highlight their superiority. In romantic relationships, however, individuals might exhibit a different pattern of responses. To the extent that romantic partners share perspectives and outcomes with one another, they might respond positively to UCs and negatively to DCs. Sharing perspectives allows romantic partners to empathize with one another, and experience a partner's successes and failures as their own. Sharing outcomes allows romantic partners to gain from each other's successes and to lose from each other's failures. We hypothesized that in response to spontaneous comparisons, individuals in romantic relationships would exhibit an overall positive reaction to UCs and an overall negative reaction to DCs. In a two-week experience sampling study, 119 participants recorded their responses to naturally-occurring social comparisons to their partner on multiple dependent variables. Multilevel modeling analyses revealed that participants experienced more positive affect, negative self-evaluations, positive partner evaluations, and positive relationship evaluations following UCs than DCs. Thus, although UCs make people feel worse about themselves, they also make people happier, more satisfied with their partner, and more satisfied with their relationship than DCs. These findings support the notion that romantic partners' responses to comparisons are shaped by their capacity to empathize and share outcomes with one another: Individuals might feel proud of their superior partner's success, despite any potential negative self-evaluative consequences from UCs, and dissatisfied with their inferior partner's failure, despite any potential positive self-evaluative consequences from DCs.

F141

THE HUMBLE HAND: DISPOSITIONAL HUMILITY AND PROSOCIAL MOTIVATIONS FOR HELPING

Jordan LaBouff¹, Megan Johnson¹, Grace McCullough¹, Wade Rowatt¹; ¹Baylor University – This study reports one of the first discoveries of a positive association between a personality variable (i.e., humility) and apparently altruistically motivated acts of helping. Participants were provided with an unexpected opportunity to help a student in need after they learned that five of seven previous participants volunteered help (the high-pressure/egoistic motivation condition) or that two of seven previous participants volunteered help (the low-pressure/altruistic motivation condition). We hypothesized and found that measures of humility and helping positively correlate when altruistic motives, but not egoistic motives were evoked. The positive associations between humility and helping remained moderate in strength when state and trait empathy, state and trait personal distress, or trait perspective-taking were statistically controlled. These findings, particularly the incremental validity of humility measures in the prediction of altruistically motivated helping, are further evidence for the positive nature of humility relative to arrogance.

F142
THE EFFECTS OF EVOLVED MOTIVES ON PREDICTIONS OF FUTURE GROWTH AND DECAY Julie Huang¹, John Bargh¹; ¹Yale University

This research examines the influence of evolved motives on predictions of future change in stimuli unrelated to those motives. In previous work, we demonstrated that goals critical to natural selection pressures, such as mating goals, influence people's evaluation of organic objects at various stages of their lifespan, such that people primed with a mating goal are more sensitive to signals of growth and decay than controls. Here, we extend this work by testing the hypothesis that evolved motives nonconsciously alter people's anticipation of, and desire for, peak states in nature. In two studies, we show that incidentally priming a mating goal affects predictions of future growth and decay in living objects unrelated to mating concerns (e.g., fruits, plants, animals). In Study 1, participants primed with a mating goal estimated that underdeveloped living kinds (e.g., a green strawberry, a rosebud) would reach their peak stage of maturity sooner than participants in the control condition. In Study 2, participants primed with the mating goal predicted that fully developed living kinds (e.g., a ripe strawberry, a blossomed flower) would take longer to decay, compared to control participants. Taken together, these studies provide evidence that evolved goals alter predictions of biological events, even for stimuli that are unrelated to the goal's incentives. Extensions of this research explore how activation of the self-protection goal similarly alters participants' anticipation of peak states in nature.

F143
MY BIG FAT FAMILY: THE STIGMA-BY-ASSOCIATION EFFECT IN FAMILIES Arati Patel¹, John Pryor¹, Andrew Monroe², Glenn Reeder¹; ¹Illinois State University, ²University of Oregon

Goffman (1963) theorized that the devaluation associated with a stigma spreads through social structures associated with the stigmatized person. This research examined how stigma-by-association can result in the devaluation of the relatives of obese persons. Previous research has shown that families with obese kin often feel a shared stigma (Pierce & Wardle, 1997). In this research we investigated the spread of stigma to family members and how implicit and explicit attitudes about obesity potentially moderate the stigma-by-association effect. We hypothesized that implicit, spontaneously evoked attitudes would be more likely to spread to associated relatives. Participants were 77 college students who rated the attractiveness of men shown in photos with obese relatives and with thin relatives. Implicit anti-fat attitudes were measured using the Affect Misattribution Procedure (AMP; Payne, Cheng, Govorun, & Stewart, 2005). Explicit anti-fat attitudes were assessed using two different self report methods: a feeling thermometer and the Anti-Fat Attitudes scale (Crandall, 1994). Results supported the hypothesis such that when men were depicted with obese relatives they were rated as less attractive than when they were depicted with thin relatives. Analysis also revealed that participants generally held both implicit and explicit anti-fat attitudes. As hypothesized, the stigma-by-association effect was moderated by implicit anti-fat attitudes. There was also some evidence that explicit anti-fat attitudes measured with feeling thermometers moderated this effect, but when analyzed simultaneously, the moderating influence of implicit attitudes proved stronger. This study provides suggests that the stigma-by-association effect is related to reflexive affective reactions to stigmas.

F144
ACTING AS "ME" VERSUS ACTING AS "WE": A FUNCTIONAL DIFFERENCE BETWEEN ACTION AS A DEPERSONALIZED GROUP MEMBER AND ACTION AS AN INDIVIDUAL Devin Ray¹, Diane Mackie¹; ¹University of California, Santa Barbara

We investigate degree of consensus-seeking as a potential difference between action as a depersonalized group member and action as an individual. We reason that since action as a depersonalized group member is inherently more collective than action as an individual, the intention to act as a group

member should elicit a greater desire to confer with ingroup members than equivalent intent as an individual. This hypothesis is investigated in two studies. In both studies, participants imagined a scenario in which they and several ingroup members received an identical shared negative outcome. They received the outcome either because of their shared group membership or for individual reasons. In both studies, participants reported greater consensus-seeking and greater preference for collective over individual action when the cause of the negative outcome was perceived to be their shared group membership rather than individual factors. These results confirm our hypothesis and support a view of the depersonalized self as a functional regulator of collective action distinct from regulation of individual action.

F145
DETRIMENTAL EFFECTS OF SEXIST HUMOR: OUTGROUP DEROGATION OR IDENTITY THREAT? Kate Pickett¹, Glenn Adams¹; ¹University of Kansas

We examined the effects of sexist humor—both jokes that target women and jokes that target men—on women's experience of an education setting. Prevailing accounts of oppression as outgroup derogation imply that sexist humor produces harmful consequences for women only in the case of jokes that target women, but not jokes that target men. In contrast, a sociocultural approach emphasizes that detrimental manifestations of systemic oppression are not limited to instances of derogation, but instead include any situation where ideologies of oppression become salient. From this perspective, jokes that target men can produce harmful consequences for women by making salient broader ideologies of sexist oppression that trigger the experience of identity threat. To investigate these ideas, we randomly assigned women to rate jokes in 1 of 3 conditions: women-derogating, men-derogating, or a control condition. After rating jokes, participants completed a standardized math test. Results were consistent with the identity-threat hypothesis. Women exposed to sexist humor performed worse on the math test than did women in the control condition, regardless of whether this humor derogated women or derogated men. This evidence suggests that the detrimental effects of systemic oppression are not limited to instances of derogation. Instead, a larger climate of devaluation can elicit negative consequences for women, despite the experience of apparent local advantage or ingroup favoritism (e.g. the presence of jokes that target men).

F146
THE IMPACT OF SHYNESS AND INTERPERSONAL REJECTION ON THE PROCESSING OF SOCIAL INFORMATION Lauren Dennis¹, Todd Heatherton¹; ¹Dartmouth College

Recent research has shown that social rejection and shyness can affect processing of social information, influencing both attention and incidental memory (e.g., Gardner et al., 2000; Pozzulo et al., 2005). However, many of these studies have assessed participants' reactions to socially relevant stimuli in a nonsocial situation. The current study uses a realistic social interaction to study the effects of interpersonal rejection on cognition. Under the guise of a partner decision-making task, shy and nonshy female participants (N = 76) interacted with a same-sex confederate for 3 minutes. A list of topics was provided to guide the conversation, and the confederate's appearance, behaviors, and words were all carefully scripted and controlled. The confederate acted in either a neutral or a socially-rejecting manner. Participants were then asked to complete a set of tasks involving identification of facial expressions, subsequent recall of factual, behavioral, and appearance information from their earlier social interaction, and recognition of the emotional faces presented during the first task. Results indicate that although shyness and rejection interact to affect accuracy and speed in identifying emotional faces, later recognition of these faces is influenced primarily by shyness, with shy participants having significantly higher levels of accuracy across expressions as well as reduced response latencies. Recall for social information was also affected by an interaction of shyness and rejection, with shy participants

in the negative social interaction accurately recalling more information about their partner. These results reveal systematic biases in the processing of social information following interpersonal rejection.

F147**FIGHT OR FLIGHT? HOW ADJUNCT UNIVERSITY FACULTY REACT TO PERCEIVED RANK-BASED DISCRIMINATION**

Tracey Cronin¹, Heather Smith²; ¹University of Kansas, ²Sonoma State University – When will perceived discrimination based on employment status be associated with political protest and when will it be related to individual mobility strategies such as quitting? Data were collected from university faculty when the university was facing large budget cuts, downsizing, and student fee increases. The purpose of the study was to determine when perceived discrimination among adjunct university faculty (hired for short-term teaching contracts), whose job security was threatened during this time of crisis, predicts willingness to protest in contrast to willingness to leave their position. Surveys were mailed to five hundred and ninety six university faculty members (overall response rate = 62%). Adjunct faculty were selected for analyses for this study (N = 166, response rate for adjunct faculty = 67%). Faculty reported their experiences with rank-based discrimination and their willingness to protest or leave their position. They also rated their levels of job satisfaction and identification with 1) their organizational rank and 2) the faculty union (politicized collective identification). Perceptions of discrimination and politicized collective identification (defined as union membership and support for union ideals) predicted willingness to protest. Politicized collective identification mediated the relationship between rank-based discrimination and willingness to protest. Rank-based identification and job satisfaction predicted willingness to leave but only job satisfaction mediated the relationship between rank-based discrimination and willingness to leave. These results suggest that people will risk supporting collective protest only when personal experiences with group-based discrimination are translated into shared grievances that can be connected to an intergroup power struggle.

F148**DO ATTENTIONAL BIASES PREDICT HOW LATINOS EXPLAIN OTHERS' BEHAVIOR?**

Luis Omar Rivera¹, Kimberly Carrillo¹, Stephanie Quezada², Michael Zarate¹; ¹University of Texas at El Paso, ²Vassar College – Cross-cultural research suggests that people's attentional orientation influences the explanations they give for others' behavior. East Asians are generally more attentive to the contextual elements of a situation than are Westerners (Masuda & Nisbett, 2001) and tend to make more external attributions for others' behavior (Norenzayan, Choi, & Nisbett, 1999). Westerners are generally less contextually-oriented and tend to make more internal attributions for others' behavior. Although there is some evidence to suggest that, like East Asians, Latinos are more contextually-oriented than Westerners in general (Albert & Ah Ha, 2004), it is unknown whether Latinos express an attentional-attributional relationship similar to that of East Asians. The current research examined the prediction that the relationship between attentional tendencies and behavioral attribution among Latinos will dovetail with previous East Asian findings. Latinos (N = 27) reported on the focal and contextual changes made to consecutively presented scenes. In a separate task, they read scenarios in which deviant behavior occurred and reported on the extent to which behavior was internally and externally motivated. Contrary to predictions, Latinos did not show an attentional-attributional pattern similar to East Asians. Although correlational analyses failed to reach statistical significance, the opposite pattern was observed. The number of contextual changes reported was positively associated with the number of internal attributions made ($r = .16, p > .05$) and negatively associated with the number of external attributions made ($r = -.12, p > .05$). These results call into question the role of attentional orientation in behavioral attribution.

F149**MORAL CODES AND MORAL EMOTIONS: SOME ADDITIONAL SUPPORT FOR THE CAD-TRIAD HYPOTHESIS**

Michael Sulik¹, Ira Roseman¹; ¹Rutgers University – Although research on morality has primarily emphasized rationality (as in moral reasoning), there is increasing interest in the relationship between emotion and morality (e.g., Haidt, 2001). One widely-cited study (Rozin, Lowery, Imada, & Haidt, 1999) explored a link between three moral emotions (contempt, anger, and disgust) and three universal moral codes proposed by anthropologist Richard Shweder (community, autonomy, divinity). This correspondence was christened the CAD-triad Hypothesis. Rozin et al. (1999) created a number of situations to be relevant to the three moral codes, and tested their classification using participant ratings of community, autonomy, and divinity. In a second study, the researchers established an association between these classifications and the CAD emotions. Our study represents an attempt to replicate and extend these findings by assessing (1) whether it was indeed participants' utilization of the moral codes that mediated their emotional reactions and (2) how much of the emotional response was determined by the moral codes as opposed to other factors, including appraisal judgments. In a within-subjects design, undergraduates read six Rozin et al. (1999) scenarios, judged which emotion would be felt, and rated the scenarios' appraisal and moral code content. Overall, we found that moral code classification predicted emotional reactions, and moral code ratings (rather than appraisals) fully mediated this effect. However, a more fine-grained analysis found that ratings of moral codes significantly predicted emotion in only two of the six situations, indicating a large amount of residual situational variance. Possible interpretations of these findings are discussed.

F150**I THINK THEREFORE I FEEL: THE ROLE OF AFFECT IN SEARCHING FOR INFORMATION IN POLITICAL CAMPAIGNS**

Michael Parker¹, Linda Isbell¹; ¹University of Massachusetts at Amherst – This experiment investigated the influence of discrete affective states (happiness, sadness, fear, anger) on how individuals search for information during impression formation. Following an experimental mood manipulation, participants were presented with two ostensibly real Democratic candidates running in a primary election. Participants were permitted to select both general (e.g., political orientation) and specific (e.g., issue positions) information about each candidate using a web-based program and were given unlimited time to search. After completing their search, participants reported their vote choice and confidence in each candidate. Results were contingent upon participants' political orientation. Liberals, who are intrinsically more interested in a Democratic primary responded in line with predictions generated by research on the informative functions of affect and the appraisal tendency approach. That is, liberals in sad and fearful moods (which are accompanied by feelings of uncertainty) searched for information longer than liberals in happy and angry moods (which are accompanied by feelings of certainty). The same pattern emerged for participants' confidence that the candidate they voted for would represent their best interests. The opposite pattern of results emerged for conservative participants, who are generally uninterested in Democratic primaries and may be least likely to "tune in" to affective information during such a task. Together, the results are consistent with research suggesting that cues associated with affect (i.e., certainty) may serve an informative function and influence the extent to which individuals feel confident about target information while forming impressions.

F151**ARE WE AWARE OF THE EXTERNAL FACTORS THAT INFLUENCE OUR FOOD INTAKE?**

Lenny R. Vartanian¹, C. Peter Herman², Brian Wansink³; ¹Syracuse University, ²University of Toronto, ³Cornell Uni-

versity—In addition to internal signals of hunger and satiety, external cues such as social and environmental factors are also powerful influences on individuals' food intake. In the spirit of Nisbett and Wilson (1977) we asked, Are people aware of the external factors that influence their food intake? In laboratory studies and field experiments, specific factors were manipulated in order to influence the amount of food that individuals consumed. Study 1 (n=122) found that, despite a strong correlation between the amount eaten by each member of a dyad, virtually none of the participants indicated that their intake was influenced by their partner's behavior: instead, they identified factors such as hunger and taste as the primary determinants of their intake. Study 2 (n=75) showed that participants' intake was strongly influenced by the behavior of others, yet they rated taste and hunger as much more important influences on their intake. Study 3 (n=457) found that when confronted with evidence that they probably overate as a result of a specific environmental factor (the size of the package of food), people actively denied being influenced by that factor. Building on the work of Nisbett and Wilson, it appears that people are unaware of certain external factors that influence their food intake, are willing to provide other plausible explanations for their intake, and actively deny being influenced by external factors. If external factors influence people's food intake without their awareness, then maintaining a healthy diet can be a challenge, with long-term consequences for health and well-being.

F152

IN SEARCH OF A STEREOTYPE THREAT EFFECT OF SOCIO-ECONOMIC STATUS ON THE ACADEMIC PERFORMANCE OF HIGH SCHOOL STUDENTS Benjamin Drury¹, Kathryn Oleson²; ¹University of Washington, ²Reed College – Academic achievement discrepancies between individuals of different socioeconomic backgrounds can be found within a single institution where students, regardless of socioeconomic status (SES), theoretically have access to the same resources and support. If not a matter of high SES individuals having access to superior learning resources, how do we explain this performance discrepancy? The current research presents one possible explanation for these discrepant outcomes by examining negative stereotypes of academic performance associated with low socioeconomic status through the lens of stereotype threat. We suggest that low SES students perform at a lower standard than high SES students when fearing that their actions might confirm negative stereotypes of academic performance for low income individuals. We further pose that anxiety may serve as a potential mediator of the effect. Participants completed a difficult verbal task under two conditions: either stereotype threat or no threat. Those in the threat condition completed a series of tasks designed to make their SES salient prior to the academic task. We did not find that low SES participants demonstrated weaker academic performance under stereotype threat than participants in the other conditions. However, consistent with our anxiety hypothesis, low SES participants in the threat condition did experience greater post-test emotional reactions than high SES participants or low SES participants in the no threat condition. Although these emotional reactions did not seem strong enough to lead to decreased performance, this increased anxiety may be informative in considering other possible explanations for the socioeconomic performance gap in academic arenas.

F153

JUSTIFIABLE HOMICIDE?: THE EFFECT OF PROSOCIAL GOAL ORIENTATION ON THE VIOLENT VIDEO GAME-AGGRESSION LINK Seth Gitter¹, Tyler Stillman¹, Roy Baumeister¹; ¹Florida State University—Previous research consistently shows that playing violent video games increases aggressive behavior (Anderson & Bushman, 2001). Video game companies dispute these results, suggesting that peripheral features of games (e.g., prosocial justification for aggressive behavior) ameliorate these effects. The research reported herein tests this hypothesis. Specifically it is proposed that individuals who engage in

violent actions in a virtual environment will be less aggressive if prosocial justification is provided for aggressive behavior than in the absence of such justification. Participants played one of three video games for 15 minutes. Participants played either a nonviolent game (NV), a violent game with no clear goal (VNG), or a violent game with a prosocial goal (VPG; i.e., they were required to harm others to protect another character). Participants then engaged in a version of the Taylor Competitive Reaction Time (CRT) task, which served as the measure of aggression. The standard effect was replicated, showing participants in the VNG condition to be significantly more aggressive than those in the NV condition. As hypothesized, participants in the VPG condition were less aggressive than those in the VNG condition but did not differ in aggressiveness from those in the NV condition. These findings suggest that post-violent game play aggression can be stifled by peripheral game features such as prosocial goal orientations. A cautious interpretation of the results is presented as results suggest that prosocial goals may only reduce post-game play aggression rather than completely ameliorating the effect of violent games on aggressive behavior.

F154

HOW SOCIAL ENERGY AFFECTS COOPERATION AND COMPETITION Donnah Canavan¹, Jessica Riggan¹; ¹Boston College – Social Energy is generated when people who enjoy each other's company participate in an activity of shared interest. It's the esprit de corps of the New England Patriots, Harry Potter fans, the Manhattan Project or sadly 9/11 First-responders. Canavan (2002) and her colleagues have shown that social energy results in enhanced intrinsic motivation, positive affect, psychological independence, and friendly social cohesiveness, as well as greater effort, persistence, quality and productivity. We hypothesized that because of shared intrinsic interest, that social energy would influence both competitive and cooperative orientations as described above. It would also protect a cooperative orientation against dysfunctions like conformity, carelessness, and loafing. In a 2X2 factorial design we manipulated Social Energy by having 49 undergraduate students imagine that they and five classmates were doing a project of either mutual interest or little interest. Following Deutsch (1977) all groups worked together; Cooperators expected a group grade and Competitors expected a grade reflecting their differential contributions. Participants reacted to this situation on a questionnaire. The results were as predicted. The checks on manipulations of Competition-Cooperation, and High-Low Social Energy were reliable. In HSE both groups were higher in intrinsic motivation, positive affect, friendliness, independence, interdependence and anticipated effort and product quality. Competition revealed more extrinsic motivation, conflict and evaluation-apprehension. Within Cooperation, only LSE showed the dysfunctions of conformity, cheating, and inaccuracy. The results suggest that social energy is a crucial ingredient separating the positive from the dysfunctional characteristics of cooperation and also making competition more friendly and productive.

F155

BEYOND CONSTRUAL LEVEL: THE RELEVANCE OF GOAL CONTENT IN DETERMINING PERSISTENCE Nicole McNichols¹, Yuichi Shoda¹; ¹University of Washington – High level construals involve focusing on the goal relevant, super-ordinate features of an event, and tend to encourage self-control and persistence (Fujita, Trope, Liberman & Levi-Sagi, 2006). We hypothesized, however, that persistence also depends not simply on the level of construal per se but also on the particular goal activated by the high level construal. After completing an alleged "Relationship Style Test," participants were falsely told that, according to their test results, their relationship style is "not very healthy and lacks maturity." Next, participants in the experimental condition were induced to form high level construals of the test by listing their goals relevant to receiving the feedback (Freitas, Gollwitzer & Trope, 2004). Although overall these participants persisted more than a control group on a

second, similar test ($F = 9.05, p < .005$), within the high level construal group, certain types of goal content did, in fact, lead to less persistence than others. Specifically, when having a "healthy, mature relationship," was judged as a being "a strong prerequisite" to a participant's most super-ordinate goal (e.g. "ensuring that my relationship lasts forever"), that participant was less likely to persist than when a healthy, mature relationship was not judged as being a strong prerequisite ($r = -.41, p < .05$). These results suggest that persistence depends not only on the level of construal, per se, but also on the relevance of the particular goal inherent to the construal.

F156**TIME WARP: WHEN AGENCY SHAPES THE PERCEIVED TIMING OF ACTIONS AND THEIR EFFECTS** Jeffrey P. Ebert¹, Daniel M. Wegner¹; ¹Harvard University

Action binding is a shift in the perceived timing of actions and their effects, such that the two events seem temporally closer than they actually are (Haggard, Clark, & Kalogeras, 2002). The present research asks whether a person's sense of agency - "I caused that to happen" - is related to the degree of binding experienced. Study 1 found that when an event was consistent, rather than inconsistent, with a prior action, both perceived agency and action binding increased, with agency mediating the relationship between consistency and binding. Study 2 found that when subjects were prompted to choose how to act they experienced greater binding for a subsequent event than when they were prompted with a command specifying how to act. There was also a tendency to experience greater binding among those who scored high on a measure of Thought-Action Fusion, or the belief that thinking about an event makes it more likely to occur, and weaker binding among those scoring high on the Beck Depression Inventory. Together, these results suggest that when situational or personological factors enhance feelings of agency, binding between actions and their effects is enhanced as well.

F157**INVESTIGATING THE ASSOCIATION BETWEEN EMPATHY AND MORAL DECISION MAKING: AN FMRI STUDY** Olga Antonenko¹, Carla Harenski¹, Kent Kiehl¹; ¹The MIND Institute/ The University of New Mexico

Previous research has established a relationship between dispositional (i.e. trait-based) empathy and moral behavior. However, the association between empathy and neural mechanisms underlying moral decision-making has not been studied. To investigate this, the current study examined the association between individual differences in two aspects of dispositional empathy - perspective taking and sympathy - and neural correlates of moral decision making. We predicted that greater levels of perspective taking would be positively correlated with anterior MPFC activity during moral decision-making, which is proposed to represent contextual event representations than inform moral judgments. We predicted that greater levels of sympathy would be positively correlated with ventral MPFC activity, which has been implicated in the integration of affective processing with moral decision-making. To test these hypotheses, 28 participants (14 female) were scanned using fMRI while they viewed unpleasant pictures that did or did not contain moral violations (e.g. drunk driving). Following each picture, participants rated the moral content of the scene (1=low, 5=high). To assess dispositional perspective taking and sympathy, participants completed the perspective taking (PT) and empathic concern (EC) subscales of the Interpersonal Reactivity Inventory (Davis, 1983). Consistent with hypotheses, PT was positively correlated with anterior mPFC activity during moral picture viewing. Contrary to hypotheses, EC was negatively correlated with ventral mPFC activity, and with activity in the posterior cingulate. These results support prior research implicating dispositional empathy in moral thought and behavior, and provide new evidence that these traits also contribute to neural mechanisms underlying moral decision-making.

F158**GENDER DIFFERENCES IN THE SELF-PRESENTATION OF BODY TYPE, AGE, AND STATUS IN MYSPACE.COM PROFILES** Sara J. Johnson¹, Kristina Matarazzo¹, Lauren M. Irwin¹, Cynthia Cerrentano¹; ¹Northern Illinois University

Trivers' (1972) theory of parental investment predicts that men, relative to women, will seek mates with higher reproductive value, whereas women, relative to men, will seek mates with higher earning potential. Evidence for these sex differences has been found cross culturally. Related research on personal advertisements has found that men are more likely than women to present status indicators (e.g., education, income, profession), whereas women are more likely than men to present indicators of reproductive value (e.g., physical attractiveness, youth). The present study examined the role of evolved mate preferences in shaping the profiles of individuals using the internet forum MySpace.com for dating. We coded profiles of 100 men and 100 women for the presentation of status (listing income, listing education level, displaying a status object in the profile picture) and presentation of attractiveness (listing body type, amount of skin revealed in the profile picture). We expected that men would present more indicators of status than women while women would present more indicators of physical attractiveness than men. Results partially supported our hypotheses. Men listed their income and displayed status objects more often than women, but there were no gender differences in how often education was listed. As predicted, women revealed more skin in their profile pictures than men. However, men not only listed their body types more often than women, but also listed more traditionally attractive body types than women. The implications of these findings for evolutionary psychological theories and the limitations of our study are discussed.

F159**PRIMING A POSITIVE SELF-VIEW TO COMBAT STEREOTYPE THREAT** Shen Zhang¹, Chad Forbes¹, Meghan Anaya¹, Toni Schmader¹; ¹University of Arizona

We argue that situations of stereotype threat activate a negative self-view in the relevant domain that creates cognitive conflict for domain identified individuals whose chronic self-views are likely to be positive. This primed sense of doubt might induce greater internalization of negative cues that can reduce cognitive efficiency and impair performance (Schmader & Johns, 2003). In the current study we hypothesize such processes can be counteracted by priming a positive self view in the context of a stereotyped domain that can boost working memory and reduce stereotype threat for individuals who are domain identified. White and stigmatized minority college students completed tests of working memory in a setting where they believed their verbal intelligence was being measured. To manipulate a positive/negative implicit self view, the working memory task contained either confidence or doubt primes subtly linked to the self (e.g., "I was capable/unsure of changing the light bulb from the ceiling in the dining room"). Results showed that domain identified minorities had higher working memory when primed with confidence than doubt, a pattern that was not present for Whites or low identified minorities. Additional analyses revealed that pretest negative thinking predicted lower working memory only among minority students primed with doubt, an effect that was eliminated when minorities were primed with confidence. These results suggest the critical role of an activated negative self-view in experiencing stereotype threat. Further, confidence reminders can be used to buffer stereotype threat among academically successful minority students.

F160**RELATIONSHIP BOLSTERING IN RELIGIOUS EXPERIENCE: ADULT ATTACHMENT STYLE MODERATES EFFECTS OF UNCONSCIOUS THREATS TO RELIGIOSITY** Michael Magee¹, Curtis Hardin²; ¹CUNY Graduate Center, ²Brooklyn College of CUNY

Research on the interpersonal foundations of religion has blossomed in recent years, including findings that adult attachment style predicts individual

religious experience (e.g., Kirkpatrick & Shaver, 1990). Complementing this approach, we have explored implications of shared reality theory that religiosity functions in part to defend particular relationships in which that religious experience is shared (e.g., Hardin & Conley, 2001; Magee & Hardin, 2006). Specifically, we tested the hypothesis that unconscious challenges to personal religious beliefs - in this case evolution - are defended in secure relationships. Personal religiosity was assessed after subliminal exposure to words either related or unrelated to evolution. In each trial, participants judged whether a "flash" presented randomly in one of the four quadrants of the screen appeared on the right-hand or left-hand side of the monitor. Each flash comprised a 100ms forward mask of 10 X's, a 80ms prime (e.g. Darwin, Dolphin), and a 200ms backward mask of 10 X's. Secure participants reported higher levels of religiosity after exposure to evolution related than unrelated words whereas avoidant and anxious-resistant participants reported lower levels of religiosity after evolution related than unrelated words (PRIME x ATTACHMENT STYLE interaction, $F(1, 90) = 3.368$, $p = 0.04$, $\eta^2 = .089$). Hence, consistent with shared reality theory, unconscious threats to religious experience are actively defended if religious experience is shared with important others, whether assessed by attachment style, as we have here, or whether religion is shared with a parent, as we have found previously and replicated here.

FI61

A CROSS-NATIONAL COMPARISON OF SOCIAL VALUE ORIENTATION

*Dong-Won Choi*¹; ¹California State University East Bay – Social value orientation (SVO) is an individual preference for certain distribution of resources between oneself and others in interdependent situations (e.g., Messick & McClintock, 1968). The purpose of this study was to compare SVOs between participants in the U.S. and South Korea. College students from each country completed a widely used pencil-and-paper measure of SVO, in which they made choices among three alternative point distributions between oneself and another person (Van Lange, Otten, De Bruin, & Joireman, 1997). "The other person" was either described as someone they knew and expected to meet again (acquaintance condition), or a stranger they did not expect to meet again. The prosocial choice maximized mutual earnings by the self and the other; the "individualistic choice" maximized one's own earning; and the "competitive choice" maximized the difference between one's own and the other's earnings. Participants were categorized as "prosocials," "individualists," or "competitors" based on their dominant choice. Based on prior works on culture (e.g., Triandis, 1995), it was hypothesized that Korean participants would be more prosocial, less individualistic, and less competitive than American participants in the acquaintance condition. The reverse was predicted for the stranger condition. However, unexpected results were found: There was a higher percentage of prosocials and a lower percentage of individualists among American participants compared to Korean participants, regardless of who the other person was. Implications in regards to predicting cross-national differences in SVO and suggestions for future studies are discussed.

FI62

MOTIVATIONAL SYSTEMS OF THE SELF: IMPLICATIONS FOR EATING DISORDERS

*Mary Teresa Granillo*¹, *Jennifer Crocker*¹; ¹University of Michigan – With the rising prevalence of eating disorders in the U.S., there has been increased interest and research on these disorders (Frank & Thomas, 2003). A majority of clinical research has been concerned with etiological factors and treatment options that emphasize the importance of self-esteem. Current treatment largely focuses on boosting self-esteem as a means to recovery (Garner, Vitousek, & Pike, 1997). Recent research suggests that the pursuit of self-esteem may not be as beneficial as once believed (Crocker & Park, 2004), particularly for eating disorder patients (Surgenor, Maguire, Russell, & Touyz, 2006). Thus, we believe that treatment of eating disorders may benefit from decreasing self-focus and instead encouraging patients to direct their

focus on others. We tested this prediction using the egosystem-ecosystem motivational framework developed by Crocker and colleagues (2006). Ecosystem motivation and goals are directed toward supporting and giving to others and contributing to something larger than the self. Egosystem motivation and goals are largely focused on protecting or inflating desired self-images. We predicted that females who were motivated by egosystem goals would experience more eating disorder symptoms/behaviors and females motivated by ecosystem goals would experience less eating disorder symptoms/behaviors. Results supported our predictions and suggest that egosystem motivational goals may be a risk factor for eating disorder patients, whereas ecosystem motivational goals may serve as a protective factor. These findings have implications for eating disorder treatment, such that it may be beneficial to decrease self-focused treatment options, and instead develop an ecosystem treatment approach.

FI63

FIVE-FACTOR MODEL PERSONALITY PROFILES OF DRUG USERS

*Antonio Terracciano*¹, *Rosa Crum*², *Paul Costa*¹; ¹Laboratory of Personality and Cognition, National Institute on Aging, NIH, ²Johns Hopkins Bloomberg School of Public Health – Aims: To investigate the association of Five-Factor Model (FFM) personality traits with tobacco, marijuana, cocaine, and heroin use. Personality profiles provide insight into the similarity and differences between drug users. Design: Cross-sectional cohort study from the Epidemiologic Catchment Area (ECA) program in Baltimore, MD, USA. Participants: Adult community sample (N = 1,102; mean age = 57) from a wide range of socio-economic conditions. Measurements: Self-report Revised NEO Personality Inventory (NEO-PI-R) and systematic interview on psychoactive substance use. Findings: Compared to never smokers, current cigarette smokers score lower on Conscientiousness and higher on Neuroticism. By contrast, marijuana users score high on Openness to Experience, average on Neuroticism, but low on Agreeableness and Conscientiousness. The profile of cocaine/heroin users showed the most dramatic differences compared to other drug users and controls, with extremely high Neuroticism, especially Vulnerability, and extremely low level of Conscientiousness, particularly Competence, Achievement-Striving, and Deliberation. Conclusions: A common set of FFM dimensions are linked to cigarette smoking and cocaine/heroin use. In addition to confirming high levels of negative affect and impulsive traits, this study highlights the links between drug use and low Conscientiousness.

FI64

SEARCHING FOR PRIVACY IN ALL THE WRONG PLACES

*Leslie John*¹, *Alessandro Acquisti*¹, *George Loewenstein*¹; ¹Carnegie Mellon University – Previous research has demonstrated inconsistencies in peoples' responses to situations in which they are asked to disclose personal information. We conducted a set of survey-based experiments to test individuals' willingness to disclose private information about their health, finances, and sexuality under different conditions. The first study examined the effects of reassurance on people's propensity to disclose private information. Prior to answering questions about sensitive behaviors, participants were either given no assurance of privacy, a weak assurance, or a very strong assurance. Results indicated a paradoxical effect of reassurance: substantive assurances of confidentiality backfired, making individuals less likely to admit to having engaged in sensitive behaviors. The second study examined the impact of covert versus overt inquiries about sensitive behaviors. Participants rated the severity of a series of ethically questionable behaviors. Relative to controls, participants who had been instructed to rate only those behaviors in which they had not engaged (omission) were more likely to admit to having done the highly unethical behaviors, followed by those who had been instructed to rate only those in which they had engaged (commission). A third study revealed effects of question order, including a decrease in disclosure when the questions were asked in an order of

increasing sensitivity. Taken together, these studies suggest that people are not generally concerned about their privacy unless their attention is called to it. Propensity to disclose private information likely depends on a wide range of motives, not all of which are normatively appropriate.

F165

DIFFERENCES IN ACADEMIC SELF-CONCEPT AND PERCEIVED STUDENT-FACULTY INTERACTIONS Meera Komarraju¹, Sergey Musulkin², ¹Southern Illinois University Carbondale, ²Southern Illinois University Carbondale – In this study we investigated whether differences in students' academic self-concept were related to their perceptions of student-faculty interactions. Using responses to the 40-item academic self-concept scale (Reynolds, 1988) we identified 112 students with a strong academic self-concept and 120 students with a weaker academic self-concept. We compared their responses to the 40-item Student-Professor Interaction Scale (SPIS, Cokley, Komarraju, Patel, Castillon, Rosales, Pickett, Piedrahita, Ravitch, and Pang, 2004) and the 28-item Academic Motivations Scale (AMS, Vallerand, Pelletier, Blais, Briere, Senecal, & Vallieres, 1992). ANOVA results indicated that students who had confidence in their ability to succeed had higher intrinsic motivation and positive perceptions of faculty as being approachable, accessible, respectful, caring, connected, supportive of career development, and engaging in informal interactions. In contrast, students less sure of their capabilities reported being more apathetic and unmotivated; they also perceived student-faculty interactions to be significantly more negative. They viewed faculty members as being distant and uninterested in them. Further, a comparison of correlation analyses across the two groups revealed that students with a strong academic self-concept reported a significantly positive relationship between intrinsic motivation and perceiving faculty as being accessible; whereas students with a weak academic self-concept reported a negative relationship between amotivation and feeling respected by faculty members. These findings would be of interest and relevance to teachers and administrators as they suggest that relationships between faculty and students are critical and quite complex and could influence and be influenced by students' self-concepts and level of motivation.

F166

PERCEIVED SOCIAL SUPPORT AND ALEXITHYMIA MODERATE THE BENEFITS OF INTERPERSONAL DISCLOSURE Olga M. Slavin¹, Jay L. Cohen¹, Lindsay M. Sander¹, Mark A. Lumley¹; ¹Wayne State University – Written emotional disclosure about stress can improve stress and health symptoms, but these effects are weak and probably depend on personality characteristics. Furthermore, most disclosure occurs interpersonally, but whether a listener should be active and facilitate emotional disclosure or passive and non-directive is unknown. We compared the effects of facilitated versus passive interpersonal disclosure and examined how individual differences in perceived social support and alexithymia moderate the benefits of these approaches. Thirty-six undergraduates (mean age = 22.6) reporting unresolved emotional stressors completed the Social Provisions Scale and Toronto Alexithymia Scale-20 and were randomized to one of two single-session disclosure conditions: (1) an active facilitator who encouraged emotional expression and processing, or (2) a passive yet empathic listener. Cognitive avoidance and health symptoms were measured at baseline and 6-week follow-up. Overall, the two conditions did not differ on the outcomes. However, those high in perceived social support experienced significant reductions in avoidance when engaged in facilitated disclosure relative to passive disclosure ($z = 2.00, p < .05$), while GI symptoms worsened ($z = 2.07, p < .05$), and URI symptoms showed no difference. Those with high difficulty identifying or describing feelings (alexithymia) experienced reductions in URI symptoms in passive disclosure relative to facilitated disclosure ($z = 2.22, p < .05; z = 2.27, p < .05$), but there were no moderator effects for avoidance or GI symptoms. These findings suggest

that a match between personality and social interaction influences the benefits derived from interpersonal disclosure.

F167

MICHELANGELO PHENOMENON: PARTNER AFFIRMATION AND CLARITY OF THE IDEAL SELF Madoka Kumashiro¹, Caryl E. Rusbul²; ¹Goldsmiths College, University of London, ²Free University of Amsterdam – Work on the Michelangelo phenomenon (Drigotas et al., 1998) has shown that close partners can help each other achieve vital ideal-relevant goals through the process of partner affirmation – behaving toward the self in a manner congruent with the self's ideal. Research to date has focused on partner's behaviors in facilitating self's personal growth, but not on self processes that contribute to this process. We propose that clarity of the ideal self plays a crucial role. To the extent that the ideal self is a future desired self, individuals who have a clearer sense of the person they wish to become and the type of goals they wish to pursue should be more likely to move closer to their ideals. Partner affirmation is hypothesized to strengthen the clarity of the ideal self. In the current study, 125 couples completed daily diary records for 8 days. Multilevel modeling residualized lagged analyses revealed that previous day's level of partner affirmation promoted next day's level of clarity of the ideal self. In turn, clarity of the ideal self mediated the association between partner affirmation and movement toward important ideal-relevant goals. Similar patterns were observed using global measures of partner affirmation, ideal self-concept clarity and movement toward the ideal self. A follow-up questionnaire administered 1 year later revealed that daily levels of ideal self-clarity continued to promote global levels of movement toward the ideal self. Broader implications of the present research in understanding important partner dynamics for central self processes are discussed.

F168

THE SELF-PROTECTIVE FUNCTION OF THE MYTH OF THE MODEL MINORITY: POSITIVELY STEREOTYPING ASIAN AMERICANS PROTECTS WHITES' SELF-ESTEEM Caitlin M. Hogan^{1,2}, Brian S. Lowery^{1,3}; ¹Stanford Graduate School of Business – Whites believe Asian Americans are a model minority group that has succeeded despite racial discrimination (Karlins, Coffman, & Walters, 1969; Maykovich, 1972). This belief might legitimize Whites' dominant position in society because it serves as proof that people of all racial groups can succeed by working hard. Given that Whites experience threat to their self-esteem if they believe their position in society is not legitimate (Knowles & Lowery, 2006; Lowery et al., 2006), it is possible that Whites endorse the myth of the model minority to protect their self-esteem. In the current study, we found that endorsement of positive stereotypes of Asian Americans increased Whites' belief that the United States is a meritocracy and increased their self-esteem. Further, the belief that the United States operates as a meritocracy mediated the effect of positive Asian-American stereotyping on Whites' self-esteem. These results suggest that Whites can use the myth of the model minority as proof that the United States is a meritocracy in order to protect their self-esteem.

F169

LIKING IS FOR DOING: LOCOMOTION AND THE SHIFTING OF VALUE IN GOAL SYSTEMS Edward Orehek¹, Grainne M. Fitzsimons², Arie W. Kruglanski¹; ¹University of Maryland, ²University of Waterloo – Individuals whose regulatory mode is dispositionally oriented towards locomotion prefer incessant movement away from current states and toward adopted goal states. Such an emphasis on perpetual motion should lead to (1) increased value placed on goals prior to attainment, referred to as the value exaggeration hypothesis, but also (2) decreased value accorded to those goals once attained, referred to as the systemic shift hypothesis. In support of the value exaggeration hypothesis, we found that high (vs. low) locomotors make more positive affective forecasts regarding the completion of an important course project. In

addition, Study 2 found that high (vs. low) locomotors reported greater liking for people currently serving as means to adopted goals. In support of the systemic-shift hypothesis, Study 3 found that high (vs. low) locomotors cognitively deactivated the people who served as means to an achievement goal following information suggesting goal progress. In addition, high (vs. low) locomotors reported feeling less close to people who served as means to the goal following goal progress. Finally, Study 4 found that high (vs. low) locomotors shifted goal systems following information suggesting progress on a focal goal, as indicated by lesser approach related responses to people who served as means to the focal goal, but greater approach responses to people who served as means to an alternative goal. These data suggest that locomotors value goal systems that have the potential to facilitate movement, but devalue goal systems that have been attained because they do not provide the opportunity for action.

F170

THE QUICKEST TO JUDGE: REDUCED HEART RATE WHILE FEELING DISGUST HASTENS MORAL JUDGMENTS OF PURITY AND IMPURITY E.J. Horberg¹, Dacher Keltner¹, Christopher Oveis¹; ¹University of California, Berkeley – When feeling disgust, people become more critical of moral violations (Wheatley & Haidt, 2005), and more praiseful of moral virtues, particularly for issues related to purity and impurity (Keltner, Horberg & Oveis, 2006). Importantly, an emotion's impact on moral judgment may be partly due to psychophysiological changes, as demonstrated in a recent study of compassion, vagal tone and morality (Oveis, Horberg & Keltner, 2006). Although disgust is known to lower heart rate (Levenson, 1992), no studies have examined the role of reduced heart rate in the link between disgust and moral judgment. To build on these past studies, the present experiment investigated the impact of disgust and heart rate on moral judgments of purity and impurity. We hypothesized that participants would be faster to criticize impurity and praise purity when jointly experiencing disgust and a slower heart rate. Seventy-nine participants underwent an emotion induction of either disgust or fear (control) while their heart rate was monitored. Afterwards, participants completed a computerized moral judgment task where they classified purity words (e.g., "clean", "fresh") and impurity words (e.g., "dirty", "pollution") as either Right or Wrong. Results confirmed the predicted interaction: participants in the disgust condition with slower heart rate were the quickest to classify purity words as Right and impurity words as Wrong. Overall, these results suggest that disgust amplifies the moral value attached to purity when the emotion is reflected in the individual's somatic state.

F171

THE INTERPERSONAL NATURE OF EMPATHIC ACCURACY Jamil Zaki¹, Niall Bolger¹, Kevin Ochsner¹; ¹Columbia University – Although current theories suggest that affective empathy – perceivers' shared experience of social targets' emotions – should contribute to empathic accuracy – perceivers' ability to accurately understand targets' emotions – extant research has failed to consistently demonstrate a correspondence between these types of empathy. Here we reasoned that prior null findings may be attributable to a failure to account for the fundamentally interpersonal nature of empathy, and tested the prediction that empathic accuracy may depend upon qualities of both perceivers and of social targets. Specifically, a target's tendency to express emotion could increase the "readability" of their emotions, and in turn increase a perceiver's ability to empathize with those emotions. Using a continuous affect-rating paradigm, we found that perceiver trait empathy was unrelated to empathic accuracy unless a target's trait expressivity was taken into account: perceiver empathy predicted accuracy only for expressive targets. Follow-up studies clarified how empathic accuracy depends upon specific channels of information by asking new groups of perceivers to rate target's emotions on the basis of only 1) auditory (verbal and prosodic), 2) visual or 3) linguistic cues. In addition, Latent

Semantic Analysis (LSA) suggested that the differential readability of expressive and non-expressive targets may be related to their use of specific linguistic cues. Taken together, these results suggest that perceivers' emotional empathy is related to their cognitive empathic accuracy, but that these relationships can be clarified only by adopting an interpersonal approach that unpacks the contributions of both targets and perceivers to empathic accuracy.

F172

ARE YOU ANGRY AT ME? THE IMPORTANCE OF MEANING AND TARGET WHEN IMITATING EMOTION Sytse van der Velde¹, Diederik Stapel², Ernestine Gordijn¹; ¹University of Groningen, ²Tilburg University – Can imitation lead to less liking? Most imitation studies would suggest that it can not: that imitation always leads to more liking. These studies often look at the imitating of neutral behavior whereas behavior in real life is rarely neutral. We have shown that imitation of meaningful behavior like emotions can in fact lead to less liking. In the current studies we show in more detail how meaning of behavior can affect imitation. We show that when the meaning is unfriendly such as when the stimulus person is angry at the observer, this will be exacerbated by imitation and cause less liking to occur. However when it is clear that the stimulus person is not angry at the observer this effect disappears. This shows that in the same situation with exactly the same behavior changing the meaning of that behavior changes the effect imitation has on liking. In a second and third experimental study we show that this meaning can also be influenced by the stimulus person. When the person is seen as more aggressive and more frightening, the target of the anger is less important: imitating such a person leads to less liking, even when the participants imagined they were not the target of the anger. In short we show it is important when studying imitation effects to look at the meaning of behavior for the person imitating and to look at how other factors influence that meaning.

F173

PLANING TO FAIL: PREFACTUAL THOUGHT IN SELF-HANDICAPPING BEHAVIOR Aneka Flamm¹, Sean McCrea²; ¹New York University, ²University of Konstanz – Self-handicapping (SH) involves the strategic creation of obstacles to performance in order to protect self-esteem (SE). Because anticipation seems crucial for its successful application, we examined whether SH is associated with increased prefactual thinking concerning how a failure could occur (downward), rather than how a success could occur (upward). This hypothesis was investigated in a naturalistic academic context. In Study 1, 125 undergraduates listed their thoughts and study intentions one week prior to an important exam. Consistent with findings of McCrea and Hirt (2001), a significant interaction ($\beta = -.185$, $t = 2.10$, $p < .05$) demonstrated that among those high in Self-Esteem (HSE), High Self-Handicappers (HSH) listed less upward prefactual thoughts than Low Self-Handicappers (simple slope = $-.024$, $t = 2.24$, $p < .05$). A significant Gender x SE x SH x Thought direction interaction on study intentions emerged ($\beta = .279$, $t = 2.66$, $p < .01$), indicating that HSH/HSE men reported lower study intentions when generating less upward prefactuals (simple-slope = 3.525 , $t = 2.10$, $p < .05$). In Study 2, prefactual thought direction was manipulated among 61 high school students, one week prior to an important math exam. A Gender x SH interaction ($\beta = .278$, $t = 2.20$, $p < .05$) revealed that HSH men reported less time studying than did HSH women (simple-slope = 6.64 , $t = 3.07$, $p < .01$). In addition, the induction of upward prefactuals compared to neutral prefactuals lead to increased reported studying time ($\beta = .266$, $t = 2.00$, $p < .05$). Thus, increased downward and decreased upward prefactual thinking was shown to predict reported SH behavior in an academic setting. These findings also replicate prior laboratory studies showing effects of prefactual direction on observed practice behavior.

F174

DOES FRIENDSHIP TALK EXIST? EXPANDING THE ROLE OF RELATIONSHIP TALK

Lindsey M. Rabhan¹, Linda K. Acitelli¹
¹University of Houston – Relationship talk involves talking about the nature and state of one's relationship, including speaking in relational terms or talking about specific aspects of a relationship (Acitelli, 1988; Acitelli, 1996; Goldsmith & Baxter, 1996). Previous research suggests that relationship talk is a factor indicative of relationship quality and that its meaning differs according to context and gender (Acitelli, 1988; 1992). Until now, however, relationship talk has only been examined in the context of romantic relationships. The current study examined relationship talk in the context of friendship, denoted as friendship talk. 476 individuals (238 males, 238 females) completed measures of friendship talking, friendship thinking (how often one thinks about their friendship) and friendship closeness. Consistent with hypotheses, results indicated that females are more likely than males to engage in friendship talk. Furthermore, friendship talk among females predicted friendship closeness over and above how often one thought about their friendship. Also consistent with expectations, friendship talk did not contribute additional variance to friendship closeness for males. These results indicate that, for females, friendship talk is an important factor in close friendships. Findings will be discussed in terms of the role relationship talk plays in friendship, and how intimacy and talk are consistently more closely related for females than for males.

F175

FIRST CONTACT: ATTITUDES TOWARDS NOVEL SOCIAL CATEGORIES BIAS STEREOTYPE FORMATION

Kurt Boniecki¹
¹University of Central Arkansas – This research examined whether a pre-existing attitude towards a novel social category will bias stereotype formation. Participants completed a computer task designed to condition their attitudes towards two alien races (Nocpars and Tamguds). During the task, participants viewed smiling and frowning human faces along with affectively neutral faces of the two alien races. Participants were instructed to categorize each alien face as being a Nocpar or a Tamgud, and to ignore the human faces. All faces were presented randomly, except a smiling human face always followed each picture of one alien race and a frowning human face always followed each picture of the other alien race. Following the categorization task, participants read an equal number of positive and negative behavioral descriptions associated with each alien race, randomly ordered. Next, participants completed a forced-choice manipulation check (i.e., "Which type of alien do you like best?"), a behavioral categorization task in which they identified each prior behavioral description as belonging to either a Nocpar or Tamgud, and a series of positive and negative trait ratings of each alien race. Results showed that participants were significantly more likely to associate positive behaviors with the liked aliens than with the disliked aliens, and significantly more likely to associate negative behaviors with the disliked aliens than the liked aliens. Likewise, participants rated the liked aliens significantly higher on the positive traits and lower on the negative traits than the disliked aliens. Implications for understanding the influence of prejudice on stereotype formation are discussed.

F176

UNDERSTANDING STRUCTURE: AN APPROACH/AVOIDANCE FRAMEWORK

Jenel Taylor¹, Nicole Judice Campbell¹
¹University of Oklahoma – The Personal Need for Structure Scale (PNS; Neuberg & Newsom, 1993) is an individual difference measure that captures the extent to which individuals prefer discrete, well-bounded structures, as opposed to structures that are integrated and complex. Factor analyses have demonstrated that the PNS scale includes two complimentary dimensions: Desire for Structure (DFS), which taps the extent to which individuals seek to establish structure, and Response to Lack of Structure (RLS), which measures individuals' response to the absence of structure. The current study was designed to present a more in-depth analysis of

the differences between the two PNS factors, utilizing an approach/avoidance framework as our theoretical base. A survey study was conducted (n = 703) to determine the relative influence of the two PNS factors on a number of individual difference variables. Multiple regression analyses revealed that high scores on the RLS factor were associated with higher scores on negative, avoidant-oriented outcome variables, such as worry and self-consciousness, and lower scores on approach-oriented variables, such as need for cognition, extroversion, and openness to experience. In contrast, high scores on the DFS factor predicted higher scores on positive, approach-oriented variables, such as conscientiousness and achievement-oriented perfectionism, and lower scores on avoidant-oriented outcomes, such as procrastination. These findings reiterate the importance of utilizing the PNS scale as a multidimensional measure of cognitive style. Additionally, the current study provides a new theoretical framework for understanding and interpreting differences between the Desire for Structure and Response to Lack of Structure factors.

F177

MOTIVATION AND INTERPERSONAL CONTACT PREDICT ATTITUDES TOWARD AMERICAN INDIANS

Melissa Tehee^{1,2}, Kristi Lemm²
¹University of Arizona, ²Western Washington University – The relationship between interpersonal contact, motivation to respond without prejudice, and implicit and explicit attitudes toward American Indians was assessed among 144 undergraduates. Participants completed the Attitudes Toward American Indians scale (Tehee, Trimble, & Forgays, 2007), which assesses adherence to stereotypes and endorsement of symbolic racism ideologies toward American Indians. Participants also completed an Implicit Association Test (Greenwald, McGhee, & Schwartz, 1998) that assessed attitudes toward American Indians using modern or stereotypical images of American Indians and positive versus negative terms. In addition, participants indicated the degree to which they were motivated to respond without prejudice toward American Indians for internal or external reasons using a modification of Plant and Devine's (1998) scale. They also indicated the extent of interpersonal contact they have had with American Indians. Participants showed significant implicit bias against American Indians (mean D-score = .246, $p < .001$), but relatively favorable explicit attitudes ($M = 2.55$ out of possible 6.0). Implicit and explicit measures were weakly correlated ($r = .17$). Explicit bias was lower among participants reporting high internal motivation (2.38) than low (2.78, $p < .001$). In contrast, explicit bias was higher among participants reporting high external motivation (2.71) than low (2.44, $p = .01$). Motivation did not moderate implicit attitudes. Regression analyses showed that the number of American Indian friends a person reported predicted implicit attitudes ($\beta = -.24$), and explicit attitudes ($\beta = -.30$). The results may have implications for prejudice reduction at the implicit and explicit level.

F178

DONATIONS TO PRISON: DRIVEN BY DESERVINGNESS OR EXCLUSION FROM THE SCOPE OF JUSTICE?

Paul Conway¹, James Olson¹, Irene Cheung¹
¹University of Western Ontario – The "scope of justice" has been defined as the boundary within which justice is relevant. This construct has been used to explain why humans sometimes do not help or may even harm others: justice is seen as irrelevant when targets are excluded from the scope of justice. Recently, scope of justice researchers have been criticized for ignoring perceptions of deservingness of negative treatment. Targets may be refused help or even harmed if their behavior warrants it. In such cases, justice remains relevant: negative treatment for negative behavior is just. Data from two studies support a deservingness view of failure to help. 78 participants in study 1 anonymously distributed seven dollars between several charities: their own university library, a local prison library, and an elementary school library (or they could keep the money for themselves). Participants gave the most money to the elementary school, followed by

the prison and then the university. Ratings of the deservingness and need of each target paralleled donations, whereas ratings of the importance of justice showed a markedly different pattern (as did several other perceptions, including similarity, usefulness, and caring). Moreover, a regression analysis revealed that only deservingness uniquely predicted donations to the prison and university above and beyond the other measures. These regression findings were replicated in study 2. The results suggest that socially devalued targets (e.g., prisoners) are not excluded from the scope of justice; rather, participants consider how deserving they are when making donation decisions.

F179

DO MULTI-STUDY PAPERS CONFER ANY ADVANTAGES OVER SINGLE-STUDY ONES? Gregory Webster¹; ¹University of Illinois at Urbana-Champaign – A 20-year review of publication trends in APA journals revealed that historical increases in article length have recently abated; however, JPSP articles have continued to lengthen (Webster, 2007). Given that studies per article contribute to article length, and that studies per JPSP article have increased (Reis & Stiller, 1992), the purpose of the present research was to examine possible causes and consequences of studies-per-article change over time. In Study 1, studies-per-article data were recorded for 3 high-impact (the 3 JPSP sections), 2 medium-impact, and 3 low-impact social-personality journals over time (1980, 1988, 1996, and 2004; N = 2,185). Growth in studies per article was largely isolated to JPSP; social-personality journals with lower impact factors showed little or no growth. In Study 2, lay reviewers (75 undergraduates) evaluated the replicability of one of two ostensibly real articles. Although both articles were based on the same data, they were presented as either a one-study or a two-study article. No reviewer bias was evident ($r = -.01$). In Study 3, all of the articles in volumes 50 (1986), 66 (1994), and 82 (2002) of JPSP were sampled (N = 303). Article citation data were obtained from PsycINFO. Citation rates were unrelated to studies per article ($r = .003$) and this null relationship was invariant over time. Although studies per JPSP article continue to increase, the present findings suggest that multi-study papers confer little or no advantage in either the review process or in the extent to which they are cited over single-study ones.

F180

THE NEURAL CORRELATES OF ATTITUDE CHANGE: IMPLICATIONS FOR THE SOCIAL PSYCHOLOGY OF ATTITUDE CHANGE AND PERSUASION Emily Falk¹, Lian Rameson¹, Yoona Kang¹, Shalin Pei¹, Matthew Lieberman¹, Traci Mann¹; ¹UCLA – Attitude change can be based on emotional experiences or on rational deliberation, but little is known about the neural systems that support these two types of processes. Following established 'dual process models' of attitude change, we hypothesized that responses to affectively-based versus cognitively-based persuasive messages also map onto distinct systems in the brain. One such model described by Lieberman and colleagues (2002; 2007) outlines two systems: a more conscious, deliberate, cognitive system, including portions of the prefrontal cortex and posterior parietal cortex, medial temporal lobe, and the rostral anterior cingulate, and a more automatic, inferential, affective system, including structures such as the amygdala, basal ganglia, lateral temporal cortex, dorsal anterior cingulate cortex, and orbitofrontal cortex. To test this hypothesis, participants viewed a series of persuasive messages while their brain activity was measured through functional magnetic resonance imaging (fMRI). Messages were pre-rated to represent varying levels of persuasive appeal, as well as varying levels of affective and informational content. Attitudes towards each object were measured before and after scanning, and an attitude change score, as well as a self-report of persuasiveness for each message was obtained. Successful affective and informational persuasive appeals produced differential patterns of activation consistent with the hypotheses outlined above. Implications for the social psychological study of attitudes are discussed, as well as

follow-up studies exploring relationships between these findings and other attitudinal variables.

F181

GOOD GRIEF: THE IRONIC BENEFITS OF ACCEPTING NEGATIVE EXPERIENCES ON DEPRESSIVE SYMPTOMS Amanda Shallcross¹, Allison Caston¹, Eric Prager¹, Iris Mauss¹; ¹University of Denver – Accepting negative emotional experiences might not intuitively appear to be beneficial. For instance, embracing disappointment over sudden unemployment may not seem to be an ideal emotion-regulation strategy. This perception is supported by some of the emotion regulation literature which implies that effectively altering one's negative experiences predicts positive outcomes. Does this mean on the continuum of acceptance versus experiential avoidance (EA) that acceptance is less adaptive than EA? Recent studies suggest that the opposite may be true, namely that acceptance predicts greater well-being. However, the conclusions we can derive from these studies are limited. Specifically, few studies have examined acceptance longitudinally and under circumstances when it would matter most, namely under high stress. We addressed these limitations by examining whether acceptance predicted depression in a group of moderately to highly stressed women (N=60). We assessed participants at two time points: Three months after the initial stressful event (T1) and three months after T1 (T2). Results indicate that acceptance and stress interacted such that individuals who experienced high levels of stress and who engaged in acceptance exhibited fewer depression symptoms than individuals low in acceptance with high or moderate levels of stress. Results from the sub-sample who returned at T2 (N=21) indicate that the interaction between acceptance and stress remained significant at T2 when controlling for depression at T1. This suggests that the positive effects of acceptance on depressive symptoms may become even stronger over time. This study provides evidence to support acceptance as an adaptive emotion regulation strategy.

F182

COMPARING ACADEMIC ACHIEVEMENT IN ASIAN AND HISPANIC IMMIGRANT POPULATIONS ACROSS THREE WAVES

Namrata Mahajan¹; ¹Claremont Graduate University – Conflicting results about the academic performance of immigrant students have proliferated research in education psychology. While some studies have found that immigrant students perform better than their American-born peers, others have found the opposite. The current study used secondary data from the National Longitudinal Study of Adolescent Health to compare the academic achievement of Asian and Hispanic immigrants to students who were born in the United States. Responses from 551 participants over three measurement waves, including 150 Asian and 401 Hispanic students were analyzed (mean age = 15.75 years, SD = 1.54). The results provide disheartening but important results about the academic performance of students in American schools. Asian and Hispanic immigrant students who had attended school in their country of origin had higher GPA's than students who never attended school in another country. Specifically, the more schooling they received in another country, the better they performed in the United States. Although immigrants performed better than their American-born peers during Wave I of data collection, a few years later, these immigrant students no longer differed in academic achievement from those who were only schooled in the United States. In addition, though Asian students reported higher GPA's than Hispanic students, all students, regardless of where they were first educated decreased in academic achievement over time. The results showed that students lower their academic performance as they progress through the American school system. A poor quality of American education is postulated as an explanation for the results.

F183

GENDER, POWER, AND PERSUASION: ATTITUDE STRENGTH EXPECTATIONS FOR HIGH AND LOW-POWER MEN AND WOMEN AT WORK

Asia Eaton¹, Colleen Peterson¹; ¹University of Chicago—Past research has shown that being easily influenced and persuadable is deemed more desirable of people in low-power positions than those in high-power positions (Eaton & Visser, 2007). Additionally, research on gender stereotypes and sex roles has consistently found that women are believed to be more easily influenced and less assertive than men (e.g. Bem, 1974; Spence, Helmreich, & Stapp, 1974), and these expectations are hypothesized to be a function of men and women's differential distribution into high-power and high-status social roles (e.g. Eagly & Steffen, 1984). In a between-subjects experiment, we examined participants' attitude strength expectations for male and female targets, in high and low-power work positions, in masculine, feminine, and gender-neutral work domains, controlling for target age, socio-economic status, and race. A 3-way interaction between target gender, work position, and work domain emerged for participants' ratings of how "yielding" a target was expected to be $F(11,127) = 3.17, p < .05$. In the gender-neutral work domain, we predicted and found significant main effects of gender and of work power, with low-power targets being seen as more yielding than high-power targets, and female targets being seen as more yielding than male targets. In the feminine work domain, low-power females were seen as significantly more yielding than high-power females, but power did not moderate participant's ratings of how yielding the male targets were. Similarly, in the masculine work domain, low-power males were seen as more yielding than high-power males, but power did not moderate attitude strength expectations for female targets.

F184

AGREEABLENESS AND EMOTIONAL CONTROL DURING INTERPERSONAL CONFLICT

Jessica L. Williamson¹, William G. Graziano¹; ¹Purdue University—This study explored Agreeableness and emotional control in the context of interpersonal conflict. Our research question focuses on whether cognitive load will differentially affect controlled processes in high and low agreeable persons during conflict situations. We predicted that control will be overloaded in high agreeable persons, leading highs to endorse less constructive conflict tactics than when not under load. Participants ($N = 151$) were randomly assigned to a 2 (cognitive load: no load vs. cognitive load) \times 2 (Agreeableness: low vs. high) between-subjects design. Participants completed the Big Five Inventory (BFI: John & Srivastava, 1999) and then evaluated constructive and destructive strategies for resolving conflicts with parents, siblings, roommates, boyfriends/girlfriends, friends, and spouses. A standard, experimental procedure was used to manipulate cognitive load. Our preliminary analyses reveal that cognitively taxing situations have a selective effect on persons high in Agreeableness relative to their low Agreeable peers. The significance and broader implications of these findings are discussed.

F185

VALUES OF THE PAST AND THE FUTURE: CULTURAL DIFFERENCES IN TEMPORAL VALUE ASYMMETRY

Tieyuan Guo¹, Li-Jun Ji², Zhiyong Zhang³; ¹Queen's University, Canada, ²Queen's University, ³Peking University, China—Past research indicates that Americans tend to attach more value to future events and objects than past ones, which is called temporal value asymmetry effect (Caruso & Gilbert, 2007). We believe that the temporal value asymmetry effect may be reversed in a Chinese context due to the cultural differences in temporal orientations. Two studies were conducted to test this hypothesis. In Study 1, Canadian and Chinese participants indicated how much they spent on a gift to an acquaintance who either helped them in the past or will help them in the future. Results showed that Canadian participants spent less money on the gift when they received the help in the past than when they will receive it in the future, whereas Chinese participants spent more money

when they received the gift in the past than when they will receive it in the future. In Study 2, Canadian and Chinese participants reported how much they should be paid for doing a job either in the past or in the future. Meanwhile, the construal of the job was measured. Results showed that Canadian participants thought they should be paid more in the future condition than in the past condition, whereas Chinese participants expected more payment in the past condition than in the future condition. In addition, the construal of the job was not affected by culture and temporal framing. These studies provided converging evidence that the typical temporal value asymmetry effect found in North America is reversed in Chinese contexts.

F186

IS SEX WITH A CONDOM DIFFERENT? INTERPERSONAL CONSEQUENCES OF CONDOM USE

C. Veronica Smith¹; ¹University of Delaware—Despite an increased knowledge and availability of condoms, the Centers for Disease Control (CDC) estimate that about 50% of all Americans will contract a sexually transmitted disease by the age of 35. Meta-analyses (e.g., Sheeran, Abraham, & Orbell, 1999) have found that attitudes toward condoms are a consistent predictor of condom use. Further, attitudes toward condoms extend beyond notions of effectiveness, but can include other non-clinical aspects of condom use (e.g., "sex with condoms can ruin the sex act"). However, research has not examined whether sex with condoms truly is different than sex without. Two studies examined the interpersonal effects of condom use. Using an event-contingent diary, both studies examined a) condom users compared to nonusers (determined by whether a condom was used during any interaction during the study) and b) interactions in which condoms were or were not used. In addition, Study 2 measured individual attitudes towards condoms using the UCLA Multidimensional Condom Scale (Helwig-Larsen & Collins, 1994). Results from both studies suggest that condoms users and non-users differ from one another in several ways, including sexual satisfaction and attitudes toward condoms. Examination of the interactions themselves suggested that interactions with condoms tend to be less interpersonally satisfying (e.g., feeling less intimate, desired, emotionally satisfied). Further, MRCM analyses revealed that several relationships between condom use and sexual experiences are moderated by attitudes towards condoms. The findings of the current studies suggest that condom use may have interpersonal consequences, which may have implications for condom promotion programs.

F187

THE ROLE OF THREAT ON INTERNALIZED HOMOPHOBIA AND PROJECTION IN GAY MEN

Kevin A. McLemore¹, Christine Reyna¹; ¹DePaul University—Homosexuality remains a stigmatized and, in some cases, condemned status in the United States. As such, people with a same-sex orientation may develop coping mechanisms to help them deal with threat or discrimination. One such coping mechanism may be the psychodynamic concept of projection. Projection involves attributing negative qualities in the self to others. Internalized homophobia, the gay individual's negative attitudes and assumptions about homosexuality directed inward may be the set of negative qualities that gay individuals wish to project onto others. Internalized homophobia might be triggered when a gay individual is exposed to messages that threaten or devalue their sexual identity. This threat instigates a motivation to self-protect and possibly self-enhance by engaging in projection. Following threat, a gay individual may be likely to endorse negative stereotypes about heterosexuals and heterosexuality in general (i.e., heteronegativity) in an attempt to restore self-image and self-enhance. The current study investigates the role of perceived threat on internalized homophobia, projection, and heteronegativity. Ninety-seven self-identified gay men (mean age = 39.1 years, range = 18-71) were recruited from gay-affirmative events and predominantly gay neighborhoods in the Chicago area to participate in this study. Participants were surveyed using

measures of gay identity development, internalized homophobia, self-esteem, projection, and heteronegativity. Internalized homophobia is examined as a function of stage of identity development and level of self-disclosure of sexual orientation. The relation between internalized homophobia and projection in the face of perceived threat and implications of internalized homophobia on heteronegativity are discussed.

FI88
VALUE IMPORTANCE, MESSAGE PROCESSING, AND WILLINGNESS TO PAY FOR A CONSUMER PRODUCT Kevin Blankenship¹, Duane Wegener²; ¹California State University, Fresno, ²Purdue University – Strong attitudes are those that guide how we process information, guide our behaviors, persist over time, and resist influence (Petty & Krosnick, 1995). Rokeach (1973) suggested that an attitude's association with one's values is an important consideration in attitude strength, and research attempting to "bond" attitudes to important values produced attitudes that resist change in the face of attack (Ostrom & Brock, 1969). Recently, Blankenship and Wegener (2006) predicted and found that considering a message in light of important rather than unimportant values may have indirect effects on attitude strength by increasing processing of the message. The current research addressed the role of this increased processing in willingness to pay for a consumer product. 130 undergraduates participated in a 2(Value Importance) X 2(Argument Quality) between-participants design. Similar to Blankenship and Wegener (2006), participants were asked to consider an advertisement containing either strong or weak arguments in light of values either pretested to be important or unimportant. Afterwards, participants reported their attitudes and thoughts about the advertisement, as well as how much they would be willing pay for the alarm clock. As expected, considering the advertisement in light of important rather than unimportant values led to increases in message processing, as shown by significant Value Importance X Argument Quality effects on post-advertisement attitudes, thoughts, and willingness to pay for the alarm clock. In addition, participants' attitudes and thoughts mediated the effects of value importance and argument quality on willingness to pay (Sobel $z > 2.12$, $ps < .05$).

FI89
INVESTIGATING THE NEURAL CORRELATES OF THE SELF-SERVING BIAS USING DENSE ARRAY EEG Elizabeth Krusemark¹, W.Keith Campbell¹, Brett A. Clementz¹; ¹University of Georgia – Self-serving attributions are made when negative personal outcomes are attributed to external circumstances and when positive outcomes are attributed to internal, personal factors (Miller & Ross, 1975, Weary, 1979). Individuals strategically employ the self-serving bias to maintain and protect positive self views. The current study investigated the neural underpinnings of the self-serving bias using dense array (256 channel) EEG. Twenty participants were given false (success and failure) feedback on a computer-administered facial working memory (FWM) task. Participants responded in a self-serving manner during the task, primarily following failure feedback. Event related potentials to facial, feedback, and attribution stimuli were analyzed. Analyses of evoked potentials following presentation of attribution stimuli (prior to self-serving or non-self-serving attribution responses), revealed that non-self-serving attributions elicited increased amplitude from sensors in the left prefrontal region relative to self-serving responses (320 ms post-stimulus). In addition to analyzing evoked potentials recorded at the scalp, source analyses were conducted using standardized low-resolution brain electromagnetic tomography (SLORETA) to localize brain activity related to differences between self-serving and non-self-serving attributions. Source analyses indicate that greater activity was evident preceding non-self serving attributions in dorsomedial prefrontal cortex (dMPFC). Activity in dMPFC associated with various types of self-processes, including making self-evaluative appraisals, making self-

descriptive trait judgments, and monitoring internal states for goal-directed behavior (Ochsner, et al., 2004). These findings suggest that making unbiased attributions requires more deliberative self-appraisal and potentially more self control, overriding the automatic tendency to self enhance.

FI90
FIRST VS. THIRD: THE EFFECTS OF IMAGERY PERSPECTIVE ON ACHIEVEMENT GOALS AND MOTIVATION Noelia A. Vasquez¹, Chris Hulleman²; ¹York University, ²University of Wisconsin-Madison – Research on goal orientation suggests that people approach achievement contexts with different purposes, or goals, which can influence motivation and task performance. The goal of the present research was to examine whether the way in which people visualize upcoming academic tasks can influence the achievement goals they adopt, and in turn their motivation to pursue the task. When imagining future events, people may do so from either a first-person perspective (seeing events through their own eyes as if they were actually occurring) or a third-person perspective (seeing events unfold from an observer's point of view). Research has found that the visual perspective adopted when contemplating upcoming academic tasks can affect one's motivation to pursue them (Vasquez & Buehler, in press). Could changes in goal orientation mediate changes in motivation? To address this hypothesis, we experimentally manipulated visual perspective and assessed its impact on goal orientation. Undergraduates identified an upcoming academic task and imagined themselves performing it successfully from either a first- or third-person perspective. Results indicated that participants reported greater mastery goals when they envisioned their performance from a third-person perspective. Furthermore, a mastery orientation was found to mediate the effects of visual perspective on achievement motivation.

FI91
SEEING RED (OR BLUE): ANGER MORE THAN SADNESS EXACERBATES POLITICALLY POLARIZED EVALUATIONS OF THE FEDERAL RESPONSE TO HURRICANE KATRINA Michaela Huber¹, Leaf Van Boven², Bernadette Park¹, William Pizzi¹; ¹University of Colorado, Boulder, ²Cornell University – The general public can be polarized along political party lines in how they view nationally important events such as the Federal response to Hurricane Katrina. Political polarization occurs in part because people are strongly influenced by their political party affiliation when they think about issues like who is to blame and how to evaluate government bodies. Transient emotional states of anger and sadness are hypothesized to moderate the degree of the political divide and political attitude polarization. Specifically, two experiments tested whether anger more than sadness produced more polarization between Democrats and Republicans in their attitudes toward the Federal response to Hurricane Katrina. In a nationally representative sample, participants recalled aspects related to Hurricane Katrina that made them angry or sad. Recalling aspects that made them angry led to a political divide between Democrats and Republicans in terms of how much they blamed the Federal Government for the disaster during and in the aftermath of Hurricane Katrina. In a community sample in Colorado, incidentally evoked anger compared to sadness led to increased political polarization when participants evaluated the Federal Government's response to Hurricane Katrina. These effects occurred even though the emotions were transient, demonstrating the somewhat fickle nature of political polarization. A politically divided public might have important and regrettable consequences for intergroup relations, cooperation, and for solving currently pressing problems.

F192

IS LOVE UNIVERSAL? AN FMRI STUDY OF EARLY-STAGE INTENSE ROMANTIC LOVE IN CHINA

Xiaomeng Xu¹, Arthur Aron¹, Guikang Cao², Tingyong Feng², Helen Fisher³, Lucy Brown⁴; ¹Stony Brook University, ²Chinese Academy of Sciences, ³Rutgers University, ⁴Albert Einstein College of Medicine – Aron et al. (2005), investigating early stage intense romantic love using functional magnetic resonance imaging (fMRI), found activations in the dopamine-rich reward/motivation regions of the brain when American students viewed an image of their romantic partner (as opposed to an image of a neutral acquaintance). To investigate potential cultural differences, we replicated the Aron et al. procedure in Beijing, with a sample of 18 Chinese participants (10 women, 8 men) otherwise similar to the Aron et al. sample. Following Aron et al., participants (a) viewed the photo of the romantic partner (positive stimulus), (b) carried out a serial subtraction “count-back” task to prevent a spillover effect of viewing the photograph of the partner, (c) viewed the photograph of a familiar acquaintance (neutral stimulus), and (d) carried out the count-back task. Positive and neutral photographs did not differ significantly in attractiveness or photo quality (as rated independently by six Chinese students). The beloved-minus-neutral contrast showed significant activations in the same caudate and ventral tegmental area (VTA) regions found in Aron et al. These areas were also significant for the beloved-minus-average-countbacks contrast, suggesting the basic finding is not due to attentional differences between partner and beloved cues. These areas were not active for the neutral-minus-beloved contrast (deactivations). A standard questionnaire measure of Chinese traditionalism was negatively correlated with activation in the caudate. Overall, these results suggest that while culture may play some role in how romantic love is experienced, the basic neural correlates of romantic love are universal.

F193

ILLEGITIMACY AND THREAT IN (INTER)ACTION: PREDICTING IDENTITY PROTECTION AND POLITICAL CHANGE ORIENTATIONS AMONG MINORITY GROUP MEMBERS.

Andrew Livingstone¹, Russell Spears^{1,2}, Tony Manstead¹; ¹Cardiff University, U.K., ²University of Amsterdam, the Netherlands – Previous research has shown that the intergroup orientations of members of minority groups are shaped by their appraisals of identity threat, on the one hand, and by their appraisals of illegitimacy, on the other. The present research extends and integrates this prior work by examining (1) how and when threat and illegitimacy appraisals interact to shape intergroup orientations, and (2) the mediating role of intergroup anger in this process. We reasoned that illegitimacy would moderate the effects of threat by indicating that an ingroup’s vulnerability is caused by a (more powerful) outgroup; and that threat should moderate the effects of illegitimacy by highlighting the need for the ingroup to secure its identity. We therefore hypothesized that this interaction would predict identity protection orientations, and that this would be mediated by intergroup anger. We tested these hypotheses in two studies conducted among the Welsh minority in the U.K. Study 1 (N = 646) included a quasi-manipulation of the extent to which Welsh identity was dependent on the ‘threatened’ dimension of the Welsh language. Results supported our hypotheses, along with the prediction that the illegitimacy x threat interaction would be strongest where Welsh identity was dependent upon Welsh language. Moreover, the interaction (mediated by anger) predicted identity protection orientations, rather than political change orientations. Study 2 (N = 70) replicated these findings among a sample of Welsh language speakers, and in addition showed that the pathway linking illegitimacy and vulnerability to intergroup orientations was distinct from the role played by perceived efficacy.

F194

SLIP SLIDING AWAY – MIND WANDERING AND THE NOT SO STEADY STATE OF ATTENTION

Jonathan Smallwood¹; ¹University of Aberdeen – Since William James, many authors have observed that maintaining a strict attentional focus on a relatively unchanging external environment can prove surprisingly troublesome. One paradigmatic example of the drift in attentional focus is the mind’s tendency to wander whenever it attempts to engage with an undemanding external environment in a sustained fashion. By considering low frequency changes in behavioral and physiological dependent measures, several studies explore the feasibility of studying the ebb and flow of attention by combining subjective information with analysis of changes in time series data. These studies indicate that rather than being the static entity which psychological investigations have often assumed, in monotonous environments attention is often in a state of flux, fluctuating between states of high and low attentional focus.

F195

THE ROLE OF BIAS PERCEPTIONS IN THE SPIRAL OF CONFLICT

Kathleen Kennedy¹, Emily Pronin¹; ¹Princeton University – It is almost a truism that disagreement produces conflict and that conflict breeds further conflict, in a self-perpetuating cycle. This research investigates one psychological mechanism thought to propel that conflict spiral. That mechanism concerns the imputations and assumptions of bias that people develop about their adversaries. We present a series of four studies illustrating the role that perceptions of bias in one’s adversaries play in the development and escalation of conflict. Two related studies demonstrate that when people disagree, they tend to perceive their adversaries as influenced by bias. In the first, the larger participants’ disagreement with a static target (i.e., one whose position was clearly articulated and stable), the more they saw that target as biased. In the second, participants’ disagreement with a target was experimentally manipulated, and we again found the same result, while also ruling out the role of target extremity in producing that result. Two other studies tested whether bias perceptions (of the sort elicited by disagreement) engender a conflict spiral. In the first, we found that participants’ tendency to perceive their adversaries as biased mediated their tendency to advocate and adopt more conflict-escalating approaches towards those adversaries. In the second, we found that experimentally-manipulated bias perceptions also engendered conflictual responding. These experiments were conducted in the context of interpersonal conflicts over issues of public policy concern. They present a model for how conflicts might escalate more generally. Taken together, they present evidence supporting the role of bias perceptions in instigating and propelling the conflict spiral.

F196

POST TRAUMATIC STRESS DISORDER AS A BREAKDOWN IN NORMAL ANXIETY-BUFFER FUNCTIONING

Molly Maxfield¹, Abdolhossein Abdollahi², Tom Pyszczynski¹; ¹University of Colorado at Colorado Springs, ²Islamic Azad University & Kerman Shahid Bahonar University – Anxiety-Buffer Breakdown Theory posits that PTSD results from a breakdown of the anxiety-buffering system, which occurs when people are confronted with dramatic brushes with death that shatter the most basic assumptions of their anxiety-buffering cultural worldview. We hypothesized that anxiety-buffer breakdown is set in motion when people dissociate as an initial means of coping with trauma. As a result of a malfunctioning anxiety-buffer, PTSD-afflicted individuals are flooded with anxiety, panic, flashbacks, nightmares, and intrusive thoughts, which lead to difficulty regulating behavior, fits of rage, and isolation from others. Two studies with survivors of an earthquake provided initial support for this theory, showing that: (1) those who dissociated at the time of the quake did not show normal increases in worldview defense in response to reminders of either their own death or the quake one month after the event, (2) dissociators showed increased negative

affect in response to reminders of either death or the quake that non-dissociators did not show (3) dissociation at the time of the quake predicted PTSD symptoms 2 years later, (3) persons exhibiting PTSD symptoms 2 years later did not show normal worldview defense in response to reminders of death or the quake, (4) low worldview defense one month after the quake mediated the relationship between initial dissociation and PTSD symptoms 2 years later. Discussion centers on both the theoretical and practical implications of the present findings.

F197**MOOD SPECIFIC MEDIA USE AND EMOTIONAL WELL BEING**

Christopher Long¹, Dara Greenwood², Jade Jenkins¹, Brandi Post¹, Darby Hunter¹, Kelsey Quitugua¹, Sara Terlecki¹; ¹Ouachita Baptist University, ²University of Michigan – The extent to which individuals successfully regulate their moods and the various activities they employ in the service of mood regulation can have powerful implications for the quality of social and emotional life. The present study investigates how emotion regulation difficulty, rumination and reflection tendencies, and adult attachment style contribute to specific media consumption patterns across both positive and negative moods and across a variety of media genres. Participants were 229 students at the University of Michigan who completed a survey for course credit or as part of an in class exercise. Principal components analysis revealed three mood specific media use factors: using media in a positive mood, in a negative mood, and when feeling bored. Regression analyses show that avoidant attachment, anxious ambivalent attachment and impulse control difficulty best predicted media use in negative mood states. Use of media in positive moods was predicted by avoidant attachment, while media use when bored was predicted by difficulty engaging in goal-directed behavior when upset, as well as ruminative tendencies. Further, boredom and loneliness were the mood states associated with most frequent media use; music was the preferred genre when feeling blue whereas television was preferred most when feeling lonely. Results suggest potential specific linkages between media use and affect regulation, particularly for people who may lack internal resources to negotiate upset adaptively. Findings also underscore the need for more research on the impact that these media choices may have, whether positive or negative, on individuals' emotional well being.

F198**AUTOMATIC EFFECTS OF FOOD ADVERTISING ON EATING BEHAVIORS**

Jennifer Harris¹, John Bargh¹, Kelly Brownell²; ¹Yale University, ²Yale University – Increasingly, health advocates have focused on the prevalence of advertising for unhealthy food as a significant contributor to the obesity epidemic among young people (McGinnis, Gootman & Kraak, 2006). In addition to known effects on preferences and desires for the specific foods advertised, we hypothesized that food advertising could also contribute to obesity by triggering impulsive snacking of any food available. In this study, 98 young adults viewed a short television comedy segment that included either 4 advertisements for snack foods embedded within two segments of commercials, 4 ads for healthy foods, or no food ads. They were then asked to participate in a separate study to taste and evaluate a variety of snack foods, ranging from very healthy to very unhealthy options. As hypothesized, participants who viewed the snack food advertising ate significantly more in total. In contrast, healthy food advertising reduced the amount of food consumed, regardless of the healthiness of the food consumed. We also found main effects of gender and restrained eating: Men and restrained eaters ate significantly more and were more affected by the snack food advertising. Participants' ratings of the taste of each food were also related to amount consumed, but hunger and mood were not. Finally, snack food advertising increased taste ratings for some of the foods. This study demonstrates the priming power of snack food advertisements on "online" eating behaviors and provides preliminary evidence of category effects on food attitudes.

F199**BASAL AND DYNAMIC RELATIONSHIPS BETWEEN IMPLICIT POWER MOTIVATION AND ESTRADIOL IN WOMEN**

Steven Stanton¹, Oliver Schultheiss¹; ¹University of Michigan - Ann Arbor – This study investigated basal and dynamic relationships between implicit power motivation (n Power), a preference for having impact and dominance over others, and both salivary estradiol and testosterone in women. During a laboratory dominance contest, participants competed in pairs on a cognitive task and contest outcome (win vs. loss) was experimentally varied. Estradiol and testosterone levels were determined in saliva samples collected at baseline and several times post-contest, including one day post-contest. n Power was positively associated with basal estradiol concentrations. The positive correlation between n Power and basal estradiol was stronger in single women, women not taking oral contraceptives, and for women with low-CV estradiol samples than in the overall sample of women. Women's estradiol responses to a dominance contest were influenced by the interaction of n Power and contest outcome: Estradiol increased in power-motivated winners but decreased in power-motivated losers. For power-motivated winners, elevated levels of estradiol were still present the day after the contest. Lastly, n Power and estradiol did not correlate with self-reported dominance and correlated negatively with self-reported aggression. Self-reported dominance and aggression did not predict estradiol changes as a function of contest outcome. Overall, N Power did not predict basal testosterone levels or testosterone changes as a function of dominance contest outcome. For the first time, it was shown that changes in estradiol, not testosterone, after a dominance contest depend on the interplay between the outcome of the contest and individual differences in women's power motivation.

Poster Session G

G1

LEARNING ABOUT MULTI-ATTRIBUTE OBJECTS: ILLUSORY CORRELATION IN PERSON PERCEPTION.

Jerker Denrell¹, Gael Le Mens¹; ¹Stanford University – We propose a novel mechanism that explains how illusory correlations in person perception can develop. Our explanation relies on learning by an individual A about the attributes of another individual B. We assume that A learns, by experience, about two or more attributes of B. For example, whenever A meets B A may learn about both the creativity and competence of B. We also assume that whether A meets B again depends on A's assessment of B's attributes. For example, A may want to meet B if A believes B is either creative or competent. Using a formal model of the belief formation process, we demonstrate that, in this context, A will perceive the two attributes as positively correlated, even if they are independently distributed in the population. That is, A will mistakenly believe that competence and creativity go together, even if they creative individuals are not more likely to be competent. The key to this result is that A may stop meeting B and whether A does so depends on A's assessment of the attributes of B. More generally, we demonstrate that whenever A's probability of meeting B again depends on A's beliefs about the attributes of B, illusory correlations can develop. We characterize generally when this happens and when the illusory correlation is positive and when it is negative. The model provides an alternative account of phenomena such as the "halo" effect in person perception, and illusory correlations between negative attributes and out-group membership.

G2

UNDERSTANDING FACTORS PROMOTING STD RISK: PREDICTORS OF INFIDELITY AND SEX PARTNER NUMBER AMONG 128,866 HETEROSEXUAL AND SEXUAL MINORITY ADULTS

Courtney Borden¹, David Frederick¹, Natalya Maisel¹, Amy Strachman¹, Sena Holbert¹, Janet Lever¹; ¹UCLA – The spread of sexually transmitted diseases (STDs) is a public health concern because STDs can increase the risk of cancer, infertility, and mortality. Past research has demonstrated that infidelity and sex partner number are strong predictors of STD risk. However, few national samples have examined factors predicting infidelity and sex partner among sexual minority men and women. The current study examined predictors of infidelity and sex partner number through two large samples collected via the news website MSNBC.com (Ns = 65030, 63836). Bisexual women and men, and gay men, were twice as likely to report more than 15 sexual partners compared to heterosexual men and women and lesbian women (43%-66% vs. 19%-29%). In both samples, infidelity was more common among heterosexual men (22%, 25%), gay men (49%, 39%), bisexual men (62%, 64%), and bisexual women (39%, 34%) than among heterosexual women (14%, 15%) and lesbian women (14%, 12%). Further, nearly two-thirds of participants reported that their partner was unaware of the affair, suggesting that many individuals are unaware of their increased STD risk. Consistent with our hypotheses, individuals overestimating the actual rate of infidelity in the population were more likely commit infidelity themselves, as were individuals who reported greater certainty that their parents had committed infidelity. This study provides one of the first opportunities to examine both demographic and social psychological factors predicting infidelity and sex partner number simultaneously among a sizeable sample of heterosexual and sexual minority men and women.

G3

THE IMPACT OF CLASSISM AND STEREOTYPING ON THE DENIGRATION OF LOW-INCOME RAPE VICTIMS

Bettina Spencer¹, Emanuele Castano²; ¹Saint Mary's College, ²The New School for Social Research – This poster examines perceptions of low-income rape victims. Drawing from literature on sexual stereotyping and victim blame, I demonstrate that the propensity to stereotype low-income women as being promiscuous may result in the perception of them holding more responsibility in cases of sexual assault, as compared to high-income women. Participants read a police case file about a woman who had claimed to be raped by an acquaintance. In one condition the woman appeared to be low-income, and in another she appeared to be high-income, as manipulated by her job (cashier vs. accountant) and housing (apartment vs. house). Participants completed measures of victim blame, attitudes towards rape victims, and sentencing recommendations for the assailant. Additionally, participants rated the target woman on a number of stereotypic traits such as intelligence, morality, promiscuity, and competence. To examine possible moderating effects, participants also completed an "attitude scale" which included measures of classism and sexism (along with filler items) in an ostensibly unrelated study. Participants' demographic information, such as gender, socioeconomic status, and political affiliation were also examined for moderating effects. Results, further studies, and the role of classism in American society are discussed.

G4

REMEMBERING BIRTHDAYS: A CASE OF EGOCENTRIC BIAS IN TEMPORAL MEMORY

Selin Kesebir¹, Shigehiro Oishi¹; ¹University of Virginia – The self is a useful mnemonic device for semantic information such that self-relevant materials are often easier to recall (Rogers, Kuiper, & Kirker, 1977; Symons & Johnson, 1997). In the current study we document egocentric bias in memory for friends' birthdays. Thirty-seven participants were asked to free recall up to ten birthdays of their friends. Next, participants reported their own birthdays. Analyses reveal that participants were more likely to recall birthdays that were closer to their birthday in terms of month of the year and day of the month. These findings demonstrate how temporal memory may be affected by self-related processes. We discuss potential mechanisms that may drive this effect and point to future research directions.

G5

THE EFFECTS OF RELATIONSHIP TYPE, DATING GOALS, AND PHYSICAL HEALTH INFORMATION IN JUDGMENTS OF POTENTIAL SEXUAL PARTNERS

Karen Wilson¹, Eddie Clark¹, Dan Weidler¹; ¹Saint Louis University – Feelings of emotional safety for a sexual partner influence perceptions of HIV/STD risk more so than physical health information about the partner (Comer & Nemerhoff, 2000). This study extended these findings by examining the relationship of dating goals, relationship type, and physical health information on perceptions of a potential partner's emotional and physical safety, HIV/STD risk, dating goals and likelihood of condom use with the person. Participants completed an online measure of dating goals (Sanderson & Cantor, 1995) and then were randomly assigned to receive one of four scenarios depicting a hypothetical sexual relationship. The scenarios differed based on the type of relationship depicted (casual/serious) and the inclusion/exclusion of physical safety information (STD/HIV status) about the target person in the scenario. Dependent measures and manipulation

checks were then completed. Participants rated targets in serious relationships as more emotionally and physically safe and lower in HIV/STD risk than in the casual relationships, regardless of physical safety information. There was a relationship type by physical safety interaction on perceived intimacy goals of the target, such that participants rated the target in the casual/no physical safety information condition as having significantly lower intimacy goals than targets in all three other conditions. There were no effects of participants' dating goals, however, correlational analyses revealed that as perceived intimacy goals of the target increased, physical safety ratings increased and STD risk ratings decreased. These findings replicate past research as well as provide preliminary support for examining dating goals in regards to judgments of sexual risk.

G6

HOW HIDING YOUR FEELINGS CAN HURT YOUR RELATIONSHIPS: TESTING MEDIATORS THAT EXPLAIN THE NEGATIVE SOCIAL CONSEQUENCES OF USING SUPPRESSION TO REGULATE EMOTION Tammy English¹, Oliver P. John¹; ¹University of California, Berkeley—Recent research on emotion regulation suggests that the habitual use of expressive suppression may lead to negative social outcomes. The present studies begin to clarify the processes underlying these effects by contrasting 3 potential mediators previously linked to suppression. Suppression could be damaging to social functioning because it leads to (a) greater experience of negative emotions and other affectively based adjustment problems (e.g., depression; lower life-satisfaction), (b) reduced expression of positive emotions; or (c) subjective experience of inauthenticity (feeling fake, not true to self). In Study 1 (N=157), we tested whether individuals who chronically suppress their emotions are less satisfied with their relationships and then compared the 3 mediator effects. As expected, suppression predicted lower relationship satisfaction. This effect was (a) not mediated by negative emotion experience (or lower life satisfaction), (b) partially mediated by reduced expression of positive emotions, and (c) fully mediated by inauthenticity (which was the strongest and only significant mediator when all mediators were included). Study 2 (N=119), replicated these findings using a broader set of social outcomes, including global measures of loneliness and social-emotional support, as well as relationship-specific measures of closeness and satisfaction with social-network members; we also tested alternate measures of the mediators. Overall, these results demonstrate robust links between suppression and poor social functioning, and suggest that these interpersonal effects of suppression are not driven simply by reduced expression of emotion but by the implications of using suppression for the individual's subjective experience of self (i.e., as inauthentic).

G7

THE PRIORITY OF INTENTIONALITY OR BLAME: EVIDENCE FROM A REACTION TIME EXPERIMENT Steven Guglielmo¹, Bertram Malle¹; ¹University of Oregon—The intentionality of behavior matters when assigning blame: agents who intentionally bring about negative outcomes are blamed more than those who do so unintentionally. However, recent evidence suggests the opposite relationship: the more blameworthy a behavior, the more likely people view it as intentional. The present study assessed the reaction times of blame and intentionality judgments in response to behavior descriptions in order to determine which judgment may precede (and thus inform) the other. Participants read a series of sentences displayed on the computer, each of which described either a morally neutral intentional, a negative intentional, or a negative unintentional behavior, resulting in three within-subject conditions. Following each sentence, participants responded to various one-word cues that stood for certain questions about the particular behavior. For example, "TOBLAME?" stood for "Does the main character deserve to be blamed for how (s)he behaved?"; "INTENTIONAL?" stood for "Did the main character intentionally perform the behavior?" Participants' response times in answering each

question revealed that when considering negative intentional behavior, people took significantly more time to make blame judgments than intentionality judgments. In the other two conditions, response times did not differ based on question type. These findings suggest that for non-blameworthy behavior, people seem to make intentionality and blame judgments in parallel. However, when behavior elicits blame (i.e., in the negative intentional condition), the blame judgments are slower than — and perhaps rely on — judgments of whether the behavior was intentional.

G8

HEARTSTRINGS AND WALLETS: AFFECTIVE INFLUENCES ON INVESTMENT DECISIONS Julie L. Hall¹, Oliver C. Schultheiss¹; ¹University of Michigan—Previous research indicates that facial expressions of emotion influence preference ratings and judgments, consumption behavior, and physiological responses. More recently, research has begun to examine the important role of affect in decision making (Loewenstein et al., 2001; Slovic et al., 2005). However, the specific mechanisms of how affect influences financial decisions are still not well understood. To address this question, the current study used affective primes (i.e., happy, angry, and neutral faces) presented under supraliminal and subliminal conditions combined with a modified version of the Behavioral Investment Allocation Strategy task (BIAS: Kuhnen & Knutson, 2005). Based on previous research demonstrating that positive moods promote optimistic judgments and choices whereas negative moods promote pessimistic judgments and choices (Johnson & Tversky, 1983; Wright & Bower, 1992), we predicted that the presentation of happy faces would be associated with greater risk-seeking while angry faces would be associated with greater risk-aversion. During each trial, participants viewed an affective prime followed by a BIAS investment task where they had to decide between risky, high-payoff stocks and a safe, low-payoff bond. As predicted, participants were more likely to choose the risky stocks after happy versus neutral face presentations in both the supraliminal and subliminal presentation conditions. After angry versus neutral face presentations, participants were more likely to choose the safe bond when primes were presented subliminally, but not supraliminally. Our results demonstrate that facial expressions of emotion can influence financial risk-seeking and risk-aversion and highlight the important connection between affect and decision making.

G9

HOW THINKING IN CATEGORIES OR ALONG A CONTINUUM AFFECTS CHILDREN'S SOCIAL JUDGMENTS Allison Master¹, Ellen Markman¹, Carol Dweck¹; ¹Stanford University—Categorization is an important tool that allows people to make inductive inferences and generalizations. However, categorical perception could lead to "boundary intensification," in which items on either side of a category boundary appear more different than they actually are. Differences between categories seem larger, and differences within categories seem smaller. Two studies investigated how category labels, as opposed to continuum labels, would affect children's judgments about social categories. In Study 1, 4-year-olds heard two sets of 6 pictures described using category labels (3 "happy" and 3 "sad;" 3 "child" and 3 "grown-up") or continuum labels ("really happy" to "really sad;" "smallest child" to "all grown up"). Describing stimuli in terms of categories or a continuum affected children's open-ended descriptions and similarity judgments about those items. In Study 2, another set of pictures was described using category labels (3 "nice" and 3 "mean") or continuum labels ("really nice" to "really mean"). The labels again affected children's subsequent descriptions of the items and judgments about similarity. Moreover, when asked to rate how much they liked each one and how much they would like to play with each one, children in the category condition tended to lump together the ones within a category and exaggerate the distinction between those in different categories. These results suggest that linguistic input can play an important role in determining how social categories are represented.

G10

MORE THAN A FEELING: UNCONSCIOUS THOUGHT AND MATE CHOICE

Christopher J. Wilbur¹, Jennifer Caron¹, Lorne Campbell¹,
¹University of Western Ontario – Conventional wisdom dictates that prudent decision-making requires careful deliberation. Several lines of research, however, conclude that such protracted reflection can lead to poor selections and diminished satisfaction with one's choice (e.g., Dijksterhuis, 2004; Wilson et al., 1993). Dijksterhuis (2006) concluded that for complex decisions, a period of unconscious thought results in the most optimal choices. This reasoning has yet to be extended to life's arguably most important domain – mate choice. Mate choice traditionally has been studied using explicit ratings (e.g., Buss, 1989) and recent findings call into question the validity of explicitly articulated mate preferences in predicting actual choices (Eastwick & Finkel, in press). To explore the role of unconscious decision-making in mate choice, we presented 63 female participants with information about four hypothetical romantic partners who varied in their overall degree of favorability and in their ratio of positive evolutionarily-relevant traits (e.g., status) to positive evolutionarily-nonrelevant traits (e.g., conscientiousness). Participants rated these targets immediately following attribute presentation, after a period of conscious thought, or after performing a distraction task designed to stimulate unconscious thought. As expected, an interaction emerged between thought condition and favorability, such that participants engaged in unconscious thought were best at distinguishing the most favorable partner from the least favorable partner. We did not observe any interactions between thought condition and preponderance of evolutionarily-relevant traits. The applicability of Dijksterhuis' (2006) Unconscious Thought Theory to the realm of romantic attraction is debated, as are potential underlying mechanisms driving unconscious decision-making and mate choice.

G11

GROUP PERFORMANCE UNDER STEREOTYPE THREAT

Nicholas Aramovich¹,
¹University of Illinois at Chicago – Although numerous studies indicate that individuals under stereotype threat under-perform relative to non-threatened individuals, no studies have examined how stereotype threat affects group performance. Groups of 3 as well as individual women solved a letters-to-numbers problem under conditions of no threat and stereotype threat. As expected, individual women problem-solvers under stereotype threat took more trials to solve the problem than individuals not under threat. However, the performance of groups of women under stereotype threat did not differ from groups not under threat. Additionally, although groups did not outperform the best individual problem-solvers when no threat was present, under stereotype threat, groups solved in fewer trials than even the best individuals. The results of this study suggest that stereotype threat effects found at the individual level not do necessarily transfer to group-level performance. When individuals worked collectively with similar others under stereotype threat they did not suffer the performance detriments typically found at the individual level.

G12

BY ANY MEANS NECESSARY? THE EFFECTS OF WEIGHT LOSS ON PERCEPTIONS OF ATTRACTIVENESS AND PERSONAL RESPONSIBILITY

Brent Mattingly¹, Mark Stambush², Amanda Whitworth¹, Jessica Dumas²,
¹Saint Louis University, ²Muskingum College – Much research has been conducted to explain which characteristics are found to be physically attractive, whether it be symmetrical faces (e.g., Grammer & Thornhill, 1994), youthful features for females (e.g., Cunningham, Druen, & Barbee, 1997), strong and dominant features for males (e.g., Cunningham, Barbee, & Pike, 1990), or an ideal (i.e., 0.7) waist-to-hip ratio (e.g., Singh & Luis, 1995). Little research exists in assessing the impact that cognitions play in affecting perceptions of physical attractiveness, however. In the current study, 111 participants (70 female, 41 male) viewed a photograph of a female and read a

description indicating that the female in the photograph had recently lost weight. Participants then made several ratings about the target female. Results indicated that the more weight the target was viewed as losing because of surgical procedures, she was perceived as being less attractive and less responsible for her weight loss. The more weight the target was viewed as losing because of a diet/exercise regimen, she was perceived as being healthier, younger, more physically attractive, and more responsible for her weight loss. Men were more attracted to the target to the extent that her weight loss was perceived to be via diet/exercise and less attracted when via surgical procedures. These findings indicate that varying weight loss methods have differing effects on individuals' perceptions of attractiveness and responsibility attributions.

G13

IMPRESSIONS OF HUMBLE WINNERS, GRACIOUS LOSERS, AND THEIR EGOISTIC COUNTERPARTS

Marisa Miller¹, Barry Schlenker¹,
¹University of Florida – People differ in the strength of their commitment to principled ethics and the importance of integrity. Those who express more principled commitment, as compared to those who express more expediency, are seen by their friends as having more integrity; report less antisocial behavior and moral disengagement; display greater authenticity, purposefulness, empathy, and helping; and more strongly like those who behave in morally upright ways and dislike those who behave in morally questionable ways (Miller & Schlenker, 2007; Schlenker, 2007; Schlenker, Weigold, & Schlenker, in press). The current research examined whether differences in principled ethics, as assessed by the Integrity Scale (Schlenker et al., in press), are related to judgments of others who take greater or less personal responsibility for task outcomes. Participants (203) read about a character who played either a major or minor role in a group's success or failure, and later claimed either high or low personal responsibility for the performance. Overall, targets preferred successful targets who modestly minimized their responsibility and unsuccessful targets who took responsibility over their egoistic (successful, responsibility-claiming) and excuse-making (unsuccessful, responsibility-denying) counterparts. However, this tendency was significantly more pronounced for principled rather than expedient participants. A second study (N= 188) indicated that principled participants perceive a greater difference between high and low responsibility claims than expedient participants even when characters worked alone and the resultant claims did not incriminate or steal the glory from others. The tendency to admire humble winners and gracious losers is stronger in those who express greater personal integrity.

G14

PARENTING PAINS: THE ROLE OF VICARIOUS GUILT AND SHAME IN PARENTING

Marchelle Scarnier¹, Toni Schmader¹,
¹University of Arizona – Contemporary theory differentiates the cognitive antecedents and motivational consequences of shame and guilt (Tangney & Fischer, 1995). Recent theory and research has expanded these ideas to recognize that others' negative actions can cause shame and guilt vicariously (Lickel et al, 2005). Applying these models, the present research tested factors that differentiate a parent's shame or guilt reaction to the misdeeds of their children and investigated the relationship between emotion and discipline strategies. In Study 1, parents recalled their child's worst transgression and rated its effect on their thoughts and feelings. Results revealed that publicity appraisals predicted shame, as mediated by image threat. In contrast, perceptions that one has less control than they should have over their children (control deficiency) predicted guilt. In Study 2, mothers rated what they would think, feel, and do if their child hit another child in front of a neighbor who was described as supportive, neutral, or judgmental. We also primed a sense of control deficiency using an ease of recall paradigm. Results revealed that a critical observer elevated ratings of shame compared to control; although a supportive observer did not act as a

buffer from shame as expected. Guilt was higher for mothers with chronically high ratings of control deficiency who were also primed to feel they lack the ability to influence their children. Importantly, guilt predicted more adaptive discipline patterns, whereas shame predicted less adaptive discipline. Implications for the role of self-conscious emotion in family dynamics are discussed.

G15

THE MORAL SIGNATURES OF WOMEN AND MEN *Spassena Koleva¹, Ravi Iyer², Jesse Graham³, Jonathan Haidt³, Peter Ditto¹*; ¹UC Irvine, ²University of Southern California, ³University of Virginia – Recently, Haidt and colleagues have suggested that moral judgments are based on automatic intuitions about right and wrong, which are guided by five psychological moral foundations: harm, fairness, loyalty, authority, and purity. Furthermore, political liberals and conservatives in the U.S. differ in their reliance on these foundations: liberals appear primarily concerned with issues of harm and fairness, whereas conservatives consider all five foundations similarly (Haidt & Graham, 2007). Based on prior research on moral judgment, we expected that men and women would also differ in their endorsement of the five foundations. A large web-based survey of morality with over 3000 participants provides supporting evidence: women scored significantly higher on harm, fairness, and purity. Political ideology mediated the relationship between gender and moral judgment for harm and fairness, but not for purity. Theoretical implications for the relations between gender and politics are discussed.

G16

GOAL SETTING AS IMPRESSION MANAGEMENT *Meredith Terry¹*; ¹Alfred University – Most research on goal setting highlights the relationship between goals and performance, passing over the underlying motivation in goal setting. In doing so, the existing research fails to take into account the relationship between goal setting and the social pressure to manage impressions. The current studies examined: a) if people evaluate others based on their goals, b) whether people set goals specifically to manage audience impressions, and if so, what are the effects for the goal-setter, and c) whether goal setting for impression management reasons can backfire and create an undesired impression. In Study 1, participants read scenarios that described a person setting either a very high, moderately high, moderately low, or very low goal. Participants then rated the person on a variety of attributes. Participants' ratings (on attributes related and unrelated to the task in the scenario) differed based on the different goal levels. In Study 2, participants set a goal that would be shown to an audience that places a high-value on achievement, a low-value on achievement, or was neutral in regards to achievement. Participants set higher goals when the goal would be seen by a person who values high achievement than if the person values low achievement or expressed no preference, $F(2, 62) = 3.63, p < .05$. However, the different goals did not lead to differences in performance on the task, $F(2, 62) = .077, p > .05$, suggesting the motivation behind the goal-setting was managing of impressions and not goal pursuit.

G17

ATTITUDE CHANGE AND SOURCE MONITORING ERRORS FOLLOWING IMAGINING SCENARIOS OF ATTITUDE-RELEVANT INTERACTIONS *Jay Frye^{1,2}, Charles Lord¹*; ¹Texas Christian University, ²Colorado College – Two studies tested competing hypotheses explaining an attitude change phenomenon. Previous studies have shown a relationship between memory errors and attitudes, where attitude change has been found to follow source memory errors of imagined events. It is believed that writing hypothetical scenarios of detailed, first person accounts of interactions with a target group member causes source monitoring errors to occur where the imagined events become confused with actual events in memory. People often look to their memories for information when reporting their current attitudes, and

errors in attitude-relevant memories are suspected to lead altered attitude reports. A competing hypothesis may be that attitudes change online while imagining interactions with a target group member and that the observed memory errors are a byproduct of changed attitudes. Study 1 showed that attitudes did not significantly change immediately after writing hypothetical scenarios of imagined interactions, but did change three weeks following the manipulation when memory errors were recorded. Study 2 showed that memory errors were not observed following a different attitude change manipulation that resulted in a similar magnitude of change. Here, again, attitude change did follow source monitoring errors resulting from writing hypothetical accounts of imagined attitude-relevant actions. Together, these studies suggest that the memory error account is more accurate than a biased memory account in explaining the attitude change that follows imagining attitude-relevant events.

G18

MORTALITY SALIENCE EFFECTS ON SUBJECTIVE TEMPORAL DISTANCE OF PAST EVENTS IN CLOSE FRIENDSHIPS. *Ryutaro Wakimoto¹*; ¹University of Tokyo – Close relationships serve as an anxiety buffer therefore mortality salience (MS) motivate relational strivings such as enhanced self-evaluation of social skills (Ben-Ari et al., 2002). Combined with the finding that positive temporal comparisons about a close relationship predict positive outcome in the relationship (Frye & Karney, 2002), MS could also affect autobiographical memory for past interpersonal events. The present study explored MS effects on subjective temporal distances of past events in close friendships. This study also assessed attachment anxiety and avoidance, since precedent studies have already reported moderating effects of these variables. In three studies, Japanese undergraduates completed an attachment style scale and then assigned either to a mortality salience or a control condition. After a delay task, participants reported temporal distance of past positive and negative events in close friendship. Study 1 (N=53) revealed participants' own good deeds for close friends were felt closer in the MS condition than in the control condition. Study 2 (N=76) showed those with low anxiety and those with extremely low avoidance felt close friends' good deeds for them closer in the MS compared to the control condition. Conversely, participants with high anxiety or extreme avoidance felt close friends' good deeds farther in the MS condition than in the control condition. In Study 3 (N=90) which concerned with guilt-experience and gratitude-experience, participants with low anxiety felt guilt-experience closer in the MS compared to the control condition when it was recalled after gratitude-experience. Implication of these findings for terror management theory and temporal self-appraisal theory are discussed.

G19

ENDOGENOUS ATTITUDE FORMATION AND GROUP POLARIZATION *Gael Le Mens¹*; ¹Stanford University – I propose a novel mechanism to explain how polarization of attitudes can emerge in the course of group discussion. In contrast to many previous explanations that rely on interpersonal mechanisms such as social influence, my explanation assumes that individuals form their attitudes according to their own experiences. Using a formal model, I show that it is enough, for group polarization to emerge, to assume that individuals are less likely to think about and gather additional information about issues they do not feel strongly about. When this assumption holds, attitudes prior to the discussion will tend to be less extreme than if they had been the result of forced exposure to information. The key is that individuals tend to stick with moderate attitudes because they do not gather additional information about the issue. Group discussion, however, forces subjects to re-evaluate the issue. Even if the information communicated in the course of the discussion is balanced, in that it supports the issue as much as it goes against it, attitudes will tend to be more extreme after the discussion than before. The model illustrates how the mechanism by which the attitude is formed prior to the discussion can affect how it is

affected by group discussion. It also shows that group polarization can occur even if the assumptions of the two main mechanisms previously advanced, persuasive argument theory and social comparison theory, are not met.

G20

RECYCLING WITH THE JONSES: AN EMPIRICAL TEST OF DYNAMIC SOCIAL IMPACT THEORY. Paul A. Story¹, Helen C. Harton², Donelson R. Forsyth³; ¹College of William & Mary, ²University of Northern Iowa, ³University of Richmond – Dynamic social impact theory (Latané & Bourgeois, 2001) states that as groups interact over time four processes become apparent: consolidation, clustering, correlation, and continuing diversity. In a field study, we empirically examine one of these processes, clustering. As social impact theory suggests, people are influenced by those closest to them. Thus as people interact more frequently, clusters of people exhibiting similar attitudes and behaviors should appear. The current study examined recycling habits in two neighborhoods over two months to determine if neighbors influence each others recycling habits. Before handing out flyers attempting to increase recycling rates, we took baseline measurements of resident's participation levels and how much they recycled. After households received the experimental manipulation, we again recorded participation levels and material recycled. Using software commonly employed by geographers, geographic information systems, we determined if neighbors recycling habits depended on their surrounding neighbor's recycling habits via spatial autocorrelation. After the intervention in one of the areas studied, resident's participation level and total material recycled showed moderate amounts of clustering (Moran's I = .23 & .20), a pattern not found initially. Results suggest that not only does a neighbor's participation level positively affect surrounding neighbor's participation levels but also how much material they recycle. Residents tended to participate and recycle more if their neighbors did the same.

G21

LINGUISTIC ANALYSIS OF VERBAL EMOTIONAL DISCLOSURE IN INTERPERSONAL VS. PRIVATE CONTEXT Lindsay M. Sander¹, Jay L. Cohen¹, Olga M. Slavin¹, Mark A. Lumley¹; ¹Wayne State University – Content analyses of private written disclosure show that certain language characteristics are related to better emotional processing. Yet, everyday disclosure is often interpersonal and likely influenced by the interpersonal context and person characteristics. We examined the language of participants who disclosed in different contexts and the moderating effect of attachment security. Undergraduates reporting an unresolved stressor completed an attachment measure and were randomized to disclose for 30 minutes to a) an active facilitator, b) a passive listener, or c) a private tape recorder. Disclosures were transcribed with Pennebaker's Linguistic Inquiry and Word Count (LIWC), which generated various indices (proportions of total words). There were no main effects of attachment security, but there were several significant ($p < .05$) condition effects. Participants disclosing to an active facilitator gave more insight words, those disclosing to a passive listener generated more present and fewer past tense words, and those disclosing privately talked more about religion. Importantly, attachment moderated condition effects on a number of indices. Secure attachment was correlated with increased emotion, causation, insight, and past tense words in the facilitated condition; but fewer emotion and more present tense words in the passive listener and private conditions. Secure attachment predicted increased second person ("you") references in the passive condition and increased religious words in the private condition. These findings suggest that securely attached people may disclose and process stressors better when disclosing to an active facilitator, but insecurely attached people may disclose better to a passive listener or on their own.

G22

RACISM LEADS TO PUSHUPS: DOES THE EXPERIENCE OF RACISM ELICIT COMPENSATORY MASCULINE BEHAVIOR IN BLACK MEN? Brooke Allison Lewis Di Leone¹, Phillip Atiba Goff¹; ¹Penn State University – Is racism experienced as a threat to Black men's masculinity? In Study 1 Black and White men were either the targets of racial discrimination or the recipients of non-discriminatory feedback. We then examined participants' compensatory masculine behavior by measuring their endorsement of normative masculinity (Male Role Norms Scale, Thompson & Pleck, 1986) and engagement in stereotypically masculine behavior – in this case, pushups. Black participants who experienced discrimination reported greater investment in normative masculinity than White participants who experienced discrimination. Additionally, Black participants who experienced discrimination performed more pushups and spent more time performing pushups than White participants who experienced discrimination. In Study 2 participants completed pushups and a measure of vigilance to masculinity threat cues. Vigilance was measured using a word search task embedded with masculinity threat words (e.g., weakling) and neutral words (e.g., chalk). Results from Study 1 were replicated and support was found for threatened masculinity as the mechanism by which racism leads to compensatory masculine behavior. Black participants who experienced discrimination showed greater vigilance to threatened masculinity cues than White participants who experienced discrimination and this vigilance mediated the relationship between the experience of racial discrimination and pushups. This research suggests that racial discrimination, which does not explicitly contain information about gender, is experienced as a threat to Black men's, but not White men's, masculinity. Additionally, it suggests that the experience of a threat to one's masculinity leads one to endorse normative masculinity and perform more stereotypically masculine behaviors.

G23

POLITICALLY ACTIVE, HIGHLY RELIGIOUS CHRISTIANS IMAGINE THEIR LIFE WITHOUT FAITH: AFFECTIVE AND MOTIVATIONAL DIFFERENCES BETWEEN POLITICAL LIBERALS AND CONSERVATIVES Michelle Albaugh¹, Dan P. McAdams¹; ¹Northwestern University – As part of a broader study investigating the intersections of traits, narrative identity, personal faith, and political ideology, we asked 91 politically active, highly religious Christian, midlife adults to imagine what their life would be like if they had no religious faith. Asking this question of highly religious adults allowed us to elicit both affective and motivational content about those potentially negative features of life from which religion might offer protection. We coded participants' responses for the presence/absence of nine inductively derived themes: fear, sadness, anger, loss of hope, interpersonal isolation, self-regulation, self-fulfillment, meaning, and breakdowns in societal institutions. We then compared theme scores of political conservatives and liberals, deriving our hypotheses from the literature on political psychology, motives, and emotion. Binary logistic regressions revealed that political liberals demonstrated significantly greater odds of evidencing the self-fulfillment theme. Political conservatism, however, predicted significantly greater odds of evidencing the self-regulation and societal institution themes, even after controlling for other participant characteristics. What differentiates the conservatives from the liberals in our sample are not the emotions they feel, but the substantive content linked with those emotions. The conservatives most feared a loss of control – both of themselves and in the world. In stark contrast, liberals feared emptiness in life, a loss of vivid richness and fullness that was nearly tantamount to losing the fullness of their humanity. This study enhances our understanding of the underlying psychological forces that differentiate political liberals from conservatives.

G24

JUSTICE OR JUSTIFICATION? ALTERNATE ROUTES TO LEGITIMACY *Jojanneke van der Toorn¹, Tom Tyler¹, John Jost¹; ¹New York University* – This research is concerned with why people view authorities as legitimate and voluntarily defer to them. A key antecedent of legitimacy is procedural justice. When people evaluate the processes by which leaders exercise their authority as fair, they view those leaders as more legitimate and are more willing to defer to their directives (Tyler, 2006). We tested for the existence of a second, distinct, motivation that leads people to view authorities as legitimate – the motivation to justify existing authority relations (System Justification Theory; Jost, 2001). We predicted that this motivation will emerge in settings in which people are dependent upon those authorities for desired resources and that it will separately shape legitimacy judgments. This argument was tested in two panel-studies in which the respondents were interviewed at two time points. Study 1 uses a sample of American employees, drawn from work organizations throughout the United States. Both procedural justice and financial dependency are positively related to perceived legitimacy and the effect of dependency is especially strong in cases where one feels unfairly treated. Study 2 uses a sample of New York City residents and assesses whether people who need the police because they live in dangerous circumstances view them as more legitimate, irrespective of whether or not the police act justly. Results indicate that this is the case and that neighborhood conditions have slightly more influence with high procedural justice. These findings suggest that both justice and justification mechanisms are at play in determining the perceived legitimacy of an authority.

G25

RAPID DETECTION OF EMOTION IN THE NEUTRAL FACE *Michael T. Stevenson¹, Reginald B. Adams Jr.¹, Nalini Ambady²; ¹The Pennsylvania State University, ²Tufts University* – Overview: Recognition of social information from facial stimuli such as trustworthiness, competence, attractiveness, likeability, and threat-related emotionality occurs rapidly, with as little as 33ms of exposure. Central to each of these social perceptions are the dimensions of dominance and affiliation. Research has demonstrated that dominance and affiliation are readily inferred from the emotional expressions of anger and joy, respectively. Accordingly, we hypothesized that neutral faces varying in extremes along the social dominance and affiliation continua would also yield corresponding emotion judgments, even when rapidly presented. Method: Participants viewed photographs of female and male neutral faces that were pre-selected based on preliminary ratings of dominance and affiliation (with no time constraints) forming the following four categories: (1) high dominance/high affiliativeness, (2) high dominance/low affiliativeness, (3) low dominance/high affiliativeness, and (4) low dominance/low affiliativeness. Photographs were randomly presented for 33ms. Immediately following each presentation, participants made counterbalanced ratings of dominance, affiliation, anger, and joy. Results: Ratings of joy and affiliation based on rapid and unconstrained face presentations were significantly correlated, suggesting highly intertwined constructs. Ratings of anger from rapid face presentations were likewise correlated with ratings of dominance and anger based on unconstrained presentations. Surprisingly, ratings of dominance from rapid presentations—although highly predicted by target gender—were uncorrelated with dominance and anger ratings based on unconstrained presentations. This finding suggests that anger is readily extracted from facial appearance when rapidly-presented, whereas dominance ratings at this level of exposure appear bound to categorical judgments of gender, implying a reliance on gender stereotypes.

G26

CORRELATES OF RELATIONAL BOREDOM: VALIDATION OF A SCALE *Cheryl Harasymchuk¹, Beverley Fehr²; ¹University of Manitoba, ²University of Winnipeg* – The purpose of the present investigation was to examine the validity of a newly created measure of relational boredom. Building upon previous research that has emphasized boredom as a challenge to long lasting and satisfying relationships (Aron & Aron, 1986), we sought to focus our attention on defining and creating a measure of this understudied construct. In previous studies, the present authors created a measure of relational boredom using a prototype approach and found it to be psychometrically sound. Consistent with Gable and Reis' (2001) conceptualization of relational boredom representing a low appetitive state, in the present study we examined the relationship with the newly developed measure and self determination theory (Ryan & Deci, 2000). Additionally, we examined the relationships between relational boredom and satisfaction, closeness, positive and negative affect and individual differences in boredom proneness. Participants (N=104), currently in a dating relationship, completed a battery of questionnaires including measures of self-regulation, basic psychological needs, relationship satisfaction, closeness, positive and negative affect in their relationship, and an individual difference measure of boredom proneness. Consistent with predictions, individuals scoring higher on the relational boredom scale scored significantly lower on autonomous self regulation, basic needs, positive affect, relationship satisfaction and closeness. The relational boredom scale was positively related to controlled self regulation, negative affect, and boredom proneness. The results offer initial support for the validity of the relational boredom scale.

G27

THE EFFECT OF SYSTEM JUSTIFICATION TENDENCIES ON ENVIRONMENTAL ATTITUDES AND ACTIONS *Irina Feygina¹, Rachel Goldsmith², John Jost¹; ¹New York University, ²Mount Sinai School of Medicine* – Environmental pollution and global warming threaten human well-being and survival, yet attempts at preventing environmental deterioration encounter apathy and resistance. Findings from system justification theory suggest these responses may be due to epistemic and existential needs to defend and bolster the status quo, especially in response to threat. System justification is predicted to increase denial of threatening environmental information and resistance to changing the status quo of indifference and inaction toward environmental problems. Three analyses tested this hypothesis. First, World Values Survey respondents who reported stronger system-justifying beliefs (including resisting social change, free market ideology, and conservative political ideology) were less willing to bear personal costs for protecting the environment and to place environmental protection over economic growth. Furthermore, political ideology predicted environmental attitudes over and above political party affiliation, suggesting that effects of system-justifying ideologies were not simply due to alignment with partisan attitudes or media influences. A second study among undergraduates showed that engaging in general and economic system justification were highly significant negative predictors of pro-environmental attitudes. Political ideology also predicted environmental attitudes, and this was mediated by system justification tendencies. A third study revealed that engaging in system justification was a negative predictor of multiple environmental attitudes, including acceptance of the ecological crisis and of limits to growth, concern about the tenuousness of balance within nature and about abiding by the constraints of nature, and anti-anthropocentrism. Results suggest that attempts at improving environmental attitudes and behavior need to address the detrimental effect of system justifying processes.

G28

MY FREEDOM IS YOUR FREEDOM: THE ROLE OF THE CULTURALLY DETERMINED SELF-CONCEPT WHEN FREEDOM IS THREATENED Verena Graupmann¹, Eva Jonas¹, Eva Traut-Mattausch²;

¹University of Salzburg, Austria, ²University of Munich, Germany – Like many social psychological theories, reactance theory (Brehm, 1966) presumes core motives that are strongly related to a person's self: People experience the motivational state of reactance when a personal freedom is eliminated or threatened. However, people form different self-concepts in different cultural environments (Markus & Kitayama, 1991): Individualistic/ more independent self-concepts are dominant in Western cultures, whereas collectivistic/ more interdependent self-concepts are dominant in Eastern cultures. This implies that personal freedom and therefore also reactance may be perceived differently. In the context of reactance theory (Brehm, 1966), we investigated how people from a collectivistic cultural background perceived threats to personal and collective freedom: In two studies we showed that participants in Taiwan were less sensitive to a threat to their individual freedom, but more sensitive if their collective freedom was threatened. In Study 1 Taiwanese participants expressed less increase in attractiveness for an eliminated choice (a measure for reactance) when it had been eliminated for themselves, but more when it had been eliminated for a friend. In Study 2 participants in Taiwan experienced more reactance when their team was restricted in its freedom to make a decision, than when the restriction concerned only them personally. Theoretical and practical implications for the understanding of freedom, culture and the self in social psychological theories are discussed.

G29

CULTURAL SCRIPTS OF ANGER Ishani Banerji¹, Ashleigh Haire¹, Monique Starling¹, Batja Mesquita^{2,1}; ¹Wake Forest University, ²University of Leuven – Two studies were conducted to assess the influence of culture-specific scripts of emotions on the recall of emotional events. It was predicted that greater familiarity with the script for emotions in one's culture will facilitate recall of emotional behaviors that are consistent with that script, but hinder the recall of unfamiliar scripts. In study 1, American participants read vignettes that were developed in America and Japan narrating a conflict situation. Participants described the vignette from memory after completing a distractor task. In study 2, American participants viewed television clips depicting a conflict situation from American and Japanese television shows, and recalled the narratives after completing a distractor task. As predicted, participants in both studies recalled the emotion script elements from their culture better than elements from the other culture. In study 1, more American coping responses were recalled than Japanese responses when the vignette was adapted for American participants. When the vignette was adapted to reflect Japanese cultural scripts, participants recalled more American coping responses than Japanese responses. In study 2, American participants were able to recall narrative details from the American clip more accurately than the Japanese clip ($t(63) = 6.96, p < .01$). Also, they had better recall for the American script elements of anger compared to the Japanese elements in the Japanese clip ($t(63) = 3.88, p = .001$). This is some of the first evidence suggesting that culture can shape our representations of emotions. These cultural representations of emotions fundamentally influence our perceptions, appraisals, and behavior.

G30

WHAT INFORMATION IS INFERRED FROM FACIAL DISPLAYS OF EMOTION?: AN EMPIRICAL TEST OF THE EMOTIONS VIEW. Jeremy Tost¹, Tim Ketelaar¹, Bryan Koenig¹; ¹New Mexico State University – The current research examines the various types of information conveyed by a facial display. Most research suggests that facial displays primarily convey information regarding emotional states. Alternatively, Fridlund (1994) has argued that other types of information such as behavioral intentions and action requests are conveyed by emotional displays. Across two experiments participants viewed digital images of

several facial displays including contempt, anger, disgust, embarrassment, happiness and a neutral face. Participants rated each facial display in terms of emotional states, behavioral intentions, action requests, personality traits, and physical traits. An analysis of the effect sizes in experiment one revealed that facial displays conveyed the most information about emotional states, followed by behavior intentions, action requests, personality traits but conveyed little information about physical traits. Experiment two essentially replicated these findings with a more fully counterbalanced design, a larger sample size, and more stimuli.

G31

THE ROLE OF PERCEIVED WEIGHT STIGMA IN STRESS-INDUCED EATING Brandon Cosley¹, Shannon McCoy¹, Laura Saslow¹;

¹University of Maine – The overweight are one of the few remaining groups for which discrimination is socially sanctioned. Consequently, discrimination is likely a frequent stressor which may lead to increased stress induced eating among the overweight. We investigated the relationship between perceived weight stigma and eating behavior among a community sample of moderately overweight women exposed to either "good" or "bad" stress. Prior to an experimental session, women completed a measure of perceived weight stigma. Upon arrival to the lab, weight was made salient for participants via body measurement (weight, waist, hips). A 20 minute stress task (i.e. speech, interview, math; TSST) ensued during which the administrators of the task were either supportive (positive condition) or unsupportive (threat condition). Following the task, participants rated a variety of foods and snacked for 30 minutes. Consistent with predictions, in the threat condition, the higher a woman's perceived weight stigma the more stressful she reported the task to be, the more she attributed the administrators behavior to her weight, the more food she subsequently consumed, and the more content and satisfied she felt after eating. In contrast, women in the positive condition reported less stress, made lower attributions to their weight than the threat condition, and their food consumption was unrelated to perceived weight stigma. These significant findings suggest that perceived weight stigma may make individuals more susceptible to stress induced eating and subsequent weight gain; ironically increasing their likelihood of experiencing weight discrimination. Physiological and psychological mediators of these effects are discussed.

G32

THE EFFECT OF TEAMMATE PERFORMANCE AND TEAM SUCCESS ON PERCEPTIONS OF TEAM IDENTITY Christena Cleveland¹,

Jim Blascovich¹, Jayne Hurst¹; ¹University of California, Santa Barbara – The present study examined the effects of teammate performance and team status (e.g., success) on perceptions of team identity. Both social identity theory and self-categorization theory posit that teammate performance and team success foster team identity. However, to our knowledge, this theoretical assumption is based on research involving existing teams and has not been investigated in a laboratory context. The goal of the study was to determine the relative impact of teammate performance and team success on team identity by systematically varying both factors amongst lab-based teams. The study was conducted in four phases, each phase occurring a week apart for four consecutive weeks, and was organized around a competitive anagram-solving tournament among the lab-based teams. Depending on the condition, participants were paired with two confederates who were either inferior or superior performers on the anagram task. Additionally, participants were randomly assigned to a high status (e.g., winning) team or low status (e.g., losing) team. The threesome formed a team; each week, they engaged in one team-building activity, followed by one anagram competition. The results of the study revealed a main effect for team status such that participants on high status teams reported significantly higher ratings of team identity than participants on low status teams. Teammate performance did not yield an effect. Furthermore, reported perceptions of group cohesion yielded a similar pattern and provide converging evidence.

G33
EFFECTS OF A NATIONAL SYMBOL ON ATTITUDES TOWARD OUTGROUPS

Shanette Porter¹, Melissa Ferguson¹, ¹Cornell University – In two laboratory experiments, we investigated whether a reminder of American national identity would influence White and Asian Americans' attitudes toward Blacks and Arabs. We derived two potential hypotheses from past literature: 1) attitudes toward Blacks and Arabs would be more negative for those reminded of national identity than for those who were not, as might be suggested by Devos and Banaji's (2005) findings that participants more readily associated symbols of America with White versus non-White faces, and 2) attitudes toward Blacks (and possibly Arabs) would be more positive for those reminded of national identity than for those who were not, given Dovidio et al.'s (2004) findings that highlighting a shared identity reduced White participants' prejudice toward Blacks. In Studies 1 and 2, participants were subliminally primed with either the American flag or a control stimulus. In order to explore whether explicit and implicit primes would differentially influence attitudes, Study 2 included a third condition in which participants were supraliminally primed with the flag. In both studies, attitudes toward Arabs, Blacks and Whites were self-reported on a Feelings Thermometer immediately following exposure to the prime or control stimulus. The results of both studies indicated partial support for Hypothesis 1: participants who were subliminally primed with the flag reported more negative attitudes toward Blacks, but not Arabs, than did participants in the control condition. The results of Study 2 suggested a trend toward cross-ethnic egalitarianism in the supraliminal prime condition. There was no evidence of moderation by political ideology.

G34
THE SYNDROME PERSPECTIVE IN PREDICTING AND REACTING TO TERRORISM: THE ROLE OF RIGHT-WING AUTHORITARIANISM

Derrick Wirtz¹, Barbara Larsen², Alexander Davis³; ¹Northern Arizona University, ²University of Nevada, Reno, ³Carnegie Mellon University – The syndrome perspective views the perpetrators of terrorism as identifiable according to a set of psychological traits and situational factors. Although this perspective has received little empirical support (Kruglanski & Fishman, 2006), research has suggested that the lay public uses a target's personal attributes to inform judgments about who is likely to engage in acts of terrorism (Larsen & Wirtz, 2007). The present study examined participants' adherence to the syndrome perspective and evaluated the role of right-wing authoritarianism in reactions to a hypothetical act of terrorism. Participants read vignettes describing fictitious targets low versus high in conformity, then rated each target's likelihood of engaging in an act of terrorism. Participants also rated their personal feelings of surprise, safety, predictability, fear and uncertainty in response to learning that the target had committed an act of terrorism. Consistent with a syndrome perspective, participants perceived the low-conformity target as more likely to engage in an act of terrorism than the high-conformity target. When the high-conformity (vs. low-conformity) target was described as having committed an act of terrorism, participants viewed the world as less predictable and reported greater surprise, fear, and uncertainty. Right-wing authoritarianism positively predicted participants' feelings of surprise and fear in response to the high-conformity target's ostensible involvement in terrorism, and was associated with reduced feelings of safety, irrespective of target. These results are consistent with a lay syndrome perspective and suggest that right-wing authoritarianism predicts anticipated reactions to terrorism.

G35
GENDER DIFFERENCES IN THE EFFECTS OF SOCIAL CONTEXT ON EMOTIONAL RESPONDING

Yulia Chentsova Dutton¹, Cheryl Hahn¹; ¹Colby College – Emotional responses are influenced by the presence and expressiveness of other individuals (Hess, Banse, & Kappas, 1991). We examined whether social cues influence the experience of emotions differently for men and women. Research on

gender differences in self-construal (Cross & Madson, 1997) led us to expect that women's own emotional reactions would be more sensitive to emotional cues from other individuals than men's. We examined this hypothesis by asking perceivers to watch a split screen showing amusing and sad film clips and the faces of targets videotaped while watching the films. Participants were randomly assigned to view inexpressive or expressive targets of the same ethnicity and gender. Across cultural groups, women reported experiencing more intense positive and negative emotions in response to the films in the inexpressive condition as compared to the expressive condition. In contrast, across cultural groups men tended to experience more intense positive and negative emotions in response to the films in the expressive condition as compared to the inexpressive condition. Since men and women responded differently to the presence of emotionally expressive strangers these results have implications for clinical contexts.

G36
REDUCING NEGATIVITY BIAS IN A PERFORMANCE APPRAISAL SETTING: THE EFFECTS OF A SOURCE-MONITORING TRAINING

G. Tarcan Kumkale¹, H. Irem Gokcel¹; ¹Koc University, Istanbul, Turkey – Performance appraisal has become a key organizational practice in both school settings and work organizations. Raters are expected to make accurate and fair decisions in judging performances; however, decades of impression formation research demonstrates that appraisals in both settings are clouded by errors and biases (e.g., halo error, negativity bias). These errors and biases arise especially when performance is mixed with both positive and negative behaviors. Under those circumstances, negative behaviors tend to influence appraisals to a greater extent than positive behaviors and lead to appraisals considerably more negative than expected. Past research was localized around demonstrating the prevalence of these biases; interventions have been rarely suggested. In this research, we examined the effectiveness of a source-monitoring training (SMT) in reducing halo error and negativity bias in a PA setting. 126 students watched video-taped, mixed performances of an instructor presumably displayed throughout the school year. After watching the video, the experimental group received SMT instructions asking them to rely on behaviors that evoked remember judgments (based on detailed memories) and repress reporting behaviors that are based on know judgments (feelings of familiarity) when evaluating the instructor. Before evaluating the instructor, participants in all conditions completed a cued-recall form asking them to discriminate between behaviors that occurred and did not occur in the video. As expected, receiving SMT led to increased accuracy in ratings and reduced halo error and negativity bias accordingly. Thus, SMT appears to be a very promising strategy in decreasing rater biases that frequently cloud performance appraisals.

G37
CULTURALLY MEDIATED SELF-EVALUATION PROCESSES IN THE PREFRONTAL CORTEX

Nicholas Schwab¹, Everett Woodward¹, Daren C. Jackson¹, Jessica L. Hatz², Jerry G. Cullum¹; ¹University of Wyoming, ²University of Wyoming – Cultural psychology continues to note culture's profound impact on the construction of self, how we interpret self-relevant information and act in accordance with that information. However, to date there has been less empirical work examining how cultural influences are encoded and made habitually active. Presumably cultural information is encoded neurally, thus habitually biasing responses to self-relevant information. Attempting to better understand the neural representation of culturally mediated responding, the present study integrated work on approach and avoidance processes thought to be instantiated in the prefrontal cortex with cross-cultural work on self-evaluation. We hypothesized that American participants primed with culture-congruent stimuli would show a greater cortical approach response (relative left PFC activity) to self-enhancing information and a greater cortical avoidant response (relative right PFC activity) to self-threatening information. Continuous EEG was recorded while American

participants, primed either with American cultural icons or neutral icons, were told they performed either well (positive feedback condition) or poorly (negative feedback condition) on a creativity task. There was a trend for a main effect of feedback, with negative feedback resulting in greater relative right PFC activity and positive feedback resulting in greater relative left PFC activity. There was also a trend for an interaction, with culturally primed participants showing a greater difference between feedback conditions in the predicted directions. These patterns are consistent with previous cross-cultural research on self-evaluation and have implications for work on cross-cultural differences in self-processes as well as work on approach/avoid processes in the PFC.

G38

MINDFULNESS AND EMOTION: THE IMPORTANCE OF BREATHING AND NON-JUDGING *Jessica Tipsord¹, Bertram Malle¹, ¹University of Oregon* – This study examined the effects of dispositional mindfulness (measured with the KIMS and the MAAS) and mindful awareness manipulations on emotion. Previous research suggests that mindfulness can reduce negative emotions such as anxiety (Kabat-Zinn, 1990; Segal, Williams, & Teasdale, 2002). Mindful awareness was induced by having participants take a distant perspective on their own mental states and label the type of thoughts and emotions they experience. In addition, half the participants were also taught to be aware of their breathing and re-focus on their breathing after each instance of labeling. Participants used their assigned strategy while sitting silently for four minutes and while working on Raven's matrices. A repeated measures MANOVA revealed that those in the labeling with breathing condition experienced reduced jitteriness and increased pleasantness after engaging in mindful awareness while those in the mere labeling condition experienced decreased pleasantness and increased negative emotion. The positive emotions in the labeling with breathing condition decreased when participants worked on the matrices task. Maintaining awareness on breathing may help reduce the negative emotion that is often experienced when focusing awareness on mental states. Analyses examining dispositional mindfulness revealed that those who are high on KIMS describing reported that engaging in mindful awareness was easier. In addition, the non-judging component is associated with less negative emotion and less variability in both positive and negative emotions (i.e., smaller standard deviations across the 4 emotion ratings). Thus, those who score high on non-judgment show more stability in emotion ratings.

G39

TESTING THE STRATEGIC PLURALISM MODEL OF HUMAN MATING *Jonathon LaPaglia¹, Jeffrey Simpson¹, ¹University of Minnesota, Twin Cities* – Typically, evolutionary based theories of human mating argue that due to sex differences in the minimum obligatory investment in offspring, men and women evolved different mating strategies. Specifically, men evolved to prefer numerous short-term matings with minimal investment in a partner and any resulting offspring. Conversely, women evolved to prefer long-term matings with few partners who are willing to invest. While such theories partially address between-sex differences in mating strategies, they fail to account for within-sex differences. Accordingly, the Strategic Pluralism Model of human mating (Gangestad & Simpson, 2000) instead posits that both sexes should have evolved the capacity for mixed mating strategies contingent on fluctuating environmental conditions (e.g., population viability and need for biparental care). To test this model, participants first completed the Ideal Partner Scale in which they indicated the desirability of several partner traits. Participants then read one of four hypothetical scenarios that described living in a small, geographically isolated, and relatively primitive group. Each scenario differed in cues relating to both viability (low vs. high) and need for biparental care (low vs. high). Finally, participants completed the Ideal Partner Scale a second time. Preliminary

analyses indicate that shifts in a majority of trait preferences occurred due to imagining living in the described scenario regardless of experimental condition.

G40

PERSONALITY AND POWER: PAN-CULTURALLY PREDICTIVE? *P.D. Harms¹, Atsushi Oshio², ¹University of Nebraska, Lincoln, ²Chubu University* – Status has been called the most important dimension in social interaction. Status attainment has been associated with a number of important life outcomes such as personal well-being, health, opportunities for reproduction, and emotional experience. Further, status-striving itself has long been considered one of the primary universal drives of humankind. Recently, researchers have demonstrated replicable relationships between status attainment and personality traits. A common finding of previous research is that agentic traits such as Extraversion and Dominance are most predictive of attaining positions of power. However, nearly all research in this area has been conducted in cultures defined by individualistic values. Consequently, we wish to explore the idea that cultures defined by collectivistic values may promote different types of individuals into positions of power. We present the results of a longitudinal study of 96 participants in 12 student groups investigating the relationship between both self-reported and other-reported personality and attaining positions of power in those groups. Personality was assessed using the Five Factor model in addition to a measure of trait dominance. High Agreeableness, low Neuroticism, low Dominance and being male was predictive of attaining leadership positions in the groups. However, peer-rated social influence was predicted high Agreeableness, high Conscientiousness, and being female. These data demonstrate that not only do the personality characteristics that enable an individual to succeed in attaining status and power differ across cultures, but they may actually have opposite and unintended effects over time.

G41

LAUGHTER IS GOOD MEDICINE: THE BENEFIT OF SHARED LAUGHTER IN RELATIONSHIPS *Erina Lee¹, ¹eHarmony Labs* – The purpose of the current study is to better understand the function of laughter in relationships. From the previous research, it is not clear if it is important to have funny partners or whether it is the process of laughing together that enhances relationship quality. A total of 1685 individuals took part in an online study of laughter in relationships. Participants were randomly assigned to think about either a "close friend or family member," "casual friend or acquaintance," or "current relationship partner." With this person in mind, participants responded to items about humor, laughter, and relationship quality. For this study, a 28-item measure, which included 6 subscales, was developed to assess laughter in relationships. Results from multiple regression analyses showed that shared laughter, a subsection of the laughter measure, predicted relationship satisfaction beyond effects of self laughter and partner laughter, $\Delta R^2 = .13$, $F(2, 1681) = 145.53$, $p < .01$. Furthermore, shared laughter predicted relationship satisfaction beyond how much each partner made the other laugh, $\Delta R^2 = .06$, $F(2, 1680) = 74.32$, $p < .01$. The current scale of shared laughter predicted satisfaction beyond previous measures of humor and laughter. Findings show that there is something in the interaction of laughing together that is important in enhancing relationship quality.

G42

FACE IT! MOTIVATION CAN INFLUENCE FIRST IMPRESSIONS *Kristin Gonzalez¹, Brandon Randolph-Seng¹, Darcy Reich¹, ¹Texas Tech University* – Recent research by Willis and Todorov (2006) reveals that specific trait inferences from faces can be drawn quite effortlessly and quickly (e.g., after seeing a person's face for just 100 ms). Judgments made after seeing faces for a short time show greater evidence of a positivity bias than do judgments made following longer presentations.

Could the relatively automatic process of forming trait inferences, and the degree of positivity bias that emerges, be influenced by chronic motivational tendencies? The present study tested whether trait inferences differ depending on both presentation time and chronic motivation to avoid negative biases about other people. Participants were instructed to judge the trustworthiness of pretested faces that were presented for 100 ms or 1000 ms followed by a measure of their motivation to avoid negative interpersonal biases. Consistent with past research, faces were judged to be significantly more trustworthy when presented for 100 ms than for 1000 ms. In addition, participants who reported greater chronic motivation to avoid negative biases judged the faces to be more trustworthy than did those who reported less motivation. Of most interest was a significant interaction effect, which revealed that the difference between participants high and low in motivation to avoid negative biases was greater for the short 100 ms presentation than for the 1000 ms presentation. These results suggest that quick inferences about others are nonetheless influenced by a person's chronic motivations. Results will be discussed in the context of other recent research showing evidence of intentional automatic processing.

G43

RACE AND GENDER STEREOTYPE VIOLATIONS IN HIRING DECISIONS Bettina J. Casad¹, Brandon Nakawaki¹, Jessica Tibbetts¹, Katherine Lee¹, Carie Reese¹; ¹California State Polytechnic University, Pomona – This study tested conflicting theories on stereotype violation by examining evaluations of Black and White job applicants who applied for sex and race-typed jobs. It was predicted that results would support the shifting standards model, rather than expectancy violation theory, and the effects would be moderated by implicit racism and sexism. The study was a 2 (target race) X 2 (job sex-type) X 2 (job-race-type) between subjects factorial design. Participants read application materials of a female job applicant and rated her on subjective and objective measures of warmth, competence, and future work performance. There was a 2-way interaction between target race and job sex-type for objective future work performance, $F(1, 43) = 4.02, p = .04$. Simple effects indicated that among the White job applicants, greater future work performance was predicted if the target was applying for a female-dominated ($M = .41, SD = 1.02$) rather than a male-dominated job ($M = -.48, SD = .56$), $t(23) = 2.76, p = .01$. There was no effect of job sex-type for the Black female applicants. This finding suggests that gender stereotype violation was more harmful for the White applicant in predictions of future work performance and not consequential for the Black applicant. Interestingly, the subjective measure of future work performance indicated a contrast effect, namely that the Black applicant would perform better ($M = 4.39, SD .42$) than the White applicant ($M = 3.98, SD = .63$), $F(1, 44) = 4.27, p = .013$. Additional results will be presented.

G44

THE INFLUENCE OF ATTRACTION-SIMILARITY LAY BELIEFS ON INFORMATION PROCESSING IN HYPOTHETICAL RELATIONSHIPS Simmi Mann¹, Marian Morry¹, Jessica Scholz¹, Tara Reich¹; ¹University of Manitoba – Individuals hold detailed relationship type attraction-similarity beliefs that vary based on the importance or prototypicality. Our study evaluated the influence of these lay theories on processing of information in hypothetical relationships by providing statements that differed in prototypicality and manipulated the similarity of the individuals. Prototypical items include trustworthy, reliable and forgiving whereas non-prototypical items are of less importance such as music, books, and cultural background. Our first hypothesis was that prototypicality and similarity would interact to influence the amount of information that individuals required to judge relationship quality. Second, we hypothesized that prototypicality and similarity would again interact to influence relationship quality judgments. Our participants were one hundred and forty eight individuals (56 males, 92 females). They completed the Perceived Relationship Quality Components

Inventory (Fletcher, Simpson, & Thomas, 2000), to make relationship quality judgments across 8 hypothetical relationships. 2 (prototypicality) x 2(similarity) x 8(relationship type) ANOVA on both relationship quality and the amount of information needed were conducted. Regarding the amount of information needed, a main effect for prototypicality was found ($F(1,116)=6.49, p < .01$), in that individuals required less information for prototypical than non-prototypical statements. However our hypothesized interaction was not significant. For relationship quality judgments, there was a main effect for prototypicality $F(1, 116) = 344.39, p < .001$, and a significant prototypicality by similarity interaction, $F(1, 116) = 11.03, p < .001$. Relationship quality was rated highest with similar prototypical statements followed by similar non-prototypical statements, dissimilar non-prototypical statements, and finally dissimilar prototypical statements.

G45

COMPARATIVE DIFFICULTY: CHOICE STRATEGIES IN MATERIAL AND EXPERIENTIAL PURCHASES Travis J. Carter¹, Thomas Gilovich¹; ¹Cornell University – Purchases are presumably made with the intention of fostering well-being. Why then are so many purchases unsatisfying? For one thing, making purchases from large choice sets can be difficult, and the experience of difficulty can diminish eventual satisfaction with the purchase (Iyengar & Lepper, 2000). Other work demonstrates that purchases made with the intention of acquiring life experiences were ultimately more satisfying than purchases made with the intention to acquire material possessions (Van Boven & Gilovich, 2003). We hypothesized that the greater inherent comparability of material purchases (relative to experiential purchases) might evoke different choice strategies, and ultimately make the choice more difficult, contributing to this difference in satisfaction. We tested this idea using a series of surveys. In Study 1, participants reported that, compared with experiential choices, material choices were more difficult, and thoughts about forgone options still haunt them. In Study 2, participants imagined discovering new information that rendered a previous purchase decision suboptimal (e.g. better options became available). For hypothetical material purchases, participants reported that this knowledge would not only bother them more, but would diminish their satisfaction with their purchase more as well. In Study 3, participants reported that when making material purchases, they were more likely to use the maximizing decision strategy, whereas they tended to use the satisficing strategy for experiential purchases. Together, these results suggest that greater ease of comparing material possessions (both socially and physically) invites different search strategies, making the choice more difficult, and ultimately less satisfying.

G46

IDEOLOGIES UNDER ATTACK: THE INTERACTIONS BETWEEN IDEOLOGICAL CONVICTIONS AND SYMBOLIC ATTACKS ON INTER-GROUP CONFLICT Moira Shaw¹, Tania Riosvelasco², David Biagas², Alexander McNeal, III³, Michael Zarate¹; ¹University of Texas at El Paso, ²University of Texas at El Paso, ³Park University – Drawing on recent literature on threat and group-based ideologies, this study explored the relationship between religious and political ideological convictions with variables associated with inter-group conflict (e.g. Jost, Napier, Thorisdottir, Gosling, Palfai, & Ostafin, 2007). United States Citizens' ($N = 111$) votes on policies related to group-based ideologies and prejudice towards Middle Eastern immigrants and Arab-Americans were measured after participants read messages framing the September 11th attacks as either religious or political. We predicted that religious attacks would lead to greater out-group derogation than political attacks, ideological convictions for religion and politics would interact with attack type to yield more prejudice, and attack type and ideological convictions would interact to influence voting patterns on religious and politically oriented legislation. This study yielded limited support for

each hypothesis. Participants were marginally more likely to vote in favor of more religious policies when the September 11th attacks were framed as religious, $F(2,106) = 2.78, p = .067$. Religious convictions interacted marginally with attack type on participants' attitudes towards Arab-Americans $F(2, 109) = 2.6, p = .078$. Religious convictions also interacted marginally with the religious attack to influence participants' votes for specific religious legislation (e.g. "Keep the word "God" in the Pledge of Allegiance"), $Wald(2) = 4.95, p = .08$. The results of this study extend research on threat and extremist ideology to show that individual convictions for group-based ideologies exacerbate those effects when the attack type matches those convictions.

G47**CHANGING CONCEPTS OF RACE: DIFFERENCES BETWEEN MULTIRACIAL AND MONORACIAL INDIVIDUALS** Katherine

Aumer-Ryan¹, Norm Li¹, Elaine Hatfield²; ¹University of Texas at Austin, ²University of Hawaii at Manoa – Can people's views of race be changed or are our views concerning race fixed and immutable? The present research investigates how multiracial individuals and monoracial individuals differ concerning their views of race and whether elements of this experience can be used in an experimental setting to change monoracials' views of race. Using a simple scale concerning race as either a biological or social construct, over 1000 students from a diverse southwestern campus were sampled. It was shown that multiracial individuals tended to see race as equally driven by both biological and social considerations, while monoracials tended to see race as primarily a biological phenomenon. Considering the fluidity of multiracial individuals' experience with race, we exposed monoracial students to a scenario in which they partook in only one of three experiences: one that construed race as biologically driven, socially driven, or a control. It was found that being exposed to and considering participation in an experience that would involve seeing race as either essentialist (i.e., biological) or fluid (i.e., socially constructed) significantly affected how individuals perceived of race later in the study. These findings demonstrate that one's experience of race can contribute to one's cognitive framework of race as either essentialist or fluid.

G48**THE EFFECT OF STEREOTYPES AND SOCIAL DOMINANCE ORIENTATION ON DECISION MAKING IN CRIMINAL TRIALS AND HIRING DECISIONS** William Huggon¹, Kim Yue¹, Jonathan Freedman¹;

¹University of Toronto – Prejudice is judged less acceptable today, resulting in an effort to avoid being (or appearing) influenced by stereotypes; there is a conscious effort to be fair to a black target. It is hypothesized that while stereotypes may not affect targets, stereotypes might affect judgements of a black witness for the target and thus inadvertently affects the target's outcome. It is theorized that this would be especially prevalent when participants are higher in social dominance orientation (SDO). This theory argues the major forms of intergroup conflict derive from a basic human predisposition to form and maintain hierarchical and group-based systems of social organization (Sidanius and Pratto, 2001). In a series of studies examining this effect in criminal trials and hiring practices, participants were randomly assigned to one of 4 conditions which varied the congruency of race of target (defendant or applicant) and key witness (alibi or job reference). Participants read a trial transcript or résumé portfolio with the faces of all the key players embedded, and made a decision on the fate of the target (verdict or hiring decision). In each case, there was an effect on the decision when the race of the target and their main reference were incongruent, dependant on higher SDO. Interestingly, it was found that violations of hierarchies resulted in punishment regardless of whether the violator was an ingroup or outgroup member, but did not result in punishment of an ingroup or outgroup member as long as the target maintained relationship selectivity to their own ingroup.

G49**STEREOTYPE THREAT IN PERSISTENT WOMEN** Julia Steinberg¹;

¹Arizona State University – When a group of similarly qualified students is given a math test, females underperform their male peers if they are threatened by stereotypes about women's math abilities. Furthermore, the performance difference is not only observed across genders; women presented with non-threatening situations outperform women under stereotype threat. The present study tested whether women who major in math fields (henceforth persistent women) are also negatively affected by stereotype threat. Noticing most studies on stereotype threat use samples of students taking psychology courses, some with high SAT scores or high math identification, we turned our attention to persistent women and men. Ninety-one women and 137 men majoring in engineering, who had completed or were in the final semester of their calculus sequence, were randomly assigned to one of six conditions in a 2 x 3 matrix: Test Diagnosticity (test diagnostic vs. non-diagnostic of math ability) X Presence of Stereotype Information (no information, men perform better than women, women and men perform equally). The conditions were administered following standard procedures and manipulations. Nevertheless, statistical analyses revealed no gender differences in performance under any condition. Moreover, women's performance did not differ across conditions. These results suggest that persistent women have inoculated themselves from the negative effects of stereotype threat. In addition we looked into other data, such as math self-confidence, math identification, gender identification, and stereotype endorsement, collected from participants before and after the math test. These data intimate that the lack of performance differences were due to the special characteristics of persistent women.

G50**POLICE AS FRIEND OR FOE?: RACIAL DIFFERENCES IN IMPLICIT AND EXPLICIT ATTITUDES** Rebecca McGill¹, Patricia Devine¹;

¹University of Wisconsin, Madison – A number of high profile events in which Black citizens have been beaten or shot dead in encounters with police (e.g., the Rodney King and Amido Diallo incidents) led to accusations of police racism and general mistrust of the police. Some have argued that such events resulted in strained Police/community relations (Correll et al., 2007). To date, however, there has been little research addressing Black and White citizens' explicit or implicit attitudes toward the police. Are the police perceived as friend (cues for safety) or as foe (cues for threat) and do these perceptions vary as a function of citizen race or experience with the police? The present study was designed to address these questions. To this end, Black and White students completed a "Police/Citizen IAT" which measured participants' automatic associations of the police with "friend" or "enemy". Participants also answered questions regarding their explicit attitudes towards the Police and their previous experiences with the Police. Results showed that Whites had more positive explicit attitudes towards the Police than Blacks. Surprisingly, however, Blacks and Whites exhibited equally strong, negative implicit bias towards the Police, associating the Police more strongly with "enemy" than with "friend". Furthermore, Blacks' implicit and explicit attitudes were moderately correlated, whereas Whites' implicit and explicit attitudes were more dissociated. These results suggest that Blacks' negative attitudes towards the Police may be strong and invariant across situations, whereas Whites' negative attitudes may only surface in certain situations. We consider the implication of these findings for Police/community relations.

G51**THE ROLE OF CHRISTIAN AND BUDDHIST BELIEFS IN GENERAL ACTION AND INACTION GOALS** Hong Li¹, Dolores Albarracín¹;

¹University of Florida – This research was conducted to explore the possibility that religious beliefs contribute to regulate individuals' general action/inaction level, both within- and cross-culturally. General action can be defined as the process yielding motor

and/or cognitive output, and general inaction as the lack of action. To test these hypotheses, 1,906 college students in 8 North American, South American, European, and Asian countries completed questionnaires measuring Christian vs. Buddhist beliefs and attitudes towards general action vs. inaction. Results of structural equation modeling suggested that, at the individual level, higher endorsement of Christian beliefs increased general attitudes toward action (vs. inaction) whereas higher endorsement of Buddhist beliefs increased general attitudes toward inaction (vs. action). More importantly, this model was identified in each of these 8 countries. The implications of these findings for conceptualizations of goals are discussed.

G52

WHY DOES CROSS-GROUP FRIENDSHIP IMPROVE INTERACTIONS WITH NOVEL OUTGROUP MEMBERS? Elizabeth Page-Gould¹, Rodolfo Mendoza-Denton¹, Jan Marie Alegre²; ¹University of California Berkeley, ²University of California Santa Barbara – The present research tested if cognitive associations of the self with a close interracial friend's racial group will explain why interracial friendship facilitates interactions with novel outgroup members. Study 1 demonstrated that participants automatically associated themselves with their close cross-race friends' race. After providing information about their closest friends and personality, participants completed an "implicit personality test" where they categorized adjectives as descriptive or non-descriptive using buttons labeled "Me" and "Not Me." Consistent with the findings of Aron et al. (1991) for personality traits, interracial friendship predicted greater hesitation when categorizing an interracial friend's racial group with "Not Me." Study 2 used this hesitation time to explain the relation between interracial friendship and pleasant interracial interactions. Participants with at least one close interracial friend described either a same-race or cross-race friend in detail (friends' names were ideographic stimuli collected at prescreening), completed the "implicit personality test" described from Study 1, and responded to a vignette about a social interaction with a stranger of their friend's race. As predicted, participants who described a interracial friend expected they would enjoy the interracial interaction significantly more than participants who described a same-race friend. Furthermore, friendship salience predicted longer hesitation to friends' race stimuli, and hesitation time mediated the effect of friendship salience on expected enjoyment of the interracial interaction. Altogether, it seems the beneficial effects of cross-group friendship on intergroup interaction may be explained by associating outgroups with the self.

G53

EXPLORING THE BOUNDARIES OF CONSERVATIVE BLAME AND LIBERAL LENIENCY: THE MOTIVATED CORRECTION MODEL OF IDEOLOGICAL REASONING. G. Scott Morgan¹, Linda Skitka¹; ¹University of Illinois at Chicago – In general, conservatives and liberals do not see eye-to-eye but prefer different explanations for societal ills. Specifically, conservatives typically make dispositional attributions for social problems, emphasizing personality-based explanations and blaming individuals. In contrast, liberals typically make situational attributions for social problems, emphasizing social and environmental factors. Nevertheless, the Motivated Correction Model of Ideological Reasoning (MCM) suggests that these ideological differences may not always hold true. The MCM is built on past research indicating that people first make automatic, dispositional attributions when explaining problems and that people only consider situational information when they are motivated to do so. The MCM predicts that people will be motivated to correct their initial explanations when their salient values conflict with dispositional attributions. Therefore, conservatives should be motivated to make situational attributions when their values are salient and in conflict with dispositional attributions. To test this prediction, participants read that either U.S. Marines or American civilian workers were implicated in the deaths of 24 Iraqi civilians in Haditha, Iraq. Analyses indicated that conservatives made more situational

attributions for the Marines' behavior than liberals, but did not differ from liberals in their attributions for the workers' behavior. Importantly, values such as respect for authority were especially salient for conservatives judging the Marines' behavior (compared to all other subjects). These findings suggest that conservatives' value commitments conflicted with their dispositional attributions for the Marines' behavior and that conservatives were, therefore, motivated to make situational attributions. This research provides preliminary support for the MCM.

G54

NEURAL ACTIVITY DURING SUCCESSFUL RESPONSE INHIBITION IN SUBSTANCE ABUSERS AND PSYCHOPATHS Amy Byrd¹, Matt Shane¹, Kent Kiehl¹; ¹The MIND Institute – Psychopathy is characterized by a constellation of behavioral, cognitive and affective abnormalities that result in a callous and often antisocial lifestyle. While one of the core characteristics of the psychopath is a difficulty inhibiting prepotent, maladaptive responses, empirical evidence for such attenuated response inhibition has been difficult to demonstrate consistently. One reason for this could be the confounding nature of alcohol and drug abuse, which is highly comorbid with psychopathy. The present study utilized functional magnetic resonance imaging (fMRI) to evaluate the influence of psychopathy and substance abuse on the neural systems associated with inhibition of prepotent responses. Ten psychopathic drug-abusers (> 28 on the PCL-R), 10 non-psychopathic drug-abusers (< 16 on the PCL-R), and 10 healthy controls performed a speeded Go/No-Go task designed to elicit response inhibition errors. Non-psychopathic drug abusers showed significantly less activity in superior temporal cortex than non-drug abusers during the successful inhibition of button press responses. In line with research demonstrating an association between superior temporal activity and impulsivity, we interpret this reduced response in drug-abusers as indication of less recruitment of neural resources towards the inhibition of the prepotent response. Psychopathic drug abusers, in turn, evidenced less activity within inferior parietal cortex and within anterior cingulate than non-psychopathic drug-abusers. The attenuated cingulate response may indicate reduced monitoring for, or sensitivity to, the emergence of response conflict. Together, these findings demonstrate that psychopathy and substance abuse are each related to unique patterns of neural recruitment during the inhibition of prepotent responses.

G55

SELF ESTEEM, INDUCED FEAR, AND HEIGHT PERCEPTION Kent Harber¹, Deptina Valree¹; ¹Rutgers University at Newark – People looking down from an elevation overestimate height if they are feeling more afraid (Stefannuci and Proffitt, in preparation). However, fear is itself moderated by psychosocial resources. People with more ample resources perceive stressful objects and situations in a less exaggerated manner (Harber, in press). Self esteem is an important resource. This research tested whether self esteem moderates the effects of fear on height estimations. Seventy undergraduates (60% female, average age = 20.21) stood at the top of a spiral staircase and estimated the distance (in feet) to the floor five stories below. Secure subjects estimated height while holding on to the hand-rail as they looked down. Non-secure subjects estimated height with their hands taped behind their backs, as they looked down. Subjects completed a self-esteem measure before the study. Manipulation checks indicated that non-secure subjects felt marginally more fear than secure subjects, $F(1, 68) = 2.80, p < .10$, and fear was marginally related to height estimates, $r(67) = .21, p < .10$. As predicted, self esteem and security condition interacted, $F(1, 65) = 4.03, p < .05$, even after controlling for fear. Low esteem/non-secure subjects provided the most extreme height estimates ($M = 136.40, SD = 133.61$), significantly exceeding the low esteem/secure subjects' estimates ($M = 65.32, SD = 29.74$). High esteem/secure subjects ($M = 98.20, SD = 80.30$) and high esteem/non-secure subjects ($M = 92.16, SD = 85.21$) provided equivalent, intermediate height estimates. These results confirm that psychosocial resources moderate basic physical perception.

G56**INDIVIDUAL DIFFERENCES IN PERCEIVED INTERPERSONAL COMPLEMENTARITY DURING A 21-DAY EVENT-CONTINGENT STUDY**

Oshrat Hodara¹, Pamela Sadler¹; ¹Wilfrid Laurier University—Proponents of interpersonal theory suggest that stable personality traits and important situational factors influence the manner in which two people interact with one another. The principle of complementarity (Carson, 1969; Kiesler, 2003) highlights the situational aspect of the theory and suggests that in order to maintain harmony and avoid conflict during dyadic interactions, dominant behaviors tend to invite opposite responses (i.e., submissiveness), whereas friendly behaviors tend to invite similar responses (i.e., friendliness). Complementary interactions are theorized to be the most familiar and comfortable, whereas noncomplementary behaviors are thought to be uncomfortable and aversive. Individuals' interpersonal behavior hinges critically on their perceptions of their own and their interaction partners' behaviors. Therefore, the purpose of this research was to examine whether individuals perceived their own interpersonal behavior to complement that of their interaction partners during a 21-day Palm Pilot study. The results indicated that on average, participants perceived their own friendliness to be highly and positively related to their interaction partners' friendliness; however, they perceived their own dominance to be unrelated to their interaction partners' dominance. Interestingly, there were substantial individual differences in these perceptions. We discuss the relationship of these individual differences to several variables. For example, participants' perceived correspondence between their own and others' affiliation was negatively correlated with the degree of stress they reported during their interactions, but not with how rewarding, pleasant, or harmonious they found their interactions. These findings suggest an important relationship between perceptions of affiliative interdependence and lower stress during dyadic interactions.

G58**AN ENTITY STATE OF MIND: THE EFFECTS OF STEREOTYPE SALIENCE ON THE THEORIES OF INTELLIGENCE OF MINORITY AND NON-MINORITY STUDENTS**

Alisha Watts¹, Rebecca Covarrubias¹, Stephanie A. Fryberg¹; ¹University of Arizona—Implicit theories of intelligence are beliefs about the malleability of intelligence that influence students' motivation and effort in the academic domain. Individuals with high entity orientation believe that intelligence is a fixed trait. These students often attempt to avoid failure by shying away from challenging tasks. However, individuals with low entity orientation, or high incremental orientation, believe that intelligence is malleable and can be cultivated through learning and effort. These students often persist in the face of failure and approach challenging tasks (Dweck, 1999). This study explored how stereotype salience can differentially influence implicit theories of intelligence in ethnic minority and White students. In a 2 (ethnicity: White, minority) × 3 (stereotype salience: implicit stereotype, explicit stereotype, no stereotype/control) between subjects design study, 197 undergraduate students (119 White, 78 minority) were either implicitly or explicitly reminded of racial/ethnic stereotypes regarding academic performance. Results revealed a significant ethnicity by stereotype salience interaction. Under explicit stereotype salience, minority participants reported more entity effort beliefs and entity goals than control minority participants and than White participants in all conditions, whereas White participants explicitly reminded of stereotypes reported fewer entity effort beliefs and entity goals. These results suggest that, when explicitly prompted to think about stereotypes, minority students responded defensively, arguing that intelligence is malleable. On the other hand, stereotype salience seemed to put White participants in an "entity state of mind;" these students showed increased belief in the fixed nature of intelligence. Implications and suggestions for further research will be discussed.

G59**LEVEL OF CONSTRUAL AND THE IDEAL SELF: IMPLICATIONS FOR SOCIAL SUPPORT PROVISION TO CLOSE OTHERS**

Karen Langsam¹, Antonio Freitas¹; ¹Stony Brook University—The current work explores how level of action construal (i.e., construing action in abstract, purpose-oriented terms relative to concrete, process-oriented terms) influences whether social-support provision is experienced as pertinent to one's important self-ideals. Eighty-five participants first answered questions about their current romantic relationship and their general support provision preferences. Next, using a temporal distance manipulation of level of construal, participants were led to think either more abstractly or more concretely about an upcoming support interaction involving their significant other. Analyses revealed that participants' general support preferences interacted with their temporal distance condition to influence their anticipated subjective experiences during the upcoming interaction. Participants thinking abstractly, compared to those thinking concretely, anticipated experiencing greater comfort and positive emotions during support provision. Further, feeling more committed to their relationship, having a higher relational-interdependent self-construal, and holding a stronger belief that the current relationship has been beneficial to one's ideal self were all associated with anticipating more comfort during support provision, but only for those participants thinking abstractly. Previous research illustrates that when thinking more abstractly, individuals are more likely to link specific actions with the broader purpose of achieving and maintaining their own ideals (Carver & Scheier, 1999). It is thought that participants thinking abstractly in the current experiment associated their anticipated supportive actions with achieving their ideal desire to perceive themselves as a supportive relationship partner, and thus felt more positively about support provision to their partners. Implications for improving negative support interactions among close others are discussed.

G60**WHEN OUTGROUP BECOMES INGROUP: SELF-STEREOTYPING AS A FUNCTION OF CROSS-RACE FRIENDSHIP**

John Oliver Siy¹, Elizabeth Page-Gould², Rodolfo Mendoza-Denton²; ¹University Of Illinois at Urbana-Champaign, ²University of California Berkeley—When closeness develops between individuals, research has found that individuals will begin to incorporate the other (Aron et al., 1991) and even their social ingroup (Smith & Henry, 1996) into their self-concept. Extrapolating these findings, individuals who develop closeness with the outgroup (e.g., cross-race friend) should begin to incorporate characteristics of that outgroup into the self. This study investigates the possibility of including outgroup characteristics into the self, specifically through the mechanism of self-stereotyping. In this study, we present reaction time and self-report data from individuals who are currently involved in cross-race friendships. At the beginning of the study, participants completed a trait survey designed to increase saliency of cross-race friend and an identification survey designed to measure outgroup identification. To test saliency effects, participants performed a trait categorization reaction time task (adapted from Aron et al., 1991) that involved judging the descriptiveness of 90 traits as "Me/Not Me." Results show that participants with close cross-race friends had significantly longer reaction times and more error responses for traits that were mismatched between the self and stereotypes associated with their cross-race friend's race. Participants were also significantly quicker in responding "Me" to self-descriptive stereotypic traits of their cross-race friend's race. These findings suggest a cognitive integration of self and outgroup, which led to the "confusion" in trait categorization. Implications on relationship motivation are discussed.

G61
EFFECTS OF GOAL ORIENTATION AND IMPLICIT THEORY OF SLOTH ON RESPONSES TO LOW EFFORT FAILURE Nicole

Walden¹, Ronald Friedman¹; ¹University at Albany, The State University of New York – Dweck's social cognitive theory of motivation (Dweck, 1999; Dweck & Leggett, 1988) posits that performance goals engender helpless responses to failure characterized in part by negative affect and self-recrimination. This effect of performance goal orientation (PGO) is understood to emerge due to ability-focused performance attributions. The present research investigated the effect of PGO on responses to failure attributed to low effort. In two studies, participants imagined themselves experiencing failures, and reported their anticipated affect and cognitions. In study 1, one group read scenarios in which failure occurred due to low ability, and another group read scenarios in which failure was due to insufficient effort. Regression analyses revealed PGO to be significantly associated with anticipation of negative affect and self-recrimination following failure, in both the low ability and the low effort groups. In Study 2, we examined whether implicit theories of effort could explain negative responses to low effort failure. 261 undergraduates read scenarios portraying failure due to low effort. Regression analyses again revealed PGO to predict negative responses to failure. Additional analyses examined the interactive effects of goal orientation and implicit theories of effort and ability. A significant interaction emerged for implicit theory of effort. For those endorsing an entity theory of sloth (i.e. the belief that an individual's diligence/laziness is fixed), PGO significantly predicted negative affect and self-recrimination. These results suggest that the social cognitive theory of motivation may be extended to account for the effects of achievement goals on responses to both low ability and low effort failures.

G62
TRAIT INDECISIVENESS FROM AN APPROACH/AVOIDANCE PERSPECTIVE: THE ROLE OF REGRET, MAXIMIZATION, AND RISK AVERSION. Robert Spunt¹, Eric Rassin²; ¹University of California, Los Angeles, ²Erasmus University Rotterdam – Indecisiveness, or the tendency to avoid making decisions, continues to be a poorly understood personality trait (see Rassin, 2007). The current studies test a theory of indecisiveness relating constructs from behavioral decision theory to those from the biological model of personality known as BIS/BAS (Gray, 1987). In BIS/BAS, personality is thought to consist of two motivational systems, one that activates behavior to approach opportunities (BAS) and one that inhibits behavior to avoid threats (BIS). In making a decision under uncertainty, alternatives can present as both opportunities for gain and threats of loss. The BAS system should motivate decision seeking in response to the possibility of positive outcomes, while the BIS system should motivate decision avoidance in response to the possibility of negative outcomes. Consequently, indecisiveness may be the result of an overactive BIS system and an underactive BAS system. In Study 1, 276 American online participants (81 male, 195 female) completed measures of BIS/BAS (Carver & White, 1994), Indecisiveness (Frost & Shows, 1993), and Regret and Maximization (Schwartz et al., 2002). The observed correlations were consistent with the theory. In Study 2, 133 Dutch participants (22 male, 111 female) completed the above scales as well as the EPQ-N (Eysenck & Eysenck, 1975) and a measure of risk preferences. The results of Study 1 were replicated and robust after controlling for trait neuroticism; moreover, both BIS and indecisiveness predicted risk aversion. The findings suggest that domain-general models of personality may be applied to understand decision-making.

G63
RETROSPECTIVE ACCOUNTS OF PARENTAL AUTONOMY SUPPORT AND AUTHENTICITY Patti J. Davis¹, Edward V. Cascio¹, Chad E. Lakey¹, Brian M. Goldman², Eric Stewart³, Michael H. Kernis¹; ¹University of Georgia, ²Clayton State University, ³Washington State University – This study examined the relationships between aspects of authentic

functioning and retrospective accounts of parental autonomy support and control. Parental autonomy support is defined as the development of more self-determined volitional functioning where children experience themselves as initiators of their behavior (Soenens, Vansteenkiste, Lens, Luyckx & Gossens, in press). In contrast, a parent's controlling behaviors can intrude upon the child's self-concept. Authenticity can be characterized as reflecting the unobstructed operation of one's true self in one's daily experiences and it relates positively to psychological well-being (Kernis & Goldman, 2006). Theorists suggest that the extent to which parents promote volitional functioning, but are not controlling, is an important contributor to authentic functioning. To examine the relationship between retrospective accounts of autonomy supportive parenting and authenticity, participants completed the Authenticity Inventory (V3; Kernis & Goldman, 2004), along with measures of parental volitional support and control for mothers and fathers. Additionally, participants answered specific questions about how they believe their parents supported their general and sexual identity development. As anticipated, for males perceptions of parents' volitional support related to higher levels of authenticity, and control inversely correlated with higher levels of authenticity. Female correlations were non-significant. Perceptions of volitional support also positively correlated with perceptions of mothers and fathers levels of general and sexual identity support, for both males and females. Regression analyses with volitional support and control considered together revealed a number of unique effects. Findings suggest that autonomy supportive parents foster the development of more authentic functioning in their children.

G64
EFFECTS OF SHARED COGNITIVE ORGANIZATION OF INFORMATION ON MEMBER'S EVALUATION: MUTUAL ENHANCEMENT IN A JURY DECISION-MAKING SETTING Masami Takada¹;

¹Hitotsubashi University – Groups tend to discuss and repeat information shared by all members before discussion instead of unique or unshared information only one member knows. One explanation of this common knowledge effect is the tendency for members to evaluate each other's task capabilities positively when shared information is mentioned. This mutual enhancement, the process whereby shared information is validated by other members and thus holders of shared information are viewed as capable and knowledgeable, has been shown mainly in research using multi-attribute decision settings. The present study explored this mutual enhancement in a non-multiattribute setting where the organization or structure of information matters. In this study, as a non-multiattribute setting, a jury decision-making task was used with two types of cognitive organization of trial testimony: Temporal organization by which testimony is categorized by each time-points that testimony refers to, or witness organization by which testimony is organized by each witnesses that testimony belongs to. Twenty-four student read 25 pieces of testimony (five witnesses referred to five time-points) in either temporal organization presentation or witness organization presentation, and then exchanged testimony in writing with their bogus partners who's writing lists were organized either in temporal way or witness way. Results indicated that when participants shared the same types of cognitive organization with their partners, they evaluated their partners as more knowledgeable and capable on that task, compared to when their cognitive organizations were unshared with their partners. Implications are discussed in terms of social validation processes of shared cognition in group discussions.

G65
PROPOSED MODEL OF MINDFULNESS AND DEPRESSION: SELF-ACCEPTANCE AS PRIMARY MEDIATOR Sherlyn Jimenez¹;

¹University of Connecticut – In recent years, mindfulness has been associated with improved mood and reduced depressive symptoms. This study proposes a model of mindfulness and depressive symptoms. We hypothesize that increased mindfulness leads to greater levels of self-

acceptance which will lead to increased levels of mood regulation and decreased levels of depressive symptoms. **Methods** Participants. Participants (N=595) were 82.5% White college students (286 men, 384 women) who were taking introductory courses in Psychology. Mean age was 18.8 (range 17-27). Cross-sectional data was collected online. **Measures.** The Center for Epidemiological Studies Depression Scale was used to assess depressive symptoms. The Freiburg Mindfulness Inventory assesses mindfulness through nonjudgmental present awareness and acceptance. The Self-Acceptance subscale from the Psychological Well-Being Scale was used to measure acceptance of both good and bad aspects of self. The Negative Mood Regulation scale measure measured one's perceived ability to induce a positive state or alleviate and/or tolerate a negative state. **Results.** The hypothesized structural model relating mindfulness, self-acceptance, negative mood regulation and depressive symptoms resulted in the following excellent fit indices: $\chi^2(1) = 1.57, p = .211$; $\chi^2/df = 1.57$; CFI = .999; RMSEA = .03 (.001 - .12). Mindfulness was significantly positively associated with self-acceptance (.43) and mood regulation (.18). Self-acceptance was significantly positively associated with mood regulation (.38) and significantly negatively associated with depressive symptoms (-.28). **Discussion.** Results confirm our proposed theoretical model of mindfulness and depressive symptoms. In sum, mindfulness was positively related to self-acceptance, and mood regulation, which in turn, were negatively related to depressive symptoms.

G66**SOCIOSEXUAL ORIENTATION: FIXED TRAIT OR MALLEABLE STRATEGY?**

Yexin Jessica Li¹, Adam B. Cohen¹, Douglas T. Kenrick¹; ¹Arizona State University – Sociosexual orientation (SOI) describes whether an individual pursues short-term mating opportunities with multiple partners (“unrestricted” orientation) or invests in a long-term, monogamous relationship (“restricted” orientation). Most researchers approach sociosexual orientation as a fixed trait reflecting genetic influences, timing of puberty, apparent mate value, and gender. Based on a view of evolved mechanisms as dynamic and flexible strategies, and comparative studies of mating in other species, SOI can also be seen as a malleable tactic which depends on local ecology. In the context of a study of dating profiles, we randomly assigned 170 participants to two different “mating market” conditions. In the restricted mating market, participants were exposed to an abundance of attractive, commitment oriented men. In the unrestricted mating market, there were many attractive women looking for short-term partners. Then we measured participants' sociosexual orientation. As expected, men were generally more unrestricted than women, but condition did not affect the moral aspects of SOI. For women, on the other hand, the moral items of SOI moved significantly between conditions. That is, women in the unrestricted mating market endorsed items like “sex without love is OK” more in the restricted than in the unrestricted mating market. Consistent with sexual economics theory, we hypothesize that this is due to women becoming more moralizing of casual sex by competing women, especially as the number of suitable potential mates decrease. These results suggest some aspects of SOI may respond flexibly to information about the pool of available mates and competitors.

G67**NEURAL MECHANISMS UNDERLYING IMPLEMENTATION INTENTIONS TO RESPOND WITHOUT PREJUDICE**

Saad Mendoza¹, David Amodio¹; ¹New York University – We investigated the psychological mechanisms by which implementation intentions (i.e., if-then plans that link a goal-directed response to a specific situational cue) can reduce expressions of implicit race bias without deliberation. To test the hypothesis that implementation intentions enhance goal striving by modulating attention to goal-relevant cues, we measured participants' event-related potentials (ERPs) as they performed a reaction-time task that required stereotype inhibition. Participants completed the “Shooter

Task,” in which they decided quickly whether to shoot Black or White male targets holding guns or innocuous objects. Participants are typically more likely to shoot innocent Blacks than Whites, evidencing race-biased behavior and indicating that response control is especially needed when confronted with an unarmed Black target. We compared the effects of an implementation intention with those of a simple goal to respond carefully to Black targets on the P200 and error-related negativity (ERN) components of the ERP. These components were of particular interest because prior research has indicated that they reflect attentional and conflict-monitoring processes, respectively. Whereas participants in the simple goal condition exhibited differential neural responses to Black versus White targets consistent with racial bias, the ERP responses of implementation-intention participants suggested a stronger engagement of attentional and conflict-monitoring processes across trials, irrespective of race. These results imply that the preconscious control of implicit race bias is possible through implementation intentions that enhance early attentional processes and conflict monitoring sensitivity.

G68**ATTACHMENT AND THE USE OF DIFFERENT FORMS OF HUMOR DURING CONFLICT NEGOTIATION IN DATING COUPLES**

Heike Winterheld¹, Jeffrey A. Simpson¹; ¹University of Minnesota – Despite the wide-spread belief that humor has positive effects on psychological and social well-being, humor findings are inconsistent. Most past studies, however, have failed to consider the multi-faceted nature of humor or used only self-report measures, which are problematic given that few people readily admit to having a poor or inadequate sense of humor. The current study examined the effects of different humor styles that were spontaneously displayed by dating partners during a conflict resolution discussion. We tested a series of theoretically-derived predictions about connections between adult attachment orientations and the use of different humor styles. Each dating partner first completed attachment measures. One week later, each couple was videotaped while they tried to resolve a current problem in their relationship. Trained observers then rated each interaction for the degree to which: (1) affiliative, aggressive, and self-defeating humor styles were displayed, (2) individuals reacted positively or negatively to the specific humor attempts made by their partners, and (3) individuals appeared satisfied with the outcome of the conflict discussion. Affiliative humor use was related to more beneficial outcomes such as more laughter and higher satisfaction with the conflict resolution, whereas aggressive humor use was related to negative outcomes such as greater anger and lower satisfaction with the conflict resolution. More avoidant men were less likely to use affiliative humor and more likely to use aggressive humor. More anxious men were more likely to use self-defeating humor. The theoretical reasons for these effects will be discussed.

G69**TO BE LIKED VERSUS RESPECTED? DIVERGENT GOALS IN INTERRACIAL INTERACTIONS**

Hilary B. Bergsieker¹, J. Nicole Shelton¹; ¹Princeton University – Pervasive representations of ethnic minorities as unintelligent or incompetent and of Whites as racist or hostile toward ethnic outgroups may give rise to divergent and often incompatible impression management goals in interracial interactions. Drawing on the Jones and Pittman (1982) self-presentation framework, we predicted that in interracial interactions minorities value being respected as competent (via self-promotion) more than being liked, whereas Whites emphasize being seen as likable and warm (via ingratiation) more than being respected. In Study 1, 80 White and 86 minority (Black or Latino) participants were asked to imagine engaging in either a same-race or interracial interaction, and then to complete a forced-choice measure assessing their preference for respect versus liking. In same-race interactions minority and White participants stated comparable preferences, but in interracial interactions minorities

expressed a relatively stronger preference for respect and Whites a stronger preference for liking. In Study 2, 80 White participants took part in an ostensible video-mediated interaction with a White or Black confederate in which their responses to a series of questions were videotaped. Afterward, participants were asked about their impression management goals for the interaction, and their self-promoting versus ingratiating verbal and non-verbal behaviors were coded. Whites again showed a stronger preference to be liked in interracial as opposed to same-race interactions, although interestingly, this pattern was not evident when racial prejudice was explicitly made salient prior to the interaction. Implications of failed goal pursuit for interracial trust and understanding are discussed.

G70

IMPLICIT COVARIATION LEARNING IN EVALUATIVE VS. NON-EVALUATIVE DIMENSIONS Richard V. Kendrick¹, Michael A. Olson¹, Russell H. Fazio²; ¹University of Tennessee, ²Ohio State University – Past research has demonstrated that implicit covariation detection, the encoding of associations outside of conscious awareness, can occur on evaluative dimensions (De Houwer, Thomas, & Baeyens, 2001). Indeed, recent research on ‘evaluative conditioning’ has confirmed that pairings of an object and an evaluatively-laden stimulus result in the object taking on the valence of the stimulus with which it is paired, and this effect occurs in the absence of contingency awareness (Olson & Fazio, 2001, 2002, 2006). However, less is known about whether implicit associations can be formed along non-evaluative dimensions. It may be that evaluative information lends itself more to implicit covariation detection because evaluative stimuli automatically attract attention, thus facilitating the encoding of associations. Using this reasoning, the present research aimed to duplicate the attention-grabbing properties of the evaluative dimension in a non-evaluative domain to encourage the implicit learning of non-evaluative associations. We employed a priming procedure designed to make a non-evaluative dimension (size) salient prior to an implicit covariation learning procedure. Results showed that, when primed to attend to the dimension, implicit covariation learning occurred along the non-evaluative dimension among certain individuals, specifically, those demonstrating deeper levels of stimulus processing. Individuals who were not primed show no evidence of implicit learning. Thus it appears that directing attention to a non-evaluative dimension is not by itself sufficient to foster implicit covariation learning, but rather a certain level of automatic information processing must also be engaged to allow implicit covariation learning to occur.

G71

FACTORS RELATED TO INDIVIDUALS' PERCEPTIONS OF HATE CRIMES BASED ON RACE AND SEXUAL ORIENTATION Heather Fauteux¹, Toni L. Bisconti²; ¹University of New Hampshire, ²University of Akron – Although hate is by no means a new phenomenon, the term hate crime is a relatively new concept (Cogan, 2002). Debate over what exactly constitutes a hate crime has ensued since its introduction into legislation. This is due in part to belief discrepancies about the harmfulness of hate crimes versus non-hate crimes (Iganski, 2001; Levin, 1999). Additionally, research is scarce in studying the psychological underpinnings of those who view hate crimes in the same regards as non-biased crimes (Craig & Waldo, 1996; Inman & Baron, 1996; Marcus-Newhall, Blake, & Baumann, 2002; Miller, 2001). Although the current study examined 257 individuals' perceptions of hate crimes based on race and sexual orientation, the focus was on a number of attitudinal and belief measures that could be related to people's perceptions of hate crimes (i.e., right-wing authoritarianism, social dominance orientation, religious fundamentalism, racism, heterosexism, and socially desirable responding). Significant differences were found for certain attitudinal and belief measures in regards to how individuals rated the severity and sentencing recommendations between five crime scenarios.

G72

BE CAREFUL WHAT YOU ASK FOR: POLITICAL IDEOLOGY AND AID ALLOCATION TO HISTORICALLY WRONGED GROUPS. Aneta Rattan¹, Brian S. Lowery¹; ¹Stanford University – Under what conditions will a historically wronged group who asks for recognition of past wrongs elicit restorative or punitive action from the group that committed the wrongdoing? In order to investigate this question, participants (62 White Americans) read a news brief in which they learned that the U.S. had wronged Marcodia (a fictional country) in the past and that the U.S. would be giving Marcodia monetary aid. In one condition, participants also read that Marcodia had requested an apology from the U.S. for the past wrongs. Participants then responded to a series of questions, including how much aid they would give to Marcodia. The results illustrate that the request for an apology interacts with political ideology to predict attitudes towards aid allocation. When there is no request for an apology, the more conservative one's political ideology, the more aid allocated. However, when Marcodia requests an apology, the more conservative one's political ideology, the less aid allocated. These findings illustrate that groups who want economic compensation for historical wrongdoings might endanger their aid prospects by requesting the offending group to apologize. Future studies will examine why those who endorse a more conservative political ideology react negatively to a request for an apology.

G73

HOW TO TEST THE DIMENSIONAL STRUCTURE OF PSYCHOLOGICAL CONSTRUCTS: A PROPOSAL FOR APPLYING MULTI-TRAIT MULTI-METHOD ANALYSIS TO SURVEY DATA. Kou Murayama¹, Andrew Elliot¹; ¹University of Rochester – Some psychological constructs are conceptualized in terms of a dimensional structure. For example, work on the structure of emotion has shown that emotional experience varies along two dimensions – a pleasure-displeasure dimension and an activation-deactivation dimension – that may be combined to form a 2 x 2 structure. Although these kinds of dimensional structures are typically examined by multidimensional scaling (MDS), MDS does not perfectly address dimensional structure in that it (a) does not test the goodness-of-fit of the model to the data, and (b) cannot be extended to dimensional structures that have more than two categories within a dimension (such as 3 x 2 dimensional structures). We propose that multiple-indicator correlated trait-correlated method (MI-CTCM) models (Marsh & Hocevar, 1988) and direct product models (Browne, 1989), both of which are typically applied to the multi-trait multi-method matrix, provide a good way to test the dimensional structure of psychological constructs. Specifically, the MI-CTCM model examines additive effects of each dimension on variables, whereas the direct product model examines multiplicative effects. We illustrate the practical value of these methods using survey data on achievement goals. Recent theorizing in the achievement goal literature has focused on the possibility that achievement goals are best viewed in terms of a combination of mastery-performance and approach-avoidance dimensions that form a 2 x 2 dimensional structure. In our study, MI-CTCM model is used to show support for this new framework. Use of this approach in future development of 3 x 2 model of achievement goals will be argued.

G74

SELF-PRESENTATIONAL GOALS AND PERFORMANCE: THE TOXIC EFFECTS OF PERSONALITY PATHOLOGY R. Michael Furr¹, Erika Carlson¹; ¹Wake Forest University – Self-presentations shape the impressions we make, thereby influencing important social outcomes. Among their toxic effects, personality pathologies may create significantly problematic self-presentational tactics and outcomes (e.g., which impressions are seen as desirable, which impressions are actually conveyed within social interactions). We examined links between two forms of personality pathology and self-perceptions, self-presentational

goals, self-presentational success, judgmental accuracy, and a variety of other important interactional outcomes emerging from a model integrating self-presentation and personality judgment. Participants in unacquainted dyads were randomly assigned the role of target or judge, and they engaged in a short conversation. Targets rated five self-presentational goals, describing their “true” selves and their “desired impression.” Using the same measure, judges evaluated targets’ true goals. Targets also completed measures of narcissism and avoidant personality disorders and a measure of social motivation and efficacy. Narcissism was associated with both positive and negative presentational effects. For example narcissists were typically unsuccessful in conveying their “desired impression,” but judges rated them as socially desirable. Avoidance was associated with several negative presentational effects despite socially desirable self-presentational goals, highlighting the importance of examining social motivation and efficacy, and various components of personality perception. Avoidants were typically unable to convey their “desired impression” of self-promotion and low supplication goals such that, instead of appearing competent and independent, judges perceived them as low in ingratiation and rated their “true” personality as socially undesirable. In total, results suggest that personality pathology negatively affects self-presentational goals and performance, creating problematic social outcomes.

G75

IS REVENGE REALLY SWEET? Haruto Takagishi¹, Keigo Inukai¹,
¹Hokkaido University – Altruistic punishment, in which people incur costs to punish others who violate social norms without expecting material benefit, plays an important role in the maintenance of social order (Fehr & Gächter, 2002). Why do people punish norm violators? Our prediction is that people think the punishment behavior to be a reward. To test this prediction, we conducted a second-party punishment game (dictator game with a punishment option) using vignettes. All participants played the role of the punisher, who could punish an allocator who distributed resources unfairly. In this game, the punisher was given two different options: a certain punishment option (CP) and an uncertain punishment option (UP). If the punisher chooses CP, then punisher pays 90 yen (about 74 cents) to punish the allocator. If punisher chooses UP, then punisher pays 300 yen for a probability of 30% to punish the allocator. Three times as much money as the punisher paid was subtracted from the allocator's earnings. According to prospect theory (Kahneman & Tversky, 1979), people have a propensity to make risk aversive choices in gain situations, but to make risk seeking choices in loss situations. Using this theory, we examined participants’ motivations to punish. The results showed that about 80% of participants chose CP. The results indicated that people framed the punishment opportunity as a gain situation. This result may be interpreted as people derived satisfaction from punishment and is consistent with the previous neuroeconomic study (de Quervein et al., 2004).

G76

SELF-STEREOTYPING IN RESPONSE TO PERSONAL IDENTITY THREATS Laura Taylor¹, Monica Biernat¹; ¹University of Kansas – We investigated the effects of a personal identity threat (failure feedback) and gender prime on the tendency to self-stereotype. By making gender salient, participants have a means of restoring their positive self image following threat: Seeing themselves as typical members of their gender group (self-stereotyping). Past research has examined the effects of social identity threats on self-stereotyping. We hypothesized that primed social categories would lead participants experiencing personal identity threat to restore self-esteem by defining the self in terms of the group. The study used a Feedback (negative or neutral) X Gender Prime (gender salient or not) X Participant Gender design. Participants were primed with gender or neutral words, then took an IQ test on which they received negative or neutral (false feedback), then completed measures of gender

identification and perceived gender typicality. As predicted, gender identification was affected by the Feedback X Prime interaction $F(1, 127) = 4.23, p < .05$: Participants who received the gender prime and negative feedback identified most highly with their gender group ($M = 58.26, SD = 7.96$) compared to those receiving negative feedback and the neutral prime ($M = 54.06, SD = 10.79$), or the gender prime and neutral feedback ($M = 52.03, SD = 9.99$). A comparable interaction emerged on ratings of the importance of one’s gender group to the self. Overall, the results support a self-stereotyping framework: When gender is salient and individuals are under threat, they are more likely to identify highly with their gender group.

G77

WE FEEL AS ONE: CONVERGENCE IN INTERGROUP EMOTIONS Wesley G. Moons¹, Diana J. Leonard¹, Diane M. Mackie¹, Eliot R. Smith²; ¹University of California, Santa Barbara, ²Indiana University, Bloomington – According to Intergroup Emotions Theory people self-categorized as group members experience group-based emotions that are distinct from their emotions as individuals. Because of the group-based nature of intergroup emotions we reasoned that they should be particularly susceptible to group processes. Thus, the tendency for group members to ascribe to group norms was tested as a method for changing intergroup emotions. The current study investigated whether providing group members with emotion norms encourages consistent changes in their experienced intergroup emotions. American participants were asked to report baseline emotions felt as individuals and as Americans. They were then informed that Americans felt either low or high levels of either fear or anger. Therefore, the level of the emotion norm (low or high) was manipulated independently of the targeted emotion (fear or anger). Subsequently, emotions felt as Americans and as individuals were reported once again. Results revealed that participants’ intergroup emotions systematically changed in ways consistent with the provided norms. There was considerable emotion specificity in the convergence: Participants given a fear norm changed in experienced intergroup fear only, whereas participants given an anger norm changed in experienced intergroup anger only. In contrast, emotions felt as individuals remained at baseline and were never influenced by emotion norms. As predicted, group-based processes caused group members to converge toward emotion norms in their intergroup emotions, but had no impact on individual level emotions. Findings underscore the importance of considering the social nature of emotional experience.

G78

DEMONSTRATING COMPETENCE THROUGH EXPRESSING EMOTION: EXAMINING A PASSIONATE RESTRAINT DISPLAY Matthew Zawadzki¹, Leah Warner², Stephanie Shields¹; ¹The Pennsylvania State University, ²Oberlin College – When a person displays emotion, they are often seen as being irrational and out of control. Yet, images abound in the media where an impassioned protagonist is able to conquer seemingly insurmountable odds because of that very emotion. In this study, we examined when an emotion display demonstrates competence, proposing that this happens when the display shows deep feelings but also control over those feelings, a combination we have termed passionate restraint. To test this hypothesis, participants responded to a series of vignettes in which the characters displayed sadness in an unrestricted manner (open), with no visible sign of emotion (closed), and in a clear yet economically expressed way (passionate restraint). Participants then rated the characters on how controlled the display was, how deeply felt was the emotion, and how competent the character was. Results showed that the passionate restraint display was seen as more competent than open and closed displays. Furthermore, we found that the amount of perceived control mediated the relationship between open versus passionate restraint and competence such that passionate restraint was seen as more competent because it was seen as more controlled. On the other hand, the perceived amount of deep feelings mediated the

relationship between closed versus passionate restraint and competence such that passionate restraint was seen as more competent because it was seen as more controlled. Results provide evidence that emotions contribute to the perception of a person's competence only when they are visibly seen and under control.

G79

GROUP DIFFERENCES IN PERCEPTIONS OF RACISM: A CULTURAL PSYCHOLOGICAL ANALYSIS *Phia Salter¹, Glenn Adams¹*; ¹*University of Kansas* – Poll data and media reports indicate that Americans of African descent continue to perceive greater racism in the response to Hurricane Katrina than do Americans of European descent. Previous research suggests that such differences have motivational sources. Specifically, Black Americans may be motivated to be vigilant for racism as an environmental threat, but White Americans may be motivated to deny the impact of racism to the extent that it threatens the legitimacy of the status quo (Adams, O'Brien, & Nelson, 2006). The present research considers a cultural source of such differences: engagement with African American historical knowledge. In study 1, we used a signal detection paradigm to assess the relationship between African American historical knowledge and perception of racism in Katrina-related events among 83 White American undergraduates. Results revealed that perception of racism in Katrina-related events was positively related to accurate awareness of past racism, independent of identity-relevant motivations. In study 2 (N=35), we randomly assigned White American participants to rate familiarity with historical facts in one of three conditions: racist incidents, African American achievements, and a control condition. As hypothesized, participants exposed to facts about historical racism perceived greater racism in ambiguous events and indicated greater support for ameliorative policies than did participants in the other two conditions. Rather than neutral perceptions of objective reality, White American (dis)beliefs about racism in Hurricane Katrina may reflect relative ignorance about the role of racism in American history and identity.

G80

RESOURCE ACQUISITION, NEED FULFILLMENT, AND REACTIONS TO OSTRACISM *Jacklyn Ratliff¹, Patricia Hawley¹*; ¹*University of Kansas* – Interpersonal relationships fulfill our basic needs. These needs include most obviously social needs. According to Hawley's (1999) Resource Control Theory, interpersonal relationships additionally fulfill material and informational needs. The relationship itself is a resource for need attainment. Research has shown the effects of ostracism are negative because it violates a person's need to belong (Baumeister & Leary, 1995). We predicted that being ostracized from an interpersonal relationship that also provided the individual with material and informational needs, in addition to the social needs, will be more harmful for the target. Because the relationship provides need fulfillment to the target, the loss of this relationship will be detrimental as the relationship is a resource. Participants read a scenario describing a relationship with friend who provided social, material, and informational needs (consequence condition) or who did not provide these needs (non-consequence condition). In both conditions the friend suddenly and inexplicably began ostracizing the target. Participants completed questions about their responses to the ostracism. Participant's responses to the ostracism were assessed. Factor analyses revealed a six factor solution. Correlations between the factors showed positive correlations between internalizing and submissive ($r=.26, p<.05$) and defensive and externalizing ($r=.26, p<.05$) and negative correlations between defensive and contentment ($r=-.44, p<.05$) and internalizing and contentment ($r=-.30, p<.05$). Males were more defensive than females, $F(1,63)=5.44, p<.05$. A gender by condition interaction was found for submissiveness, $F(3,61)=5.02, p<.05$, indicating that males were more submissive when the friend provided all needs. Resources provided and gender affected the reaction to ostracism.

G81

USING THE ALL-OR-NOTHING THINKING SCALE TO PREDICT LONG-TERM ADHERENCE TO BEHAVIOR CHANGE *Lianne McLellan¹, Tara K. MacDonald¹*; ¹*Queen's University* – Why are some people able to stick with their goals to change behavior whereas others tend to “fall off the wagon” within days or weeks? Investigation of long-term behavior change deserves more attention because health behaviors such as exercising are only advantageous to the extent that they are maintained. We propose that long-term goal adherence is better predicted by an interaction of the three individual difference subscales contained in the All-or-Nothing (AON) Thinking Scale (High Standards, Sensitivity to Failure, and Lack of Perseverance) than any one alone (McLellan & MacDonald, 2004). In two longitudinal studies, participants completed these scales and their adherence to a new behavior was subsequently measured. In Study 1, participants' attendance at group fitness classes was tracked for five weeks. A repeated measures analyses of variance (ANOVA) revealed a 4-way interaction among High Standards, Sensitivity to Failure, Lack of Perseverance, and time. Consistent with hypotheses, planned contrasts revealed a steeper decline in exercise behavior for participants who scored high on all subscales than for those who scored low on all subscales (whose attendance remained relatively stable over time). In Study 2, students reported their participation in campus clubs throughout the academic year. Analyses revealed a 4-way interaction consistent with Study 1; participants who scored high on all three subscales dropped out of more clubs than participants who were low on all three subscales. These findings attest to the importance of considering all three scales of the AON Thinking Scale when predicting long-term behavior adherence.

G82

COOPERATION BETWEEN INDIVIDUALS IN THE PRISONER'S DILEMMA GAME AS A FUNCTION OF COMMUNICATION AND TRUST *Tracey A. Callison¹, Taya R. Cohen¹, Chester A. Insko¹*; ¹*University of North Carolina at Chapel Hill* – The Prisoner's Dilemma Game (PDG) is a scenario in which obtaining the best possible single outcome involves ensuring that the other side does worse, whereas the best long-term outcome involves cooperation and coordination. Previous research has found that allowing pre-decision communication between individuals increases trust, and therefore cooperation. However, in PDG-based experiments, when communication takes place it is typically unstructured, making it difficult to assess what factors might be specifically influencing increased trust and/or cooperation (e.g. verbal vs. non-verbal communication). In this experiment, communication between individuals was structured as follows: Prior to making a choice on the PDG, individuals either sent a note to their partner, received a note from their partner, or neither. We hypothesized that participants in the note condition (senders or receivers), despite having no opportunity to meet with their partners face-to-face, would (a) report higher levels of trust in their partners, and (b) would, as a result of higher trust, cooperate more often than those who neither sent nor received notes. Both hypotheses were supported ($p < .05$), with a mediation model supporting full mediation by trust of the effect of note versus no-note on cooperation. These findings suggest that the very act of communicating with another person, even when devoid of factors such as two-way interaction or non-verbal cues, creates an interpersonal connection that increases trust in the other person (and thus higher rates of cooperative behavior).

G83

THE EFFECTS OF RANKING, PRAISE FROM GROUP MEMBERS, AND THE EXPECTATION OF COMPETITIVE OR COOPERATIVE GROUP INTERACTION ON STATE SELF-ESTEEM *Caitlin A. J. Powell¹, Clint Cassabella¹, Jorgianne C. Robinson², Richard H. Smith¹*; ¹*University of Kentucky*, ²*Duke University* – When people anticipate a group interaction, they feel self-esteem threat if they believe that they have inferior aptitude compared to other group members. Prior research

shows that this holds even if individuals know they have been accepted by the group members despite their inferior aptitude. We examined whether this threat would be reduced if group members praise low ranking members prior to the interaction and whether it would be worsened by the expectation of a competitive interaction designed to reveal ability level. The study used a 2 (prior ranking: high vs. low) x 2 (praise: praise vs. no praise) x 2 (expected group experience: competitive vs. cooperative) design with state self-esteem as the main dependent variable. Participants took an aptitude test and were told that they ranked either high or low on the test. They were then told that they were selected by other group members to be part of either a competitive or cooperative group activity. They also received either written praise or no statements from group members. Finally, their state self-esteem was measured. Analysis of state self-esteem revealed a main effect of ranking, where high ranking individuals had higher state self-esteem than those that were ranked low. In addition, there was a praise by expected group experience interaction, suggesting that praise only increased self-esteem when the group experience was expected to be cooperative. These findings held after controlling for initial trait and state self-esteem.

G84
WHEN THE STAKES ARE HIGH: MOTIVATIONAL DIFFERENCES IN PROCESSING OF TRIAL EVIDENCE BY MOCK-JURORS

Kristin Kiddoo¹, Michael Leippe^{1,2}, Michael Cahill¹; ¹Saint Louis University, ²John Jay College of Criminal Justice – Prosecutors often have a large amount of discretion regarding the charge faced by a criminal defendant. As a result, two crimes with the same facts can result in very different charges, and thus sentences. It was predicted that as the severity, or “stakes,” are raised, jurors would view reaching a correct verdict as more important, be more motivated to systematically process the trial information, and thus be more influenced by the strength of the prosecution’s case and less reliant on a cue such as eyewitness confidence. Mock-jurors read a trial transcript in which the charge and penalty faced by the defendant were either relatively high or low in severity. The case was either weak or strong in favor of guilt and included an eyewitness whose confidence was either relatively low (80%) or high (100%). Those who read the high severity case indicated that reaching a correct verdict was more important than those who read the low severity case, however, the prediction that this would lead to an increase in processing motivation was only partially supported. Case strength alone had an effect on verdict and strength of evidence ratings for those who read the case and there was a marginal effect of the cue of eyewitness confidence for those in the low severity condition. The effect of the case strength manipulation was not limited to verdict and evidence strength, but also other perceptions of the trial (e.g., remembered confidence of the eyewitness)

G85
MOTIVATION ENHANCING EFFECT OF CHOICE IN THE U.S.

Jinkyung Na¹, Shinobu Kitayama¹; ¹the University of Michigan – Previous research has demonstrated that Americans are strongly motivated to work on a task they have chosen. This choice effect is typically compromised if the choice is perceived as under public scrutiny. This is the case even when an impression of public scrutiny is induced surreptitiously through incidental exposure to line drawings of watching faces. Automatic encoding of the face information is sufficient to produce the impression of public scrutiny. In the current work, we manipulated group membership of the watching faces, and tested the prediction that as long as the watching faces are from one’s ingroup, public scrutiny would not compromise the choice effect. Participants were first arbitrarily classified into one of two groups. They were then shown a 4 min video clip showing a target male, who allegedly belonged to the same or different group. Subsequently, participants took an IQ test. They chose one of three aspects of their IQ to be tested. During the choice, however, a poster displaying 10 realistic watching faces was surreptitiously placed in front of the participants. These faces were

created by morphing faces of 10 Caucasian men with the target’s face. As predicted, participants worked on a significantly greater number of questions and successfully solved more of them in the IQ test when the target was believed to be an ingroup member than when he was believed to be an outgroup member. Implications for culture and self are discussed.

G86
IMAGERY PERSPECTIVE IN MENTAL SIMULATIONS OF POSSIBLE FUTURE EVENTS AFFECTS GOAL-RELEVANT THOUGHTS AND BEHAVIORS

Eric M. Shaeffer¹, Lisa K. Libby¹; ¹The Ohio State University – People sometimes contemplate feared scenarios in which they fail to achieve an important goal (Markus & Nurius, 1986). Does thinking about such possible goal failures motivate people to work harder towards their goals or discourage them from trying at all? The present research suggests that the answer depends on whether people picture goal failure from their own first-person or an observer’s third-person visual perspective. When people picture actions from the first-person they tend to focus on those actions in isolation, whereas when they picture actions from the third-person they connect those actions to their goals and identities (Libby, Shaeffer, & Eibach, 2007). Other research shows that when people think about goal failures as isolated events they interpret them as lack of progress, motivating further efforts towards the goal, but when they think about goal failures in relation to broader goals they construe those failures as lack of commitment, leading them to disengage (Fishbach, Dhar, & Zhang, 2006). Combining these lines of research, we predicted that picturing goal failure from the first-person would motivate people to work harder towards their goal but picturing it from the third-person would lead them to disengage. To test this prediction we manipulated the perspective (first-person vs. third-person) participants used to picture themselves overeating at Thanksgiving and then measured their eating behavior. Consistent with predictions, to the extent that participants wanted to avoid overeating, picturing this action from the first-person caused them to eat less and picturing overeating from the third-person caused them to eat more.

G87
INDIVIDUAL DIFFERENCES IN LONELINESS AFFECT COOPERATION AFTER UNFAIR TREATMENT

Diana L. Greene¹, Howard C. Nusbaum¹, John T. Cacioppo¹; ¹University of Chicago – Prior research has shown lonely individuals are more negative and hostile in social interactions than nonlonely individuals despite their greater desire to connect with others. Our goal in this study was to determine the extent to which individual differences in loneliness affect cooperation after fair versus unfair treatment. Participants played the responder role of the Ultimatum game, which entailed either accepting or rejecting offers of varying levels of fairness. Loneliness levels were ascertained using the UCLA Loneliness scale. Results indicated that lonely participants accepted comparable numbers of fair offers. However, lonely participants accepted more unfair offers than nonlonely participants and therefore were more cooperative in reaction to unfair treatment. This effect was observed even though both lonely and nonlonely participants later rated the offers as unfair. Our data suggest that higher levels of loneliness are associated with more cooperative behavior after receiving unfair treatment but are not associated with differing sensitivity to unfairness. These results suggest that lonely individuals may be willing to incur greater costs to connect socially but by doing so they may enter more exploitive relationships. This increased cooperation may paradoxically contribute to greater sensitivity to comparable slights in the future.

G88

INCREASING YOUNG WOMEN'S INTEREST IN ENGINEERING: TARGETING AUTONOMY, RELATEDNESS, AND COMPETENCE

Celeste E. Doerr¹, E. Ashby Plant¹, Rinat B. Rosenberg-Kima¹, Amy L. Baylor¹; ¹Florida State University – Pedagogical agents are animated characters used for teaching. They can increase students' interest and motivation and are readily adaptable to address the needs of specific groups of students. Self-determination theory suggests that perceptions of autonomy, relatedness, and competence affect people's interest and motivation in a given domain. For women considering careers in traditionally male-dominated fields, opportunities for relatedness might be especially important. The current work examined whether an intervention that targeted young women's autonomy, relatedness, and competence needs could increase interest in engineering and whether delivery of the message by a pedagogical agent would increase its efficacy by increasing relatedness. Female college students received one of three computerized interventions. In the targeted-agent condition, participants saw an agent who identified as a female engineer and delivered a message targeting autonomy, relatedness, and competence needs. Participants in the targeted-voice condition heard the same message without a visible agent. Control-group participants heard an informative message about engineering careers in general. The agent was pre-tested as relatable for young women. A questionnaire assessed participants' interest in engineering and perceived autonomy, relatedness, and competence in engineering. Participants in the targeted-agent condition reported greater interest, autonomy, and relatedness than those in the control condition, and more relatedness and marginally more interest than those in the targeted-voice condition. The effect of condition on interest was mediated by both autonomy and relatedness. The current findings indicate that pedagogical agents may be effective tools for promoting young women's interest in traditionally male-dominated fields by increasing relatedness.

G89

POWER AS A POSSIBLE EXPLANATION FOR GENDER DIFFERENCES IN PERSON PERCEPTION

Kathleen E. Cook¹; ¹Seattle University – Earlier studies using a cued recall paradigm showed that women made more spontaneous inferences about others than men. Because women typically occupy less powerful positions than men, gender and power in our society are confounded. Thus, what looked like gender differences in person perception in these studies may in part be power differences that are confounded with gender. To investigate this possibility, undergraduates were randomly assigned to powerful or powerless positions and given the opportunity to learn about others. After experiencing relative "powerful-" or "powerlessness," participants saw information that was supposedly about an opponent. Some believed that the information would be useful in the upcoming round (functional condition); others thought the information was merely a distraction task (incidental condition). After an actual distraction task, participants were surprised with several recall tasks and measures. In the functional condition, where careful processing might help the powerful but not the powerless, powerful men and women made many inferences about their possible opponents-to-be, whereas powerless men and women made fewer inferences. In the incidental condition, however, powerless men and women made many inferences. Powerless people with no overt reason to do so inferred more about others just in case the information might be useful. Thus, when the situation was analogous to the cued recall studies, powerless men's behavior mirrored women's. These findings were replicated in two similar studies. Together these studies suggest that some of the apparent gender differences in person perception can be attributed to power differences.

G90

PARENTS' BELIEFS ABOUT CHILDREN'S EMOTION AND CHILDREN'S WILLINGNESS TO ENGAGE IN EMOTIONAL DISCUSSIONS

Paul Dennis¹, Amy Halberstadt¹, Rebecca Stelter¹, Ashley Craig¹; ¹North Carolina State University – Parents' beliefs influence children's outcomes across many domains, including gender identity (Wood & Desmaris, 2002), cognitive performance (Frome & Eccles, 1998), and social competence (Guralnick & Neville, 1997). Recent studies suggest that beliefs also have an impact on children's own emotion-related beliefs and behaviors (Dunsmore & Karn, 2001; Haskett & Willoughby, 2007). This study examines the relationship between parents' beliefs about children's emotions and the degree to which parents' devaluation of children's emotions corresponds to children's subsequent willingness to engage in emotion-related discussions with their parents. Participants were 49 African-American parents (86% mothers) and their 9-10 year-old children. Parents completed the 11-factor Parents' Beliefs about Children's Emotions Questionnaire (Halberstadt et al, 2007). The dyads played a board game in which the card deck invited players to describe interesting life experiences, particularly those shared with each other. Cards of interest were: "Describe an argument you had with the other player," "Describe a time when the other player angered you," and "Describe a time when the other player made you sad." Children's willingness to respond to these questions and the degree to which the dyads discussed the topics were assessed via video/transcript coding. Parents' belief that emotions are problematic predicted children's unwillingness to engage in conversations about arguments and angry episodes shared with their parents but not what parental behaviors made them sad. Additionally, parents' belief that emotions are a normal part of life predicted children's willingness to discuss their arguments with parents. Parental behavior and culture as potential pathways are discussed.

G91

EXTRAVERSION, HIERARCHY FORMATION, AND SOCIAL ATTENTION-HOLDING POWER

Marc A. Fournier¹, Bonnie Cheng¹; ¹University of Toronto – Extraversion has consistently been found to be the personality trait most predictive of social status in informal groups like fraternities, sororities, and dormitories (Anderson et al., 2001). One central question arising from this research concerns what it is specifically that extraverted individuals do to attain positions of high social status. Gilbert (1992) has proposed that standing in the human hierarchy is predicated on individual differences in social attention-holding power; i.e., the relative capacity of individuals to produce states of positive affect in others. We tested this hypothesis in a sample of first-year university students living in residential households of four to six. Students rated themselves on the Big Five, rated each other's social status (prominence, influence), as well as rated how they typically feel (valence, activation) when interacting with each other. The peer-ratings were conceptualized through the lens of Kenny's (1994) social relations model as having a cross-classified multilevel structure, in which ratings of social status were simultaneously nested both within perceivers and within targets. Extraverted housemates made household members feel happier, and household members rated their extraverted housemates as the most prominent and influential members of their households. Social attention-holding power, the capacity to produce states of positive affect in others, was demonstrated to account for the relation between extraversion and social status.

G92

OUT-GROUP (WHITE) PRESENCE AND EVALUATION POTENTIAL MAY BE NECESSARY TO INDUCE STEREOTYPE THREAT IMPACTS WITHIN IN-GROUP MINORITY DIAGNOSTIC TESTING SETTINGS.

Lloyd Ren Sloan¹, Grady Wilburn¹, Deborah Van Camp¹, Jamie Barden¹, Terrina Price¹, LeKisha Mixon¹, Daniel Martin²; ¹Howard Univer-

sity,²California State University, Hayward – Difficult, stereotype-related diagnostic testing in exclusively minority contexts doesn't damage intellectual performance (Sloan, 2000; Marx, 2006), but does when the test-givers are White, elaborating upon Steele and Aronson's (1995) theory. Does stereotype threat arousal in minority settings (where its usually absent) merely require out-group presence, perhaps as a prime or reminder of negative stereotyping or is White evaluation threat also critical? African-American students at an HBCU (n=240) received challenging verbal (SAT) tests described by Black or White experimenters as individually Diagnostic or Nondiagnostic. In two other Black experimenter conditions, (1) the White researcher interrupted the Black experimenter for 30 seconds just before the SAT test to say that he would return during the testing session (to convey impending White evaluation); or (2) while the Black experimenter conducted the session, a White male sat to the side near the front of the room, saying nothing and observing, in order to provide continuous out-group presence but with minimal, if any, expected evaluation of the minority test-takers. White tester's produced stereotype threat performance decrements but African American experimenters didn't. Neither the White experimenter's brief interruption stating that he would return later during testing, nor the White male's continuous, inactive presence had any detrimental effect on intellectual performance ($F < 1$). These results present strong contrasts to the performance damaging impact of the continuously present and evaluating White tester. This suggests that neither expected evaluation bias nor mere White presence can independently produce Stereotype Threat effects but that their interactive effect during testing multiplies their impact.

G93

GOOD TRAITS TRAVEL: THE PERCEIVED TRANSITIVITY OF TRAITS ACROSS SOCIAL NETWORKS Jiuwen Wang¹, Amy Cuddy¹; ¹Kellogg School of Management, Northwestern – In response to the rapidly increasing popularity of online social networking, research on the macro aspects of social networks has exploded, yet markedly less research has investigated the micro aspects. The present research investigates the perceived transitivity of traits across social networks – the extent to which people perceive members of a social network, even when separated by multiple degrees and no redundant ties, as possessing the same trait. In an experiment, participants read trait information about an individual member of a non-redundant social network of friends or co-workers, or a collective (i.e., a random group of unrelated individuals), then rated the likelihood that other individuals would also possess that trait. We also manipulated (within-participants) trait valence and the degrees of separation, from one to four, between individual members of networks. First, as hypothesized, participants perceived traits as transitive across networks (particularly for friendship networks), even when individuals were separated by two or more degrees with no redundant ties, but not across collectives. Second, participants perceived positive traits to be significantly more transitive than negative traits. This study provides initial evidence of how people make trait inferences about social networks, suggesting that members of social networks, even when separated by multiple degrees, are perceived to possess similar traits, particularly when the traits are positive.

G94

THE EXPLORATION OF THE PREDICTING FACTORS OF IMPLICIT PREFERENCE FOR SELF OVER BEST FRIEND IN JAPANESE Kimihiro Shiomura¹; ¹Iwate Prefectural University – Recently, the cultural-self concepts need to be re-thought and discussed in a new perspective. In this study, the two contrastive targets, Self and Best Friend were focused, and they are measured by GNAT (the Go/No-go Association Task) technique, that is one of derivative types of IAT (Implicit Association Test). This GNAT technique can take apart these two contrastive components that composed implicit self, that is, it enables to measure separately both implicit preference for Self over Best Friend

and implicit preference for Best Friend over Self. The statistical analyses were performed whether some types of cultural-self concepts and explicit self-esteem can be predictive of this implicit preference. Seventy-six Japanese university students (thirty-two males and forty-four females) participated in both GNAT (Self versus Best Friend) task and explicit self-rating questionnaires on some cultural-self concepts and self-esteem. The results indicate that implicit preference for Self over Best Friend was predicted only by the collectivism scale (Yamaguchi et al., 1995) among some cultural-self concepts. The explicit self-esteem was not a predictive factor of implicit preference. The collectivism scale, used in this study, includes multiple expressions recalled friends or companions as in-group members. For Japanese university students, implicit preference for Self over Best Friend would be connected to the indirect evaluations for friends or companions. It must be important to note that the other cultural-self scales could not predict implicit preference for self in Japanese.

G95

POSITIVE EMOTIONS DURING STRESS? TESTING THE EFFECTS OF SPECIFIC POSITIVE EMOTIONS DURING A STRESSFUL LIFE PHASE Sara Algoe^{1,2}, Annette Stanton¹; ¹University of California, Los Angeles, ²University of North Carolina, Chapel Hill – The current research is an experimental intervention to test the role of specific positive emotion in buffering against detrimental effects of a stressful period in life. Particularly, recent evidence for the role of gratitude in promoting interpersonal relationships suggests one possible emotion and mechanism for buffering effects. Two control conditions address the primary features of gratitude that might account for results: positive emotion or meaningful social interaction. University students who had at least three final examinations within a five-day period at the end of the academic quarter enrolled in the study at the beginning of that quarter. For the intervention, participants (N = 133) were randomly assigned to record one of three types of events from their day on each of 13 nights leading up to their last exam: a gratitude event, a personal positive event, or their last 10-minute social interaction. Two days after their last exam, and again one month later, participants reported on their well-being (e.g., satisfaction with life, anxiety, major depressive disorder) and health symptoms. Results demonstrate a role for specific positive emotion in promoting well-being during and after stressful periods in life. For example, participants in the gratitude condition had lower event-related negative emotion than those in control conditions, and had lower daily depressive affect than those in the personal positive event condition. Follow-up data show that gratitude participants had improved mental health, including depressive symptoms. Results are discussed in terms of the unique ways in which positive emotions may contribute to health and well-being.

G96

CONTENTS AND CORRELATES OF NEGATIVE GROUP-BASED AFFECT IN AFRICAN AMERICANS Eden-Renee Pruitt¹, Janet Swim¹; ¹Pennsylvania State University – Three studies examined the prevalence and correlates of negative group-based affect (i.e., guilt and shame) in middle class Blacks. Both guilt and shame were measured as they relate to class privilege as well as when considering other Blacks' negative stereotypical behavior. In Study 1, group-based guilt was predicted and found to be stronger when considering middle class Blacks' privileges relative to other Blacks. Group-based shame was found to be stronger when considering Black's negative stereotypical behavior. Yet participants do not feel a great deal of either emotion, especially guilt. This pattern was replicated in all three studies. We predicted that a sense of obligation to help Blacks and Black identification would increase group-based guilt and shame. When significant, these relations were most likely to emerge for feelings of group-based shame in study one, but group-based guilt in studies two and three. In study 2, we tested whether reflecting on what one personally ought to do to give back to the Black

community and what one would actually do to give back was related to group-based affect. In Study 3, participants were asked instead how much the Black middle class ought to versus would actually give back to the Black community. Results revealed that thinking about what one would personally do to give back to the Black community was most likely to be related to shame and guilt. This relation was positive, suggesting that group-based affect may have motivated their actual helping behavior.

G97**REACTIONS TO PORTRAYALS OF INTERGROUP SIMILARITY AND DISTINCTIVENESS AMONG LIBERAL AND CONSERVATIVE SELF-IDENTIFIERS** Jason Popan¹, Jared Kenworthy¹; ¹University of Texas at Arlington

—Previous research has shown that perceptions of intergroup similarity can lead to higher levels of bias and differentiation between groups when both the ingroup and the dimension of comparison are important to the perceiver. The purpose of the present study was to identify potential antecedents of these effects. Liberal and conservative self-identifiers were presented with depictions of intergroup similarity (high intergroup similarity or low intergroup similarity) in an ostensible newspaper article. Indices of consistency between the portrayal and held beliefs about intergroup similarity and the pleasantness—unpleasantness of reactions to the depiction were assessed. An ingroup identification strength X intergroup similarity interaction emerged, such that the relationship between identification strength and participants' ratings of consistency with held beliefs was positive in the low intergroup similarity conditions and negative in the high intergroup similarity conditions. Furthermore, the relationship between identification strength and reactions to depicted high intergroup similarity was negative, indicating that high identifiers view such depictions less favorably than low identifiers. The results demonstrate that depictions of high intergroup similarity can be both inconsistent with the existing beliefs of group members and mildly aversive to the perceiver when they involve a political ingroup that is important to one's identity. Implications for intergroup boundary maintenance through selective exposure to differentiating information are discussed.

G98**"IF THIS IS DARWINISM..." HOW LAY UNDERSTANDINGS OF HUMAN EVOLUTION SUGGEST RACIAL INFERIORITY** Shantal Marshall¹, Jennifer L. Eberhardt¹; ¹Stanford University

—The common understanding of human evolution places human beings at the end of a grand evolutionary race, having beat out less "fit" species by being the most evolved, as evidenced by our ability to walk upright, to use tools, to speak, and—above all—to reason. Included in this representation are the incorrect assumptions that evolution has a goal—to create a "best" species—and that the goal has been reached with human beings. This portrayal is then coupled with yet another incorrect assumption: that civilization began only when our ancestors left Africa. This assumption is supported by standard evolution timelines that, more often than not, end with a White man. In the present research, we examine how such assumptions might lead people to conclude that Blacks are merely a stepping-stone between apes and Whites, and that they are therefore inherently inferior. We presented participants with a common representation of human evolution (or not) and then with a news story outlining current racial inequalities. As predicted, participants exposed to the evolution representation were less interested in learning about racial inequality and were also less emotionally moved and concerned for the disadvantaged group. Further studies and implications are discussed.

G99**EFFECTS OF INTIMATE PRE-NEGOTIATION CONTACT ON OUTCOMES AND PERCEPTIONS OF NEGOTIATION** Kieran O'Connor¹, Art Aron², Lee Ross¹; ¹Stanford University, ²State University of

New York, Stony Brook—Pre-negotiation enmity and distrust often prove insurmountable barriers to dispute resolution (Mnookin & Ross, 1995). While research on the "contact hypothesis" (Allport, 1954; Deutsch & Collins, 1951; Cook, 1984; Pettigrew, 1969) suggests that positive interaction between in-group and out-group members can reduce enmity and promote cooperation, there has been little research on effects of pre-negotiation contact between adversaries. This study examined prospects for positive outcomes of "intimate" pre-negotiation contact between members of opposing out-groups (pro-Palestinian and pro-Israeli) regarding US policy in the Middle East. Dyads completed either a self-disclosure task (intimate contact) developed by Aron et al. (1997) or a mundane introduction (control). Participants then individually rated 5 relevant issues to the conflict in the Middle East (U.S. foreign aid to Palestinians vs Israelis, withdrawal from occupied territories, political prisoners release, right of return, and the status of Jerusalem). All dyads were given 30 minutes to reach agreement on the 5 items. Afterwards, participants rated their feelings about the agreement and their counterpart. While actual agreements did not significantly differ between conditions, intimate contact participants felt they had made significantly smaller compromises ($p < .01$), and that their counterparts' compromises had also been smaller ($p < .02$), than did control participants. In other words, "intimate" participants felt that the relevant compromises had been less painful, even though participants' pre-negotiation views had demanded compromises of equal magnitude in both conditions. Literature on loss aversion (see Kahneman & Tversky) suggests that such feelings of modest rather than great loss would augur well for actual political negotiations.

G100**EMOTIONAL EXPERIENCES IN EUROPEAN AMERICAN AND MEXICAN AMERICAN ADOLESCENTS** Susan Polanco-Briceno¹, Batja Gomes de Mesquita^{1,2}; ¹Wake Forest University, ²University of Leuven, Belgium

—Adolescent emotional life has been characterized as filled with conflict and anger at parents, as a consequence of the adolescent striving for autonomy. In a study including European Americans (EA) and Mexican Americans (MA) adolescents we aimed to show that there is more to adolescent emotional life than anger, especially in those cultural contexts and those situations where autonomy is a less central concern. Sixty three middle- and high-school EA and 59 middle- and high-school MA reported their projected emotions, behaviors, and reasons for behaviors to four vignettes describing situations with parents: two conflict and two general negative situations. Since autonomy strivings appear to be more central in MA contexts, where maintaining harmonious relationships might deemphasize parent-adolescent conflict, we expected more anger in EA than MA adolescents. Furthermore, we expected that in other negative situations than conflict, negative emotions would not prevail in the EA adolescent groups either. As predicted, EA reported more anger-like emotions than MA in conflict situations, and MA reported more emotions such as respect than EA. Also, consistent with the predictions, general negative situations were characterized by positive engaged emotions for both cultures. However, even in these situations EA reported more anger, irritation, and sadness than EA, and MA reported more respect than EA. Behaviors and reasons for behaviors did not differ systematically between cultures. All adolescents negotiated more in conflict, and complied more in general negative situations.

G101**PERCEIVED SHAME AND GUILT IN A TRANSGRESSOR AND THE DECISION TO FORGIVE** Jannine Lasaleta^{1,2}, Michaela Hynie¹, C. Ward Struthers¹; ¹York University, ²Carlson School of Management, University of Minnesota

—Following interpersonal transgressions, past research suggests a transgressor's experience of guilt leads to approach behaviors (e.g., apologizing) conducive to forgiveness (Tangney, 1996). The function of shame in forgiveness has been debated. Some literature suggests that shame decreases forgiveness because it leads to avoidant

behaviors, which are detrimental to the forgiveness process (Tangney, 1996). Other literature suggests the opposite; the experience of shame leads to appeasement behaviors, facilitating forgiveness (Keltner & Harker, 1998). Although shame is effectively expressed nonverbally, guilt behaviors require a verbal component for successful communication (Ekman et al., 1991). The present research investigated whether nonverbal displays of shame or guilt in a transgressor could influence a victim's propensity to forgive. In a scenario study, 187 undergraduates imagined they were victims of a transgression where the transgressor displayed nonverbal shame or guilt behaviors. These displays were paired with an apology or no apology. Participants indicated degree of forgiveness, willingness to forgive, decision to forgive, and avoidant and vengeful behaviors toward the transgressor. Consistent with hypotheses, there was an interaction between nonverbal display and apology. When an apology was provided, participants expressed the most confidence when the transgressor displayed nonverbal guilt behaviors. However, when an apology was not provided, participants expressed the most confidence in their decision to forgive when the transgressor displayed nonverbal shame behaviors. These findings suggest that shame may be beneficial to the forgiveness process when verbal communication is lacking. Explanations for these findings and possible moderators are discussed.

G102

CONSERVATISM AND COGNITIVE ABILITY: INDIVIDUAL-LEVEL AND STATE-LEVEL EVIDENCE

Markus Kemmelmeier¹; ¹University of Nevada, Reno – The present series of studies examined the association between political orientation (i.e. liberalism-conservatism) and cognitive ability. The goal was to test three hypotheses derived from an extant literature in personality and political psychology: (a) the assumption that liberals are more intelligent than conservatives; (b) the notion that ideological extremists on the left and right are more intelligent than the political mainstream, and (c) its converse, the idea that extremists of both sides are less intelligent than the political center. Study 1 relied on a sample of 7279 college students and used four different measures of conservatism to predict performance on standardized test scores (SAT verbal, SAT math and ACT), which have been shown to measure general cognitive ability. Results provide some support for a linear relationship with liberals having higher verbal ability than conservatives; however, there was also consistent support for political extremists on the left and right being higher in verbal ability than centrists. Conservatism was unrelated to quantitative ability. Study 2 used intelligence estimates for the 50 U.S. states and D.C. validated and published by McDaniel (2006). Analyses involving the proportion of Democrats in the state houses revealed support for a linear relationship such that states with higher intelligence estimates elected more Democrats. There was no support for any of the curvilinear hypotheses, though the linear relationship was moderated by the level of voting participation. The discussion provides conclusions on the literature linking cognitive characteristics to political beliefs.

G103

FACEWORK: ITS FACTORS AND EFFECTS ON INTERPERSONAL RELATIONSHIPS

Chun-Chi Lin¹; ¹University of California, Berkeley – Mutual maintenance of face through daily facework is an important agenda in Japanese interpersonal relationships. However, due to the lack of empirical research, little is known about the mechanism of facework. Therefore, the present study intended to unravel the factors which influence the amount of facework as well as the effects of facework on interpersonal relationships in Japan. A snowball sampling survey by mail was conducted. The main respondents, who were selected based on 2-stage probability proportionate sampling method, were asked to distribute the same surveys to three friends. Then, main respondents (return rate was 30.38%; 65 males, 110 females) and their friends (45.71%; 81 males, 157 females) returned the surveys individually. As the result,

240 pairs were used in the analyses. Results of multiple regression analyses with robust SE showed that the amount of facework was influenced by hierarchy and closeness in the relationships. Specifically, it was found that main respondents conducted more facework to those who are superior and those who are closer. On the other hand, psychological factors such as self-esteem and well-being did not show any significant influences. Therefore, it suggests that rather than the individual predisposition, facework in Japan is regulated by the relational factors. Further, it was also found that the more facework main respondents actually conducted, the higher the friends evaluated their relationships. This effect was significant even after controlling the friends' perceptions of received facework and closeness in the model. Therefore, it indicates that facework in Japan actually facilitates the interpersonal relationships.

G104

GENDER DIFFERENCES IN LANGUAGE USE

Matthew Newman¹, James Pennebaker²; ¹Arizona State University, ²The University of Texas at Austin – Differences in the ways that men and women use language have long been of interest to both psychologists and the general public. Despite extensive theorizing, empirical studies have yet to converge on a coherent picture of gender differences, due in part to the lack of agreement over the best way to analyze language. In the present research, we compared male and female language use in a large sample of written and spoken text. The sample consisted of over 14,000 text files from 70 separate studies, including samples of emotional writing, talk-show transcripts, and short stories. These text files were analyzed using LIWC, a computer program that counts and categorizes words into both grammatical (e.g., pronouns) and content (e.g., positive emotion) categories. Contrary to popular stereotypes, women did not talk more than men, and men did not make more references to sex. However, females' were more likely to use pronouns, verbs, and social words, and more likely to refer to psychological processes. Males were more likely to use longer words, numbers, articles, and prepositions, and more likely to swear. The pattern of these results suggests that women used more words related to psychological and social processes, whereas men referred more to object properties and impersonal topics. These results are consistent with the theory that men and women employ language for different reasons. While these effects were largely consistent across communication contexts, the variation suggests that gender differences are larger on tasks that place fewer constraints upon language use.

G105

REDUCING ROOMMATES' DEFENSIVE RESPONSES TO CONFLICT: EFFECTS OF ACTORS' AND PARTNERS' GOALS

Aleah Burson¹, Amy Canevello¹, Jennifer Crocker¹; ¹University of Michigan – In the midst of conflict, many people wish that their relationship partners were less defensive and more understanding. We propose that people can create less defensive relationship partners through their own goals. In a study of first-semester college roommates, we examined the effect of goals to be supportive (ecosystem goals) and to construct desired self-images (egosystem goals) on understanding and defensive responses to conflict. Sixty-five undergraduate roommate pairs completed 21 daily reports of their ecosystem and egosystem goals regarding their roommate relationships, as well as pretest and posttest measures of understanding and defensive responses to conflict. Using the Actor-Partner Interdependence Model (APIM), we examined actors' (A's) understanding and defensive responses to conflict at posttest, controlling for pretest, as a function of A's and roommate's (P's) goals. A showed more understanding responses to conflict when A was high in ecosystem goals ($p < .001$); the roommate's (P's) goals did not predict A's understanding responses. A's defensive responses to conflict were greater, the more P had egosystem goals ($p < .004$). In addition, A's goals interacted ($p < .001$) to predict A's defensive responses to conflict. A's defensive responses to conflict were greater when A had high ecosystem goals and low ecosystem goals, or low egosystem goals and high

ecosystem goals. The results suggest that people can reduce the defensiveness of a relationship partner by becoming less focused on their own self-image.

G106

THE PERCEPTION OF COERCED AGGRESSIVE ACTS *Andrew Monroe¹, Glenn Reeder¹, John Pryor¹; ¹Illinois State University* – What conclusions do we reach when we are exposed to coerced aggressive action? Understanding another's aggressive behavior and determining an appropriate response is one of the bases for social interaction. In addition to personal causes for behavior (e.g. motives and dispositional traits), it is also important to understand situational factors that may have facilitated an action. Specifically, this research examines the role of increasingly intense coercion as it affects attributions of intentionality, perceived motives, morality, responsibility, and blame of Milgram's (1965) Teachers. Results point to a sympathetic explanation of the Teacher's behavior. Overwhelmingly, the participants viewed the Teacher's behavior as motivated by obedient motives rather than hurtful (evil) motives. Further, perceived motives mediated trait inferences. Situational coercion is viewed by perceivers as an powerful causal factor for behavior, such that under extreme coercion, perceivers do not see an individual's actions as diagnostic of his or her internal dispositions. Thus, the Teacher is not painted as evil, but rather as falling under the shadowy influence of a powerful authority figure. Lastly, the data stress the importance of perceived motives for making trait attributions.

G107

NARCISSISM AND TASK PERSISTENCE FOLLOWING FAILURE *Harry Wallace¹, Holly Waters¹, Alex Murdoch¹, Taylor Floyd¹; ¹Trinity University* – An experiment investigated the relationship between narcissism and task persistence. In a previous study, we found that narcissism predicted persistence after failure when no potentially self-glorifying alternatives were offered. In the present study, we examined whether narcissists would quit sooner following setbacks if alternative tasks were available. Narcissists typically seek glory more than they avoid failure, but failure experiences might make narcissists more self-protective. If narcissists' inflated self-esteem is threatened by failure, they may experience negative emotion and deny failure with persistence regardless of alternative options. But if narcissists do not internalize failure, they may quit quickly to pursue easier paths to self-enhancement. Participants received 20 minutes to solve three tracing puzzles framed as an intelligence test. The first two puzzles were unsolvable. Participants could quit a puzzle to try the next puzzle, but they could not retry puzzles after quitting. Half of the participants worked under experimenter observation; the other half worked in private. Narcissists were significantly less persistent on the two unsolvable puzzles, which enabled them to solve the third puzzle more frequently than others. Narcissists reported high pretest confidence in their ability to outperform others and they maintained this confidence after failing to solve the first and second puzzles. Narcissism predicted higher levels of pretest motivation and lower levels of post-failure frustration. Participants who worked under observation persisted longer, but this effect was unrelated to narcissism. In summary, narcissists apparently did not internalize failure, and they cut their losses quickly to pursue alternative paths to success.

G108

THE GROUP VS. THE SUM OF ITS PARTS: AN IMPLICIT MEASURE OF INDIVIDUAL AND GROUP-LEVEL PERCEPTION *Tom Cain¹, Lee Jussim¹, Dereck Chiu¹, Rachel Rubenstein¹; ¹Rutgers University* – Research has demonstrated that individuating information, when available, is often utilized more than stereotypes in person perception (Kunda & Thagard, 1996). Because this idea has been explored in the past using predominately explicit measures, the current research follows up on previous findings by examining the impact of individuating

information on implicit bias. Participants examined the applications of one White and one African-American successful High School graduate. They then completed either an individual IAT followed by a group IAT, or vice-versa. Participants showed no implicit bias against individual applicants, but did demonstrate an implicit bias against African-Americans at the group level. Importantly, results on the general IAT were not affected by order of administration (preceded or followed by the individual IAT). Results for the individual IAT followed the same pattern, and remained unaffected by general IAT results. That is, individual-level stereotypes and group-level stereotypes did not affect one another. Results suggest that implicit bias is reduced by providing individuating information. Additionally, perceptions of individuals and group-level stereotypes may be largely distinct judgment processes.

G109

CHEATERS MAY NOT PROSPER, BUT THEY SEEM TO ENJOY IT! INTRINSIC MOTIVATION FOR ACCOMPLISHMENT, EGO INVOLVEMENT, AND CHEATING. *Cynthia Lonsbary¹; ¹St. Lawrence University* – Self-determination theory has demonstrated the benefits of intrinsic motivation for education (e.g., Vallerand, Pelletier, Blais, Brière, Sénécal, & Vallières, 1992, 1993). This study illustrates a condition in which intrinsic motivation for accomplishment predicts cheating. Seventy-eight psychology undergraduates completed measures of intrinsic motivation to accomplish academic goals (e.g., “the pleasure I feel from surpassing myself in my studies”) and task vs. ego orientation (e.g., “feeling successful when I work hard to solve a problem” vs. “feeling successful when I am the smartest person”). Participants and a confederate then completed ten difficult anagrams with instructions to work alone. Analyses revealed a significant interaction such that participants with higher intrinsic motivation for accomplishment were more likely to cheat by asking the confederate for answers, especially when they had a higher ego orientation. Two explanations are discussed; when combined with an orientation toward ego-enhancement, intrinsic motivation for accomplishment can lead one to take steps to ensure success. Alternatively, motivation for accomplishments could be driven, not by one's inherent interest in the task itself, but rather by the pleasure (rewards) received by demonstrating success to oneself and others. Thus, intrinsic motivation for accomplishment may be more similar to external regulation than intrinsic motivation.

G110

THE EFFECTS OF SOCIAL SUPPORT FROM A SIGNIFICANT OTHER IN AN IMMERSIVE VIRTUAL ENVIRONMENT *Heidi Kane¹, Cade McCall¹, Nancy Collins¹, Jim Blascovich¹; ¹University of California, Santa Barbara* – It is widely assumed that social support from significant others facilitates coping, promotes emotional well-being, and enhances relationship satisfaction. However, few experimental studies have demonstrated a causal link between social support and these important personal or interpersonal outcomes. The goal of this study was to test the impact of experimentally manipulated social support provided during a stressful task on stress appraisals, emotional well-being, and relationship experiences in romantic couples. A second goal was to examine how working models of attachment moderate these effects. To study these questions, we created a stressful cliff-walking task for one member of each couple using immersive virtual environment technology (“virtual reality”). We then manipulated the nonverbal support behavior of his/her romantic partner within the virtual world. There were three experimental conditions: (a) high-support, (b) low-support, and (c) no partner present. Preliminary results revealed that individuals in the high-support condition rated their romantic partners as being friendlier, more supportive, and less evaluative than those in the low-support condition. In addition, when asked how they felt about their partner's presence in the virtual world, participants in the high-support condition reported that their partners' behavior made them feel more loved and valued and made them feel better about the task compared to participants in the low-

support condition. Finally, participants in the high-support and no-partner-present conditions reported feeling calmer after completing the task compared to those in the low-support condition. Preliminary analyses also indicate that some of these normative patterns were moderated by the support-recipient's attachment style.

G111

CONCERN ABOUT SUPPORT OR OPPOSITION FROM ENTITATIVE GROUPS: EFFECTS OF SOURCE ENTITATIVITY ON THE PROCESSING OF PERSUASIVE MESSAGES

Jason K. Clark¹, Duane T. Wegener²; ¹Indiana University, ²Purdue University – Past research suggests that people process persuasive messages to a greater extent when a group source is higher rather than lower in entitativity. We believed, however, that such effects might be limited to settings where the source opposes rather than supports the views of the message recipient. Compared to less entitative groups, highly entitative group sources should be perceived as more effective in the sense that they are more likely to bring about what they propose. When messages are counterattitudinal, a more entitative (organized, effective) source should motivate people to attend to information more carefully than a less entitative (disorganized, ineffective) source because of heightened concern that they will have success bringing about an unwanted policy. However, the relation between source entitativity and source-related concern should be the opposite for proattitudinal appeals. In these situations, people should feel more concerned when a nonentitative group is providing an appeal because they should be viewed as less likely to effectively argue this position and consequently, have less success than a more entitative group. The results of two experiments were consistent with these hypotheses. When messages were counterattitudinal, greater message processing was observed when sources were high rather than low in entitativity. However, when messages were proattitudinal, increased processing was found when sources were low rather than high in entitativity. Furthermore, processing effects of source entitativity were mediated by concern about the source's support or opposition of the message recipient. Implications for research on entitativity and related constructs will be discussed.

G112

FRAGILE VERSUS SECURE SELF-ESTEEM AND ROMANTIC RELATIONSHIPS: AN ANALYSIS OF PARTNERS' DAY-TO-DAY INTERACTIONS

Whitney L. Heppner¹, Edward V. Cascio¹, Patti J. Davis¹, Chad E. Lakey¹, Michael H. Kernis¹; ¹University of Georgia – Markers of self-esteem that is fragile versus secure (Kernis, 2003) are emerging as increasingly important pieces of the self-esteem "puzzle." We sought to extend this burgeoning knowledge by examining two markers of self-esteem fragility in a romantic relationship context. Specifically, we hypothesized that instability and contingency of self-esteem would influence the day-to-day interactions and disagreements of romantic partners. Both members of romantic couples completed short questionnaires about their interactions with their partners over a two-week period. Results from multi-level random coefficients modeling supported our hypotheses. During interactions labeled as disagreements, participants reported more hurt feelings, defensiveness, anger, and hiding aspects of their personality. Identical findings emerged for participants' perceptions of their partners' reactions to a disagreement. In addition, instability and contingency of self-esteem predicted more negative interaction experiences, including less openness, more hurt feelings, and more hiding aspects of oneself during interactions. Participants with high but highly contingent self-esteem (a form of fragile self-esteem), reported more hurt feelings and more hiding aspects of themselves in all types of interactions. Individuals with high and stable self-esteem (a form of secure self-esteem), were more open and less defensive across interactions, and they perceived their partners as more open and less defensive. For disagreements, reports of partner openness and expression dropped sharply among those with high

unstable self-esteem, while perceptions of partner openness and expression remained most consistent among those with high stable self-esteem. Discussion centers on the importance of the fragile versus secure self-esteem distinction for relationship processes and outcomes.

G113

SEX DIFFERENCES IN THE USE OF MULTIPLE EMOTION REGULATION STRATEGIES

Genna Bebko¹, Steven Franconeri¹, Kevin Ochsner², Joan Chiao¹; ¹Northwestern University, ²Columbia University – To maintain our health and to function in society, we must regulate the experience and expression of our emotions. Although we typically use multiple strategies to regulate our emotions, little is known about how different strategies co-exist. A recent study in an older adult population using antecedent-focused strategies found that attentional deployment changes when reappraising, rather than when attending to, emotions (van Reekum, et al., 2007). Does attention similarly change with the use of response-focused strategies? To examine this possibility, we measured eye movements while young adult participants viewed negative IAPS images and regulated emotions by using either reappraisal (6 males, 9 females), an antecedent-focused emotion regulation strategy, or suppression (6 males, 10 females), a response-focused emotion regulation strategy. Both groups fixated emotionally salient regions (defined by 10 independent raters) equally often, and made lower negative valence ratings during emotional regulation compared to an attend condition. However, the suppressers made higher negative valence ratings and dwelled longer on emotionally salient regions than the reappraisers during emotion regulation. Furthermore, regardless of the strategy used to regulate emotions, males dwelled longer on emotionally salient regions and made lower negative valence ratings than females. These results suggest that while attention is more focused on emotionally salient regions for suppression than for reappraisal, variations in attentional deployment influence the success of emotional regulation between the sexes exclusive of other implemented strategies.

G114

THE MEASURE OF A MAN: THE IAT DEMONSTRATES A STRONG MALE HEIGHT PREFERENCE

Christopher Dial¹, Mahzarin R. Banaji¹; ¹Harvard University – Past research suggests a strong link between being tall and being successful (e.g. Judge & Cable, 2004), especially for men who aspire to leadership positions. For example, taller candidates usually fare better than shorter candidates in political elections (Kassarjian, 1963), and a disproportionate number of America's top CEOs are six foot two or taller (Gladwell, 2005). While findings such as these provide indirect evidence that height influences perception, its attitudinal basis remains largely unknown. In a web-based study, 1,697 participants completed an Implicit Association Test (IAT) assessing the strength of association between tall and short men and the attributes good and bad. A strong preference for tall rather than short men was observed (Cohen's $d=.59$). Participants' own height influenced implicit preferences; taller individuals showed a stronger preference for the tall than did shorter individuals. In addition, implicit-explicit dissociations were observed; males showed a stronger implicit tall preference ($d=.83$) than females ($d=.49$); females showed a stronger explicit tall preference ($d=.78$) than males ($d=.40$). A bias favoring the tall may stem from an evolutionary advantage that tallness may have conferred; this bias is certainly reinforced in most cultures. Future research testing the association of tall with attributes of intelligence and competence will further reveal the extent to which we rely on physical features to judge personality and character.

G115

CULTURE AND THE PERCEPTIONS OF IMPLICIT AND EXPLICIT SOCIAL SUPPORT USE

Thai Q. Chu¹, Heejung S. Kim¹, David K. Sherman¹; ¹UC Santa Barbara – Recent research by Taylor, Welch, Kim, and Sherman (2007) suggests that Asians seek and benefit more from

implicit social support (focusing on valued relationships without disclosure) than explicit social support (seeking and use of advice, emotional solace). Based on the premise that the perception of norms and behavior mutually influence one another, this study examined 1) whether culture affects individuals' perceptions of the social support act and 2) whether this perception impacts the extent to which people seek support. Using a between-subjects design, Asian, Asian American, and European American participants viewed a video of a phone call made by a person who was demoted from a position. In the implicit support condition, the person merely made movie plans with a friend. In the explicit support condition, the person described the demotion and sought advice and comfort. Relative to European Americans and Asian Americans, Asians rated the implicit support seeker more favorably. Conversely, European Americans and Asian Americans rated the explicit support seeker more favorably than the implicit support seeker. In a subsequent measure of actual support use regarding a recent stressor, Asians reported seeking more implicit forms of social support whereas European Americans and Asian Americans reported seeking more explicit forms of social support. Furthermore, relative perceptions of respective social support types were correlated with actual support seeking, suggesting that cultural differences in perceptions are linked to the actual practice of seeking social support for one's problems.

G116

"I'M SURE THEY DIDN'T MEAN IT": RACIST INTENT AND THE ERASURE OF HARM *Matthew Christian Jackson¹, Phillip Atiba Goff¹; ¹The Pennsylvania State University* – When is racism defined in terms of the intent of the perpetrator, rather than in terms of the harms that befall the target? We hypothesized that Whites under the threat of appearing racist would be motivated to search for proof of racist intent in the ambiguously racist actions of others. We reasoned that, since one controls one's own intent it would be less threatening for Whites to define racism as requiring malicious intent. If racism is under one's control, after all, who would choose to be racist? Two studies tested this hypothesis. In Study 1, White participants witnessed an interaction between White and Black confederates wherein an ambiguously racist comment was made. Participants were then asked to indicate how much they would value knowing more about what the perpetrator intended in the interaction or how much the target was harmed by it. When Whites were under the threat of being seen as racist, they were more motivated to ask for information about the intent of the perpetrator than the harms befalling the target. This trend reversed when Whites were not under threat. In Study 2, Whites did not value the perpetrator's intent more when under threat in conditions where the participant's fate and the fate of the Black target were tied together. Taken together, this research indicates that one's focus on a perpetrator's intent may be motivated by self-interested goals and suggests that definitions of racial discrimination may be more labile than we would like to believe.

G117

CALCULATING STEREOTYPES: A PROSPECTIVE STUDY OF MATH STUDENTS *Laura Ramsey¹, Denise Sekaquaptewa¹, Amy Kiefer²; ¹University of Michigan, ²University of California, San Francisco* – Stereotypes of women's abilities in math have been found to be pervasive and negative, and they may contribute to the under-representation of female professionals in math-intensive fields. Previous research documents that even female math majors can hold strong implicit gender-math stereotypes. In a prospective study, male and female calculus students (N=116) completed explicit (self-report) and implicit (IAT) measures of gender-math stereotyping in an online experiment near the beginning (Time 1) and end (Time 2) of the semester. Participants also completed a dot-probe task as an implicit measure of anxiety in anticipation of taking an online math test and an implicit measure of math identity (IAT). Results showed a significant interaction between gender and time, $F(1)=5.5, p=.02$. For men, math identification

significantly increased from Time 1 to Time 2, but women's math identification did not change. A marginally significant increase in implicit stereotyping across all subjects was also found, $F(1)=2.776, p=.09$. Additionally, at Time 2 (but not Time 1), implicit (but not explicit) stereotyping interacted with gender to affect intent to continue in a math-related field ($\beta=.395, p=.01$) and anxiety prior to a math test ($\beta=-11.857, p=.07$). Women who showed implicit stereotyping had weaker intentions to continue in the field and had greater math-related anxiety than other women; men did not exhibit this pattern. These results lend insight into identity and stereotyping processes that may unfold over time in math classroom settings and thus lead to differential patterns of men and women continuing in math-related fields.

G118

EMOTIONAL SUPPORT AND INTIMACY IN ROMANTIC COUPLES: A DYADIC DAILY DIARY STUDY *Amber J. Belcher¹, Jean-Philippe Laurenceau¹, C. Veronica Smith¹; ¹University of Delaware* – Research on intimacy and social support suggests that partner support plays an integral role in the maintenance and functioning of romantic relationships and should enhance feelings of closeness (Cutrona, 1996). However, recent studies of actual support receipt have found that support can increase feelings of distress in recipients. Although this line of investigation is still relatively new, work by Bolger, Zuckerman, and Kessler (2000) revealed that during times of acute stress, receiving emotional support increased distress, whereas partner reports of providing emotional support promoted better adjustment. Less clear, however, is whether this type of "invisible support" between couples is associated with increased positive daily relationship outcomes. In this poster we present evidence for the effectiveness of invisible support on daily intimacy in romantic relationships. Results are based on multivariate multilevel modeling of data from a 7-day electronic daily diary study of 91 romantic university couples during a relatively stressful period (i.e., final week of class). We found that a partner's report of provision of emotional support was associated with increased intimacy for the recipient on the next day. Self-reported received emotional support was associated with decreased intimacy in the recipient. This analysis extends the findings of Bolger and his colleagues, demonstrating that there are relational benefits and costs to receiving emotional support in intimate relationships.

G119

CULTURE, GENDER, AND HEALTH CARE STIGMA IN PARKINSONISM *Linda Tickle-Degnen¹, Hui-ing Ma², Pai-chuan Huang³; ¹Tufts University, ²Cheng Kung University, Taiwan, ³Boston University* – This study used the model of Parkinson's disease to explore the genesis of health care stigma in 'objective' signs of disease. Healthcare practitioners look for objective signs of disease in order to diagnose and treat patients. Across modern medical history, practitioners have viewed patients with Parkinson's disease as having negative cognitive, emotional, and social attributes, despite little evidence supporting this view. One explanation may be that the sign of facial masking, a rigid and slow facial expressivity, looks like dementia, negative emotionality, or asocial personality, when in fact it indicates a physical disorder of movement control and initiation. The specific purpose of this study was to test the universality and cultural-specificity of the effect of facial masking on practitioners' initial impressions. Practitioners (N = 284) in America and Taiwan viewed short content-filtered video clips of 12 American and 12 Taiwanese patients who varied in the severity of their facial masking. Half of each patient group were women and half men. Results demonstrated that practitioners in both countries judged patients with severe masking to be cognitively, emotionally, and socially incompetent compared to patients with mild masking ($p's < .0001$), despite little difference in tested competence. This facial masking effect on judgments was stronger for women than men patients. American women were judged the most socially incompetent when masked. Practitioners' socio-

cultural experience and expectations operate in their interpretation of 'objective' disease signs, and at times, health care stigmatization can be the result.

G120

COMPARING THE EFFECTS OF INDUCED GRATITUDE AND HAPPINESS ON ATTENTION, RESILIENCY, AND EMPATHY.

Jannay Morrow¹, Michele M. Tugade¹; ¹Vassar College – We examined whether two positive emotions, happiness and gratitude, produced distinguishable effects on attention, self-perception, and perceptions of blame and regret. Participants were induced to experience gratitude, happiness, or a control emotion (anger, neutrality). Afterwards, they completed a lexical decision task that measured their speed of responding to positive or negative emotion words. Finally, participants completed various trait measures and responded to vignettes. Results from the lexical decision task indicated that those induced to experience happiness showed the slowest latencies (lower facilitation) in response to negative emotion words, compared to all other emotion conditions. There were no differences in latencies to responses on positive word trials. Participants feeling grateful reported higher levels of trait positive affectivity than did those feeling happy. Those feeling grateful reported significantly higher ratings of trait resiliency and trait forgiveness compared to those in the other emotion conditions. Grateful participants, but not happy ones, reported lower levels of displaced aggression and more trait empathy than did angry participants. There were no group differences in ratings of self-esteem or negative affectivity. When responding to the vignettes, grateful and happy participants differed in their ratings of sadness, regret, compassion, and blame. Together these findings suggest that experiences of gratitude, possibly more so than happiness, may facilitate responses associated with alleviating distress in oneself and others. We consider the limitations and implications of the findings, and focus on the differences and similarities among positive emotions and the ways in which emotions may influence self-perception and trait ratings.

G121

LOVING THE SUBMISSIVE AND AVOIDING THE DOMINANT: HOW SYSTEM THREAT AFFECTS PREFERENCE FOR ROMANTIC PARTNERS

Grace Lau¹, Aaron Kay¹, Steven Spencer¹; ¹University of Waterloo – Most people are motivated to see their social world as secure, predictable, and under control. According to research, there are two ways of maintaining this safe perception of the world: 1) people may see themselves as being in control of their personal lives, or 2) they may see a system (e.g., the government) as being in control of their environment, and that the system has their best interest at heart. We examined whether threatening people's faith in the system would, because of their motivation to see their social world as under control, motivate them to gain greater control in personal domains such as romantic relationships. In Study 1, we threatened participants' faith in the system by showing them an article suggesting that the social, economic, and political climate in their country was deteriorating. Participants then saw dating profiles of women, half of whom were portrayed as submissive (and embodied benevolent sexist ideals) and half as non-submissive, and rated their romantic interest in each woman. (All participants were heterosexual males.) We hypothesized that the system threat would increase participants' desire for greater control over their romantic relationships, and therefore their interest in the submissive women. Our hypothesis was confirmed. We replicated the findings in Study 2 in which female participants, after system threat, showed less romantic interest in dominant men than less dominant men. Our studies show how motivation to perceive the social world as under control can affect basic interpersonal processes (e.g., interpersonal attraction) often considered disparate in psychology literature.

G122

SEX DIFFERENCES IN MATE PREFERENCES FOR ATHLETIC PROWESS

Ryan Tolman¹, Charles Mueller¹; ¹University of Hawaii – Little is known about how perceived athletic ability affects mate choice decisions for men and women. Theories and research indicate men are attracted to cues of fertility and fitness such as physical attractiveness and youth while women are attracted to cues of resource acquisition such as social status, physical dominance, and wealth. Of the mate preference studies that have examined "athleticism" among other traits, little is revealed whether or why one or both sexes find the trait of "athleticism" to be desirable in a potential mate. The present study utilized an adapted mate-screening methodology adapted from Li, Bailey, Kenrick, and Linsenmeier, (2002) in which the characteristics of "physically attractive" and "social level" were replaced with "athleticism" under certain conditions. Males (n = 40) and females (n = 70) in this study did not differ in their self-reported ratings of importance on "athleticism" in a potential mate ((t = -0.46, p = 0.65). However, when "physical attractiveness" was replaced with "athleticism", males selected "athleticism" significantly more often than females (t = -3.72, p < 0.01), supporting the hypothesis that it will serve as a cue for fitness and fertility for males. When "social level" was replaced by "athleticism", males and females did not significantly differ in their selection of athleticism (t = 0.24, p = 0.81).

G123

EXPLORING A MEDIATIONAL MODEL OF SEXUAL HARASSMENT, BIG FIVE TRAITS, AND PSYCHOLOGICAL WELL-BEING

Kristy Hrinko¹, Dustin Baker¹, Sean Stebbins¹, Lucas Chupka¹, Julie Konik¹; ¹Wright State University – Although the Big Five traits are among the most commonly researched, there has been limited work on these constructs with lesbians, gays, and bisexuals (LGBs) (e.g., Kurdek, 1997; Lippa, 2000, 2005; Schmitt, 2007). The present study examines whether the Big Five traits mediate the negative psychological effects of sexual harassment against sexual minorities. Participants were 541 LGB adults who were employed at the time of data collection. They were recruited at an LGB pride festival in the Midwest and ranged in age from 18 to 70. Participants completed psychometrically-established measures of sexual harassment (Fitzgerald et al., 1988), Big Five traits (Saucier, 1994), anxiety and depression (Derogatis & Spencer, 1983), and life satisfaction (Diener et al., 1985). EQS software (Bentler, 2006) was used to test the hypothesized model. Overall, the data fit the model well, with all fit indices well-within the acceptable range (Hu & Bentler, 1999). Reviewing statistically significant paths, increased experiences of sexual harassment were linked with greater neuroticism and decreased agreeableness. In turn, lower levels of extraversion and greater levels of neuroticism and openness to experience were associated with greater anxiety and depression. Greater levels of sexual harassment also directly led to increased anxiety and depression. Additionally, experiencing more anxiety and depression was linked with decreased life satisfaction. The data support our model in which the Big Five traits mediate the negative psychological effects of workplace sexual harassment against LGB employees. Further research is necessary to understand fully how personality traits can buffer the deleterious impacts of harassment.

G124

MOTIVATED PROCESSING AND THE IAT: NEURAL AND BEHAVIORAL MEASURES

Heather Coulter¹, Tiffany Ito¹, Joshua Correll²; ¹University of Colorado Boulder, ²University of Chicago – We investigated relationships between motivations, automatic associations, and controlled processing strategies during a race IAT. Event-related brain potentials (ERPs) were recorded to examine the CRN (correct-response negativity) component, thought to index conflict processing or strategic control. We also examined individual differences in a relatively novel measure of effortful responding, known as 1/f noise (or "pink noise"), which reflects serial dependence in time-series data. The magnitude of this phenomenon has been associated with cognitive effort. Process

dissociation procedure (PDP) estimates of automaticity and control were also calculated. Participants completed an IAT measuring associations between race (White and Black) and words representing safety and danger. Consistent with the conflict account of the CRN, this component was larger on incompatible trials of the IAT (versus compatible). Interestingly, a large CRN was also observed on compatible trials, but only for Black faces. This modulation was more evident for participants who reported high motivation to control prejudice, and who displayed less of a tendency for automatic responding to Black faces (as indexed by PDP estimates). These findings suggest that motivated participants who experience conflict when completing trials on which outgroup members are associated with negative traits (indexed by CRNs) display a weaker influence of automatic associations on behavior. Consistent with an effortful responding account of 1/f noise, patterns reflecting less effort were observed for participants who had smaller amplitude Black-compatible CRNs, lower motivation to control prejudice, and higher automatic PDP estimates. Implications for the role of strategic control in implicit stereotyping measures are discussed.

G125

HIP HOP MUSIC AND SEX-POWER ASSOCIATIONS *Angela*

Pirlott¹; ¹Arizona State University – In hip hop music, artists commonly sing about money, wealth, power, and material possessions; specifically, part of their wealth and possessions include the sexual domination of women. Therefore, an underlying component of hip hop appears to be an interweaving of sex and power. The goal of this study was to determine whether sexually degrading hip hop music had an effect on people's underlying sex and power preferences. An experimental between-subjects design was used: 2(music condition: sexually degrading versus neutral) x 2(musician gender) x 2(participant gender) to test the effects of music on various measures of sexual attitudes: a sex and power implicit association test, explicit sex and power preferences, and attitudes towards women. In addition, the moderating variable of cognitive support of hip hop lyrics was measured. The results suggest that participants in the sexually degrading music condition had significantly stronger sex and power implicit associations; men generally had higher preferences for sexual dominations, and women generally had lower preferences for sexual submission across conditions. Furthermore, participants in the sexual condition were less likely to support the music's lyrics. Overall, this research suggests that although hip hop listeners are less likely to explicitly support the lyrics of sexually degrading music, its impact on implicit attitudes still prevails: an interweaving of sex and power on an implicit level.

G126

RETHINKING IMPLICIT VS. EXPLICIT ATTITUDES: CONTINUOUS TEMPORAL DYNAMICS IN EVALUATION *Michael*

Wojnowicz¹, Melissa Ferguson¹, Rick Dale², Michael Spivey¹; ¹Cornell University, ²University of Memphis – Traditional theories of evaluation rely on an outdated notion of discrete representations. Most dual systems models and otherwise prevalent assumptions about distinct implicit and explicit attitudes posit discrete stage-based processes (activation/application, bias/control, associations/rules, stored evaluations/metacognitive validation, slow-learning/fast-learning), often undergirded by mental systems with qualitatively distinct operating principles. A dynamical systems perspective, highly successful in other scientific disciplines, provides an alternative account. Overlapping, partially active evaluative representations compete during a cyclic recurrent exchange of activation culminating in the (near-)settling into a stable attractor, which represents an "explicit" attitude. The present study investigated whether support could be obtained for the dynamical systems perspective on evaluation. Specifically, we tracked streaming x,y coordinates from arm movements while participants guided a computer mouse towards spatial response destinations representing their (like vs. dislike) explicit attitudes towards white people, black people, and nice people. Although no differences

were found in reported explicit attitudes, a wide range of mouse-movement trajectory analyses supported the existence of continuous temporal dynamics within explicit attitude formation. Between-condition differences in path deviations, trajectory complexity, x-coordinate movements, acceleration to destination, and initial angle of departure were observed. Study two presented participants with noncompetitive response alternatives (like-chemical), and all such differences disappeared. These findings, in conjunction with the failure to find bimodality in distributional analyses, strongly suggest that evaluations are formed by a single underlying dynamic process, not discrete processing stages or dual underlying systems.

G127

EMOTION IDENTIFICATION ABILITY: COMPARING MALE AND FEMALE DISTRIBUTIONS *Ron Wright¹, Robert Riedel², Lee Sechrest¹, Richard Lane¹; ¹University of Arizona, ²Lynn University* – We explored the stereotype that "women are better at recognizing emotion than men" in a large (184 men, 195 women) stratified adult community sample, comparing full distributions, not only averages, and hypothesizing greater variability in men and higher averages in women. We used recently advocated nonparametric effect size measures, to better elucidate the overlap in distributions. We hypothesized sex differences would be mediated by the Levels of Emotional Awareness Scale (LEAS). Participants completed four tasks crossing verbal vs. nonverbal stimuli/responses, the LEAS, and for comparison, the Toronto Alexithymia Scale (TAS) and Marlowe-Crowne Social Desirability Scale (M-C). Women performed better on average for 12 of 12 (nonindependent) measures; differences were reliable for 8. Men had higher variance on 12 of the 12 variables, with reliable differences for 9. The LEAS mediated all sex differences; the TAS did not. The M-C enhances rather than mediating sex differences, leading to unique predictive power of sex for two variables with no direct sex effect (suppression). Using Probability of the Superior Outcome as an effect size, women scored higher in 56% of mixed-sex pairings, men in 42%. The largest sex differences were in the lower tails. We conclude that beyond routine individual differences favoring women: Men are more variable; general emotional awareness mediates sex differences; examining full distributions adds to our understanding of where differences occur (lower tails); and, that newer effect size measures not assuming normality, provide a more palpable understanding of the comparative abilities of men and women.

G128

EMBARRASSMENT'S EFFECT ON FACIAL PROCESSING *Ryan*

Darby¹, Christine Harris¹; ¹University of California, San Diego – Embarrassment is often regarded as a form of social anxiety; however, there may be distinct behavioral and motivational differences between the two. Possible differences in reactions to emotional information, especially negative emotional information, are of particular interest. When presented with negative emotional information, socially anxious individuals have been shown to avoid the information. For example, using eye-tracking methods, socially anxious individuals have been shown to avoid fixating on the eyes of negative emotional facial expressions. No work, however, has explored the reaction of embarrassed individuals to emotional information such as this. As emotional information is crucial for repairing the social awkwardness caused by an embarrassing encounter, there is the possibility that, unlike socially anxious individuals, embarrassed subjects may seek rather than avoid emotional information. This hypothesis was explored using a paradigm similar to the ones used previously with socially anxious subjects. The eye movements of subjects were tracked as they viewed different emotional facial expressions. The number of fixations to the eyes and mouth were recorded and compared across mood and type of expression. Contrary to social anxiety, embarrassed subjects fixated more at the eyes across expressions compared to controls. Furthermore, embarrassed subjects' fixations to the eyes of the angry and sad

expressions were significantly greater than fixations to the other expressions. Embarrassed subjects also looked significantly less at the mouth overall. As the eyes carry more emotional information than the mouth, the authors conclude that embarrassed subjects, unlike socially anxious subjects, are seeking emotional information, especially negative emotional information.

G129**EXTRINSIC VALUE ORIENTATION AND ITS RELATION TO AFFECTIVE FORECASTS OF THE CONSEQUENCES OF EXTRINSIC AND INTRINSIC GOALS**

Charles Nichols¹, Kennon Sheldon¹;
¹University of Missouri, Columbia – Individuals who value extrinsic goals such as financial success, popularity, and attractiveness highly relative to intrinsic goals such as intimacy and helping others tend to be less happy. Little research has examined what leads certain people to highly value extrinsic goals. Three studies, two cross-sectional and one experimental, examined the possible role of affective forecasting errors in leading some people to value extrinsic goals. The first study showed that participants who value extrinsic goals highly relative to intrinsic goals are more likely to believe that extrinsic goals lead to happiness. The second study replicated this finding and found that extrinsically oriented people think extrinsic goals lead to increased competence and autonomy. In study three, participants were randomly assigned to pursue either three intrinsic or three extrinsic goals and asked to rate how likely the goals would be to lead to happiness. As in the first two studies, participants agreed that intrinsic goals would lead to happiness, but extrinsically oriented participants were more likely to believe extrinsic goals would lead to happiness. Results from four weeks later showed that regardless of participants' own value orientation, those assigned to pursue extrinsic goals were inaccurate in their forecasts, but those assigned intrinsic goals tended to accurately predict their goals' consequences. The findings suggest that while people generally are poor at forecasting the hedonic consequences of extrinsic goal pursuit, extrinsically oriented people tend to overestimate the well-being benefits of extrinsic goals, which may be one reason they value extrinsic goals so highly.

G130**MORAL ENEMIES AND COMPETENT FRIENDS: EVIDENCE FOR TWO TYPES OF RESPECT**

Amelie Werther¹, Ronnie Janoff-Bulman¹;
¹University of Massachusetts Amherst – In two studies, we examined the attributional bases of respect and found first evidence for our theoretical distinction between categorical and contingent respect: "Categorical respect" is awarded to targets who are perceived to reach a basic level of morality; if morality is assumed, additional "contingent respect" can be earned based on perceived competence. In a vignette study we tested the hypothesized attributional bases: We asked 304 students to rate the competence and morality of fictitious individuals of students' own society, and to indicate how much they respect these targets. As expected, participants' morality and competence attributions predicted their respect ratings. The specific regression coefficients depended on the interindividually manipulated combinations of providing positive, negative or no morality vs. competence information. In a second study (N=160), we replicated the predictions of competence and morality ratings for 19 real-world in- and outgroups that varied in popularity and ranged from societal ingroups to foreign nationalities and ethnic groups (e.g., Arabs in the Middle-East). Participants gave higher respect ratings for groups to whom they felt closer and attributed higher morality and competence to them. In line with our distinction between categorical and contingent respect, respect ratings for groups viewed as low in morality and competence were mainly predicted by morality scores; in contrast, ratings for groups seen as high in morality and competence were best predicted by competence scores. Relatedly, perceived high competence (but not high morality) predicted higher respect ratings. Implications for group perceptions and group relations are outlined.

G131**THE EFFECT OF STIGMA ON EMPATHY FOR PAIN: A SOCIAL NEUROSCIENCE INVESTIGATION**

Stephanie Echols¹, Joshua Correll¹, Jean Decety¹;
¹University of Chicago – A number of neuroimaging studies have shown similar neural activation during the perception of pain in both the self and in another individual. This sharing of neural circuits between self and other provides the basic mechanism for empathy. However, recent investigations have demonstrated that some of the underlying mechanisms of empathy (i.e., emotion- and action attribution) may be influenced by how the target is perceived (i.e., how dislikeable- or dissimilar the target is to the observer). Using both behavioral and fMRI measures, the current study investigated empathy for stigmatized individuals and whether such empathy varies depending on whether the individual is held responsible for their stigmatized status. Participants watched video clips of individuals expressing pain who were either healthy, had AIDS as a result of an infected blood transfusion (stigmatized, not held responsible), or who had AIDS as a result of intravenous drug use (stigmatized, held responsible). Participants rated how much pain and distress they believed the individuals experienced, and how much empathy and personal distress they themselves experienced watching the individuals' pain. Implicit (AIDS Implicit Association Test) and explicit measures of AIDS attitudes and empathy were also collected. Behavioral results showed significantly higher pain-, distress-, and personal distress ratings for AIDS victims than healthy individuals. Furthermore, participants reported significantly more empathy for AIDS transfusion victims than AIDS drug use victims. Behavioral results were supported by hemodynamic activation in areas associated with pain processing. These findings demonstrate how empathy for pain can be modulated by social cognition.

G132**NATURE VS. TECHNOLOGY: THE MODERATING EFFECT OF IDENTITY WITH INDUSTRIAL SOCIETY ON PRO-ENVIRONMENT BEHAVIORS**

Christopher N. Gamble¹, Janet K. Swim¹;
¹Penn State University – Purpose: There has been a growing dialogue regarding climate change and actions individuals can take to reduce negative human environmental impact. We grouped such behaviors into three categories and examined correlates of these behaviors. Given that technology is a central aspect of human-nature relations in industrial societies, we expected that high identification with industrial society would predict greater endorsement of technology related (but not non-technology related) pro-environment behaviors and that this difference would be greater when perceived environmental threat was more salient. Procedure: Participants completed a survey that included items measuring identification with industrial society and inclination to engage in three categories of pro-environmental behaviors: 1) Technology related lifestyle-changes (e.g., purchase hybrid cars) 2) Non-technology related lifestyle-changes (e.g., walk more) and 3) Structural changes (e.g., making air travel illegal). These items were prefaced with a more salient environmental threat in one study version ("In order to help save the planet, I would be willing to:") than in the other ("It is important to:"). Results: As expected, relative to individuals low in identification with industrial society, individuals high in this identification reported (a) significantly greater inclination to make pro-environment technology related lifestyle-changes but not non-technology related lifestyle-changes and (b) significantly lower inclination to endorse pro-environment structural changes. This pattern was more pronounced when environmental threat was more salient. Conclusion: Our results suggest that identification with industrial society effects inclination to engage in non-technology vs. technology related pro-environment behaviors and that, ironically, this effect increases with an increase in perceived environmental threat.

G133

I FEEL GOOD, AND I WANT IT NOW Alexander M. Guindon¹, Robin Hurlow¹, Jordan B. Peterson¹; ¹University of Toronto – Future discounting, the valuation of lesser immediate rewards over larger but delayed rewards, has been implicated in numerous goal-setting, risk-taking and addictive behaviours. Intuition suggests that depressed individuals, or those high in negative affect would be more likely to choose immediate rewards. However, we have found that extraverted persons and those high in positive affect exhibit higher discounting rates. In this study we investigated the effects of self esteem on future discounting. Participants completed the Rosenberg Self Esteem Scale (RSES) and the Self Liking Self Competence Scale (SLSCS, Tafarodi and Swann, 2000). Prior to completing the second measure, participants in one condition described ten of the worst aspects of their personality or worst things that they had done. In the second condition, participants described ten of the best aspects of their personality or best things that they had done. In a control condition, participants described ten trivial events of the preceding day. Initial levels of self esteem were similar between groups and did not predict future discounting. However, after the introspective intervention there was a significant between group difference in the mean scores of the Self Liking subscale of the SLSCS. This difference was reflected in observed future discounting. Those persons reporting negative events engaged in lower rates of future discounting than those reporting positive events. A Big Five measure confirmed extraversion as a predictor of higher discounting. Robust correlations were found between Big Five traits and the self esteem measures.

G134

INCONGRUENT ATTITUDE SENTENCES ELICIT ERP N400 Jennifer H. Taylor¹, Stephen L. Crites Jr.¹, Guadalupe Corral¹, Andrew J. Mojica¹; ¹University of Texas at El Paso – The present study examines whether the N400 event-related brain potential is influenced by sentences that are evaluatively incongruent with an individual's attitudes. A larger N400 was hypothesized to occur when participants viewed sentences that were incongruent to their attitude. Twenty-seven participants completed two sessions. In the first session, participants' attitudes towards 328 well-known individuals were assessed. Participants returned days later for an ERP session during which we recorded brain responses to two types of sentences – "I like ____" and "I dislike ____". These sentences were made congruent or incongruent with a person's attitude by including a liked or disliked person as the object of the sentence. Participants viewed four types of sentences ("I like congruent", "I like incongruent", "I dislike congruent", "I dislike incongruent") and pressed a response key to indicate whether the sentence correctly or incorrectly described their attitude. Analysis of the N400 average amplitude revealed a significant interaction between descriptor valence (like/dislike) and attitudinal congruency (congruent/incongruent), $F(1, 26) = 5.70, p = .025$. Only the "I like ____" sentences had a significant attitude congruency effect (Mincongruent = 2.82 μV and Mcongruent = 3.58 μV) and not the "I dislike ____" sentences (Mincongruent = 3.14 μV and Mcongruent = 3.04 μV). These findings offer some evidence that the N400 can differentiate between sentences that are congruent versus incongruent with an individual's attitude.

G135

IMPACT OF REGULATORY FOCUS ON STRATEGIC CHOICES IN A NEGOTIATION FOLLOWING FEEDBACK Poonam Arora¹, Steen Sehmert¹, E. Tory Higgins¹; ¹Columbia University – Feedback on a given task influences future strategic choices in a similar task, particularly when the feedback is negative. Recent work highlights regulatory focus as one potential factor that affects strategic choices following feedback pertaining to a loss. In the present study, subjects who varied in the strength of their promotion concerns with accomplishment or their prevention concerns with security participated in two separate 2-party negotiations. They were randomly given success or failure feedback after

the first negotiation, and their resulting changes in strategy were measured. As predicted, participants who were given failure feedback were more likely to change strategies in the second negotiation. Specifically, following failure feedback, prevention-focused individuals were more willing to change from the typically preferred security-concern-based strategies to aspiration-based strategies typical of promotion individuals. They also showed higher anxiety as well as lower levels of confidence and overall satisfaction during the second negotiation. Although promotion focused individuals also self-reported a willingness to change strategies following failure, they were less likely to actually do so during the second negotiation. Success feedback did not result in substantial strategic changes, but did lead to tactical changes such as greater concessions by participants during counter-offers. In addition, promotion focused individuals lowered their aspirations in the second negotiation. Together these findings suggest that feedback from a past negotiation can result in both strategic and tactical changes in a future negotiation, and regulatory focus can impact the specific choices made.

G136

THE "OPENNESS" OF A SOCIETY DETERMINES THE RELATIONSHIP BETWEEN SELF-ESTEEM AND SUBJECTIVE WELL-BEING (2): A SITUATIONAL PRIMING STUDY Masaki Yuki¹, Kosuke Sato¹, Kosuke Takemura¹, Hiroki Horikawa¹, Joanna R. Schug¹; ¹Hokkaido University – Previous studies have shown that the impact of self-esteem on subjective well-being (SWB) is stronger in North America than in East Asia. This difference has been explained typically in terms of cultural differences in self-construals. However, we propose that this difference can be explained more logically in terms of differences in relational mobility (RM), a socio-ecological factor reflecting the amount of opportunities to form new relationships in a given society. Societies high in RM, such as the US, are comprised of open markets of interpersonal relations where people constantly invest effort into finding superior interaction partners with whom to establish relationships. In this competitive marketplace, self-esteem, or one's market value, directly predicts one's success in forming desirable relationships, and is thus strongly associated with SWB. However, in low RM societies such as East Asia, one's success in acquiring desirable interpersonal relationships is affected by one's market value to a lesser extent, as relationships are generally predetermined and stable. This hypothesis was supported by results from two other studies (Sato, Yuki, Takemura, Schug, & Oishi, this conference; Takemura & Yuki, this conference). In the present study, we conducted an experiment to test this hypothesis conceptually, using a situational priming to manipulate perceptions of RM. As predicted, a correlation between self-esteem and SWB was stronger in the high RM prime condition, where participants were asked to recall trying to establish new relationships with strangers, whereas it was weaker in the low RM prime condition, where participants recalled talking with their family.

G137

REJECTION SENSITIVITY AND EMOTION CO-REGULATION IN ROMANTIC COUPLES Sean Lane¹, Geraldine Downey¹, Niall Bolger¹; ¹Columbia University – Individuals exhibit reliable cycles of emotion regulation over time (Chow, Ram, Boker, Fujita, & Clore, 2005). In addition, when individuals are involved in intimate relationships their own cycles are coupled with those of their partners' (Boker & Laurenceau, 2006). This means one partner's level and change in emotions affects the rate of change of emotions in the other partner. The current study extends the work of Downey et al. (1998) and predicts that romantic partners will show a coupled regulation of relationship anxiety, but that the coupling will be moderated by female partner's rejection sensitivity, which is the tendency to anxiously expect, readily perceive, and overreact to rejection. Our sample consists of five weeks of daily diaries from 23 cohabiting couples. Each member provides daily reports

of anxiety about the relationship. We used the differential equations approach of Boker and Laurenceau (2006) to model each partners' anxiety and the relation between partner anxiety and RS. An overall coupled regulation of relationship anxiety was confirmed, such that elevation of relationship anxiety in female partners was associated with a more rapid return to an average anxiety level in males. We also found that there was weaker regulation among couples containing a high RS female. No such moderation was found for male partners. This suggests that anxious emotions may be less regulated within couples with a high RS female. Implications for different pairings of rejection sensitive partners are discussed in terms of possible long term effects on cycles of emotion regulation.

G138

GOOD THINGS WILL COME TO ME: DIMENSIONS OF NARCISSISM PREDICT UNREALISTIC OPTIMISM AND DECREASED ALTRUISM

Karolyn Budzek¹, Ryan Brown¹; ¹University of Oklahoma – Individuals high in non-clinical narcissism strive for self-enhancement at the expense of interpersonal relationships. In the current study, self-reported grandiosity and entitlement are used to capture these two dimensions of narcissistic outcomes. Unrealistic optimism about future events, a self-bolstering construct, should be positively related to grandiosity, and unrelated to entitlement. Altruistic helping behavior, a communal, interpersonal construct, should be negatively related to entitlement, and unrelated to grandiosity. Undergraduate participants (N = 105) completed measures of grandiosity and entitlement online. In a separate individual session, participants completed a measure of unrealistic optimism for positive and negative events, followed by a filler task. As a behavioral measure of altruism, participants were told that the experiment had ended (40 minutes early), and were asked to assist the experimenter by completing up to six 10-minute packets. As expected, grandiosity was a significant predictor of optimism, and entitlement was unrelated to optimism. Interestingly, the relationship between grandiosity and optimism was driven solely by optimism for positive events. Also as expected, no relationship was found between grandiosity and altruism, and a negative trend existed between entitlement and altruism. This relationship failed to reach significance, however, when gender and grandiosity were included as predictors. This study replicates previous findings suggesting a relationship between optimism and narcissism, using different measures to capture both constructs. Future directions include identifying behavioral outcomes other than altruistic helping behavior that can be predicted by narcissistic entitlement. The current research provides some supporting evidence for a two-dimensional view of non-clinical narcissism.

G139

FRIENDCULTURE: PREDICTORS OF DIVERSITY IN THE SOCIAL NETWORKS OF COLLEGE STUDENTS

J. Patrick Seder¹, Shigehiro Oishi¹; ¹University of Virginia – Much research within social psychology has explored the conditions under which college students form and maintain friendships. The current research explores the degree to which students are likely to become friends with those of different races and cultures. How diverse are the friend networks of college students? How likely is the diversity to change over the course of students' college career? To what degree is the diversity of students' college friend network related to the diversity of their high school social environments? Social networking websites (e.g., Facebook) provide a novel and data-rich way to investigate such questions. In the current study, we analyzed the friend networks of 48 Caucasian University of Virginia students (22 male) at the end of their first semester (Time 1) and second year (Time 2) at college. Participants also completed a series of self-report measures at the beginning and end of their first semester. Results indicate that the diversity of friends in the college network at Time 1 is predicted by the diversity of participants' high school social network. The strongest predictor of the change in the college network between Time 1 and Time

2, however, is the diversity of the college network at Time 1. We also discuss how participants' social experiences, relationship status, political affiliation, subjective well-being, and mobility history relate to diversity in their social networks.

G140

CHINESE AND AMERICAN STUDENTS' REACTIONS TO SOCIAL IDENTITY THREATS

Jennifer Prewitt-Freilino¹; ¹Rhode Island School of Design – In the current study, we investigated American and Chinese students' reactions to social identity threats. Because research on cross-cultural differences in construal of the self demonstrates that Eastern and Western cultures differ in their general level of individualism and collectivism, we anticipated that Chinese and American students may react differently to favorable versus unfavorable group-relevant information. Through the use of historical narratives about the Korean War, we had students read a fictional history textbook that portrayed the Korean War as either a victory or a tragedy for either the in-group or out-group and assessed their emotional reaction, as well as their feelings of national self-esteem. The current findings suggest that overall, Chinese students had stronger emotional reactions to the historical narratives, reacting with greater anxiety and aversion following narratives that lead to unfavorable social comparisons. Moreover, Chinese and American students reported divergent levels of national self-esteem after reading a narrative that depicted the Korean War as a tragedy for the in-group. While Chinese expressed less private national esteem, Americans reported greater private national self-esteem (perhaps suggesting a "rally around the flag" effect). However, this in-group tragic account did little to either group's public national self-esteem. Results are discussed in reference to the intersection of social identity and cross-cultural research.

G141

STUDENTS' ATTITUDES ABOUT HEALTH POLICIES AT SCHOOL: THE ROLE OF GENDER

Sarah Novak¹, Michelle Choi², Marlene Schwartz³; ¹Hofstra University, ²New York University, ³Yale University – Childhood obesity is a growing problem and schools are increasingly targeted as domains for policy changes. Students' attitudes about food and physical activity regulations are rarely considered, though students' opposition to policies may decrease their impact. We surveyed 172 high school students about their support for these policies, eating and exercise habits, weight loss experiences, as well as communion, agency, and rebelliousness. An experimental manipulation required some participants to read about a similar school in which peers rallied to create a healthier environment, a school in which administrators created a healthier environment, or neither. The results showed that girls were generally more supportive of food regulations and boys were more supportive of physical activity policies. The peer influence manipulation significantly increased boys' support for food regulations, but the authority influence manipulation significantly decreased boys' support for physical activity policies. Girls' attitudes were unaffected by either manipulation. Mediation analyses suggested that girls tended to be more supportive of food policies because they were higher in communion and because they were more likely to have healthy eating habits already. Gender alone was the best predictor of support for physical activity regulations. Educators and policy makers could utilize this information to encourage students, especially boys, to be more supportive of school health policies.

G142

BAD TO THE BONE? CONCEPTUALIZATIONS AND MEASUREMENT OF "BAD BEHAVIOUR" IN RELATIONSHIPS.

Kelley J. Robinson¹, Jessica J. Cameron¹; ¹University of Manitoba – Although relationship partners should serve as pillars of support, partners do not always respond to each other with the most positive behaviours. In fact, in times of conflict or relationship doubt, partners can engage in "bad behaviours." Most relationship scales assessing negative interpersonal

behaviour only narrowly address behaviour in response to conflict. We created the Bad Behaviour Scale (BBS) to more broadly tap different types of negative interpersonal behaviour (angry, distancing, derogating, demanding, clingy) in response to different relationship stressors (e.g., other acting distant) across relationship types (romantic, family, and friendship). Results revealed good reliability for the BBS overall ($r = .87$) and when divided into subscales. To explore the factor structure of the BBS and to determine the most appropriate conceptualization of bad behaviour we contrasted 3 plausible models. The first conceptualized bad behaviour as a single, global trait comprising a variety of bad behaviour types across relationship contexts. The second divided bad behaviour into specific subtype traits. The third model suggested that bad behaviour could be target specific and socially determined by different relationship types. We contrasted model fit using structural equation modeling. Although all conceptualizations fit exceptionally well, tests of validity suggested that the BBS should be conceptualized and scored according to relationship type, suggesting that although some people are simply "bad" in all their relationships, people do differentiate their bad behaviour across relationship types. Also, while the BBS correlated with self-ratings of interpersonal traits, the BBS showed superior prediction of relationship satisfaction. Implications will be discussed.

G143

FALLING IN LOVE DEFINITIONS ARE MORE THAN JUST ROMANCE *Irina Tartakovsky¹, Suzanne Riela¹, Arthur Aron¹*; ¹*State University of New York at Stony Brook* – Love has been defined in terms of six distinct styles (agape, eros, ludus, mania, pragma, and storge; Hendrick & Hendrick, 1986), and as a triage of passion, intimacy, and commitment (Aron & Westbay, 1996; Sternberg, 1986). One aspect of love, falling in love, has been heretofore described as the onset of romantic love (Hatfield & Rapson, 1996), which is similar to eros or the combination of passion and intimacy. But is this conceptualization of falling in love adequate? In the current study, 447 undergraduate students from the United States and China answered the open-ended question "What does falling in love mean to you?" Their definitions were content-analyzed for number of ideas (as a control variable), the six love styles, and the triangular constructs. There was an overall difference among the six love styles, such that the majority of ideas contained in the definitions were coded as pragma or eros love styles. Moreover, two-way ANOVAs revealed significant culture differences for pragma, mania, and agape, as well as gender x culture interactions for ludus and storge. Regarding the triangular constructs, no significant difference was found in terms of their general representation in the definitions, but there was a culture difference in intimacy. These findings suggest that falling in love has components other than romance and seems to differ by gender and culture. Thus, falling in love may need to be re-conceptualized. Limitations of the study and implications for close relationships are discussed.

G144

COGNITIVE DISSONANCE EXPLAINS THE OVERJUSTIFICATION EFFECT *Paul Bussi¹, Ian Handley¹*; ¹*Montana State University* – Research demonstrates that when individuals are rewarded for doing something they already enjoy they are less likely to engage in that activity when subsequently given the opportunity without the reward. This phenomenon is known as the overjustification effect. Much of the psychological literature explains this effect as resulting from individuals' post-reward perception of themselves as engaging in the activity because of the reward rather than liking for the activity. Currently, we suggest that the overjustification effect may alternatively result from cognitive dissonance processes. More specifically, individuals may experience negative arousal from accepting a reward for engaging in an enjoyable activity. Efforts to reduce this arousal lead individuals to like the previously enjoyable activity less; thus resolving dissonance and enhancing attitude-behavior consistency. In the reported experiment,

participants were offered a reward if they would perform an enjoyable task (e.g. play games and view optical illusions). We provided half of the participants the opportunity to misattribute potential negative arousal to alternative stimuli instead of to receipt of a reward, thus minimizing their need to change their attitude about the enjoyable task. Finally, participants were given another opportunity to engage in a similar task at the end of the experiment. As predicted, participants who could misattribute potential negative arousal were significantly more likely to engage in a second optional task than those who had no such opportunity. This result supports a cognitive dissonance explanation for the overjustification effect.

G145

QUICKLY NOTICING EVERYTHING: SENSORY PROCESSING SENSITIVITY MODERATES BRAIN ACTIVATION WHEN JUDGING VISUAL DIFFERENCES *Jadzia Jagiellowicz¹, Xiaomeng Xu¹, Arthur Aron¹, Elaine Aron¹, G. Cao², T. Feng², Xuchu Weng²*; ¹*Stony Brook University*, ²*Chinese Academy of Sciences* – Sensory processing sensitivity (SPS) is an individual difference in personality, hypothesized to be genetically based, characterized by discriminating or reflective processing (Aron & Aron, 1997). Individuals high on the trait are more sensitive to environmental stimuli, more arousable, and notice subtle differences in their environment more so than those low on the trait. This research tested whether detection of subtlety would be apparent in neural activity differences as measured by functional magnetic resonance imaging during relevant tasks. We tested 16 participants who varied in their scores on the Highly Sensitive Person Scale, a standard measure of SPS. While in the scanner, participants performed a visual one-back task, rating a series of landscape scenes for similarity or difference from the previous scene. Blocks of stimuli having either gross or subtle differences were presented either slowly (2 seconds) or quickly (1.21 seconds). Six blocks of each type were presented randomly. Consistent with expectations, preliminary analyses suggest that highly sensitive subjects, compared to those low in SPS, showed more activation in areas related to secondary visual processing and integration during quickly presented tasks and during subtle variations. Significant correlations ($p \leq .001$) were found in regions known to be related to spatial learning, visual spatial attention, visual processing, and visual-motor association, as well as areas related to integration of information underlying perception, cognition, and action. Results are discussed in relation to existing behavioral SPS findings and with regard to the general potential of neural imaging to advance personality psychology.

G146

HOW IMPORTANT IS SELF-CONTROL FOR ADOLESCENT FUNCTIONING? *Maria Ramirez¹, Jennifer Knack¹, Haylie Gomez¹, Lauri Jensen-Campbell¹*; ¹*UT Arlington* – The failure of self-regulation has been implicated in many psychosocial problems, such as alcohol abuse, smoking, addictions, and behavioral and emotional problems. Poor self-control has even been described as the "social pathology of our time" (Baumeister, et al., 1994, p. 3). Most research has focused on young children or adults. For example, emotional regulation after infancy has been rarely studied, but is important for understanding adolescents' social functioning (but see, Eisenberg et al., 1995). Self-control capacities can include stopping an ongoing response, inhibition of an initial dominant response, and interference control (Barkley, 1997). As such, self-control was assessed by standard measures that assess these processes, namely the WCST, Stroop, and Go/No-Go. A total of 114 adolescents (boys = 63) between the ages of 10-13 ($M = 11.27$; $SD = .67$) completed self-control measures while EEG/ERP was collected. The parent completed measures of social competence, interpersonal relationships, and adjustment on their adolescent. The adolescent completed similar measures. Schools provided grades and standardized test scores. Both the WCST and Stroop predicted academic performance (e.g., actual grades and standardized scores). Stroop was also negatively

associated with school absences. Both WCST and Stroop predicted social problems, thought problems, and attention problems. WCST also predicted aggressive problems. Conversely, the WCST and Stroop were positively associated with social and scholastic competencies. More interestingly, children who exhibited better self-control (Stroop) were less likely to be peer victimized and were more likely to receive social support from peers. Additional analyses will focus on the Go/No-Go and psychophysiological data.

G147**HOW DOES NEGATIVE FEEDBACK THREATEN THE RECIPIENT'S FACE?: A COMPARISON OF EAST ASIAN CULTURES** Eri Shigemasa¹, ¹*Yamanashi Gakuin University*

– This study examines how negative feedback on a recipient's attitudes or behaviors threatens the recipient's "face" in Chinese, Korean, and Japanese cultures. Previous research has examined the effects of culture on facework/face-concern. It is unclear, however, how culture affects the degree of threat caused by face-threatening acts. Although Chinese, Koreans, and Japanese are often treated as culturally homogeneous, they are compared because research has often pointed out communication problems between East Asian international students in Japan and Japanese hosts. The Japanese style of refraining from expressing negative messages is often criticized (Tanaka, 2000), although Asians, as a group, are assumed to avoid negative interactions and to prefer silence (Kim, 2002). A total of 262 Chinese, Korean, and Japanese graduate students in Japan were asked to think of one same-sex friend. They were asked to rate, on a scale measuring threat to face (Cupach & Carson, 2002), the effect of receiving negative feedback on their tardiness from this friend. Results show that: 1) Chinese and Koreans felt more threatened by the friend's attitude toward them (item example: "disrespectful"), 2) Koreans and Japanese felt more threats to face that strongly reflects an interpersonal component ("made me look bad in the eyes of others"), and 3) Koreans felt the strongest threats to their desire for autonomy ("constrained my choices"). These cultural differences are explained by differences in the quality of relationships and cultural values. These findings imply the need to be concerned about cultural differences in intercultural communication among East Asians.

G148**MORTALITY SALIENCE AND OUT-GROUP DEROGATION: THE QUESTIONABLE ROLE OF DEATH IN I-D ORIENTATED MODERATION AND AFFECTIVE MEDIATION** Greg Turek¹, Katherine Carpenter², Ann Renken³, ¹*Capella University*, ²*University of Georgia*, ³*University of Southern California*

– The present study investigated why reminders of one's own mortality lead to out-group derogation. Participants took a pill described to have no side effects or possible anxiety or uncertainty side effects before completing questionnaires that measured an uncertainty compensation trait called I-D orientation, made mortality or food salient, measured uncertainty and affect, and measured liking of two people. Results showed that creating a potential for anxiety, death-related or otherwise, caused out-group derogation, and that this effect was fully moderated by I-D orientation and fully mediated by unpleasant deactivation, suggesting that creating a potential for any type of anxiety causes people who do not typically compensate much for uncertainty in their lives to feel depressed and consequently become more derogatory toward out-group members. Issues concerning the validity and parsimony of terror management theory are addressed along with the new insight the present findings may provide into perplexing issues in the literature.

G149**EFFECTS OF ATTITUDE TOWARD EMOTION EXPRESSION ON ANGER REGULATION STYLE** Takuya Yoshida¹, Jiro Takai¹, ¹*The Graduate School of Education and Human Development, Nagoya University*

– Among various kinds of emotions, regulation of "anger" would have most impact on interpersonal relationships, as both expression and

suppression of anger would have negative effect. Anger expression could deteriorate interpersonal relationships while suppression would decrease mental health. Based on these perspectives, ways of expression is recently paid attention and revealed empirically that expression with target concern has positive effect on relationship quality especially in close relationships, while emotional expression shows negative effect. To consider the effective process of anger regulation, it is necessary to further investigate determinant factors of such concerned anger expression. In this study, we focused on attitudinal factors as to emotion expression. To examine the relationships amongst attitudinal factors, anger regulation styles, and relationship quality, a survey was conducted on Japanese university students. 89 romantic couples and 133 female pairs of close friends were collected. Results confirmed previous findings that concerned anger expression had positive effect on relationship evaluation both in romantic partners and close friends. Particularly in romantic couples, concerned expression was positively related to partner's evaluation of their relationships. As to attitudinal factors, negative attitude toward emotion expression promoted suppression and reappraisal in romantic partners and restrained concerned expression in close friends. Another attitudinal factor, expectation of other's emotion expression, also promoted one's concerned expression in romantic partners. Contrary to prediction, however, these attitudinal factors had no effect on partner's use of anger regulation tactics. Need to focus on communication styles that how one conveys their attitude toward emotion expression was discussed.

G150**EXPLICIT AND IMPLICIT SOCIAL ORIENTATIONS: INDEPENDENCE AND INTERDEPENDENCE IN JAPAN AND THE U.S.** Yukiko Uchida¹, Jiyoung Park², Shinobu Kitayama², ¹*Koshien University*, ²*University of Michigan*

– Practices and public meanings of culture are often tacit and cognitively invisible and, yet, they powerfully influence psychological tendencies of people engaging in the culture. Given pervasive differences in practices and meanings, North Americans should be more independent or less interdependent than Japanese in mainland Japan. To capture this cultural influence, however, equally implicit measures of the psychological tendencies of independence and interdependence may be called for. We therefore used two implicit measures of independence and interdependence (a newly developed version of Implicit Association Test and a modified 20 Statement Test) and compared them with measures of explicit attitudes toward social relationship. As predicted, an implicit negative association for a concept of "social" (as opposed to "personal") was significantly stronger and, moreover, the personal (rather than social) aspect of the self was significantly more salient, for Americans than for mainland Japanese. Importantly, another group of Japanese residing in a northern island of Japan (Hokkaido) fell between the American and the mainland Japanese groups. In addition, when explicitly asked to report attitudes toward social relationships, Americans expressed more positive attitudes than did either group of Japanese. Implications for theories of culture and self are discussed.

G151**MORTALITY SALIENCE AND SMOKERS' REACTIONS TO ANTI-SMOKING MESSAGES** Matthew M. Monin¹, ¹*University of Pittsburgh*

– Prior research on Terror Management Theory has shown that mortality salience leads to increased instances of negative health behaviors (such as tanning) when those behaviors are important to the individual's self-identity. In the present study it was predicted that interest in engaging in negative health behaviors associated with self-identity (in this case, smoking) would be reduced if mortality salience was coupled with messages that made those behaviors appear threatening to the individual's self-image. To test this hypothesis 125 smokers participated in one of four conditions of a 2 x 2 factorial design in which the type of threatening message received (image-related or health-related) and

whether or not they received a mortality salience induction were manipulated. Intentions to quit smoking were measured by self-report questionnaire. Consistent with the hypothesis, it was found that intentions to quit smoking were associated with mortality salience when coupled with self-image related threat such that participants that were reminded of their own mortality reported high quitting intentions more often than participants in the control condition. No such association was found for participants who received a health threat. Limitations and implications of these results are discussed.

G152

STABILITY OF SELF AND PERSUASION IN ADOLESCENTS *Justin Hackett¹, Jason Siegel¹, William Crano¹, Eusebio Alvaro¹; ¹Claremont Graduate University* – This research expands the work on stability of self into the realm of interpersonal relationships, social processing, and susceptibility to persuasive messages. Participants, 893 6th (n = 312) and 7th (n = 581) grade students, were randomly assigned to watch a 5 minute bullying video, in which was embedded a 1 minute anti-inhalant message. The message focused on either the physical harms or the social harms of inhalant use. The viability of a model in which stability of self moderates one's motivation to attend to a persuasive message was tested. Study 1 explored how stability of self is related to peer-connectedness, parental monitoring, and socio-personal sensitivity. The variables were significantly correlated with stability of self (p < .01) and when entered as a block in a linear regression significantly predicted stability of self (p < .05). A median split on the construct produced two groups: adolescents with a high (n = 473) and low (n = 420) stability of self. Using a univariate ANOVA, study 2 indicated there was a main effect for stability of self (F = 5.507, p < .05) and a significant interaction for the ads and stability of self (F = 5.792, p < .05). The results indicate that those low in stability of self were more influenced and persuaded by the social ad than the physical ad. Individuals with low stability of self have weak attitudes toward the self and their susceptibility to persuasion is increased when the message is relevant to their self identity.

G153

TETHERED BY TENSE: RETROSPECTION IS MORE CONSTRAINED THAN PROSPECTION *Joanne Kane¹, Leaf Van Boven², A. Peter McGray¹; ¹University of Colorado, Boulder, ²Cornell University* – Thoughts about the past tense are more constrained by reality than thoughts about the future. Temporally asymmetric constraints on thinking cause thoughts about the past and future to both feel different and be different. To the degree that there exist psychological asymmetries in looking backward and forward, extant theories of psychological distance are descriptively incomplete and in need of re-examination and revision. Experiments 1 and 2 tested the hypothesis that thinking about a past event would feel different than thinking about the same event in the future. In Experiment 1, we hypothesized that thinking about past events would feel more difficult than thinking about future events because thoughts about past events are more prone to reality-checks. As predicted, participants reported that it felt more difficult to think about a past event than to think about a future event. In Experiment 2 participants self-reported how much they relied on imagination versus memory when thinking about a past or future event. Results indicated that although thinking in both the future and past tense feels somewhat constrained by memory, thinking in the future tense feels more imaginative and creative. In Experiments 3 and 4 we predicted that mental simulations of past events would be less similar and less prototypical than mental simulations of future events since past events contain greater contextual detail. As predicted, participants who wrote descriptions of past events judged them to be less similar to each other and less prototypical than participants who wrote descriptions of future events.

G154

THE PREDICTIVE POWER OF TRAITS FOR EVERYDAY BEHAVIOR: AN EXPERIENCE SAMPLING STUDY *Patrick Gallagher¹, William Fleeson²; ¹Duke University, ²Wake Forest University* – Personality trait questionnaires are used extensively to describe individuals and to predict life outcomes. However, the central question of whether traits predict actual behavior remains unanswered. A recent meta-analysis (Fleeson & Gallagher, in preparation) has provided the first direct evidence that trait questionnaires do in fact predict actual behavior, at a level of r = .38 to .61 for the Big-Five traits. The purpose of the present study was to investigate whether asking participants to describe constricted time periods on trait questionnaires (instead of describing themselves in general) would result in even higher predictive power. 36 participants were asked to describe their behavior over the previous week using a standard, 25-item Big-Five questionnaire. Then, using the concept of "personality states," wherein participants described how much their present behavior expressed each of the Big Five traits, participants reported on their behavior several times per day for 7 days. These multiple reports created unique density distributions of behavior for each individual. The correlation between questionnaire trait scores and the means of the density distributions of that trait was .19 (ns) for Extraversion, .61 for Agreeableness, .73 for Conscientiousness, .61 for Emotional Stability, and .44 for Intellect (all 4 p's < .01). Correlations between questionnaire scores and the medians, modes, and maximums of density distributions ranged from .42 to .68. With the possible exception of extraversion, these high correlations suggest that personality traits may be among the strongest predictors of social behavior, in contrast to a broadly held view that traits do not predict behavior.

G155

ROOMMATE RELATIONSHIP DEVELOPMENT AND THE RELATIONAL SELF-CONSTRUAL *Pamela Bacon¹, Zachary Schmitt¹; ¹College of St. Benedict, St. John's University* – Individuals with highly relational self-construals define the self in terms of close relationships and are motivated to maintain those relationships. Does the self-concept impact the development of a relationship between two people who are forced to interact with each other on a daily basis? This longitudinal study examined the impact of the relational self-construal on the development of relationships among college roommate pairs. In the fall semester, 98 first year college roommate pairs completed a detailed survey about their roommate relationship. At the end of the spring semester, 72% of the participants completed a follow-up survey. The results demonstrated that high relationals were more likely than low relationals to expect to develop a friendship with their roommate and to believe that it is important for roommates to share values and interests. High relationals tended to be more concerned than low relationals about maintaining harmony in the roommate relationship. Finally, roommates with highly dissimilar relational self-construal scores tended to have more conflict and liked each other less than roommates with similar scores. These results suggest that the self-concept influences not only how individuals think about themselves, but also how they form relationships.

G156

THE EFFECTS OF OBSERVATION TYPE AND GOAL COMPLETION STATUS ON GOAL CONTAGION AND VICARIOUS GOAL SATISFACTION *Kathleen Mc Culloch¹, Kelly Bodurtha¹, Jessica Marshall¹, Dolores Albarracín¹; ¹University of Florida* – Recent research has shown that goals can be "caught" and can have subsequent effects on goal-directed behavior (Aarts, Gollwitzer, & Hassin, 2004). First, we investigated whether the type of observation, direct or indirect, affected goal contagion. Next, we asked if motor representations can be activated by mere observation of others (Nelissen et al., 2005), can goals not only be caught, but also satisfied by observation. In Study 1, participants were told that they would be engaging in a drinking task. Then, participants

either directly observed a confederate drinking a fake alcohol substance or sat in a room alone. We found that those who observed someone drinking, later drank significantly more than those not exposed to someone. In Study 2, we explored the effects of indirect observation on goal contagion. Participants were either exposed to a video of human hands doing an anagram task embedded in a primary object detection task or were simply given the object detection task. We found that indirect observation of the hands led to higher accuracy on a subsequent anagram task, suggesting goal contagion. Further results showed that participants who observed the hands complete vs. not complete the anagram task strived less on the anagram task. Subsequently, we asked whether less striving signified that the goal was deactivated or satisfied. Response times to achievement words vs. fillers were significantly longer when participants observed the hands completing vs. not completing the task, suggesting that less striving may be linked to goal deactivation or vicarious goal satisfaction.

G157

CROSS-CULTURAL SIMILARITIES AND DIFFERENCES IN THE JUDGMENT AND MEANING OF FACIAL EXPRESSIONS *Ashleigh Haire¹, Batja Mesquita², Michelle Yik³, Caroline Cragwall¹; ¹Wake Forest University, ²University of Leuven, ³Hong Kong University of Science and Technology*—Cross-cultural research on facial expressions has formed the foundation for claims of universal emotions. While facial expressions are reliably recognized across cultures, they have markedly different meanings in Western and East Asian contexts. Whereas individuals from Western cultures tend to adopt an analytic cognitive style in decision-making, experiencing the world as linear and categorical, individuals from East Asian cultures tend to adopt a dialectical cognitive style, experiencing the world as dynamic and integrated (Peng & Nisbett, 1999). In the present study, we examined the role of culture in individuals' judgments of facial expressions. Specifically, we predicted that culture would produce differences in judgments of changing facial expressions, differences in confidence levels associated with that judgment, and differences in the relationship between perceived positive and negative emotions in a face. Thirty Americans and 30 Chinese participants viewed facial expressions morphing from happy to angry or angry to happy. Results indicated that participants from both cultures stopped the morph at the same frame ($\beta = -.004$, $p = .999$), and expressed equal levels of confidence in this decision ($\beta = -1.52$, $p = .28$). However, cross-cultural differences in perception of emotions in the stopped morph were obtained. For Americans, there was a stronger negative relationship between positive and negative emotions ($\beta = -1.18$) than for Chinese ($\beta = -.58$), $p < .001$, indicating a more dialectical assessment of the facial expression for the Chinese participants. Thus, we find evidence of cultural similarities in judging the characteristics of a facial expression and cultural differences in the judgment of meaning of facial expressions.

G158

CORRESPONDENCE BETWEEN IMPLICIT AND EXPLICIT MEASURES OF STEREOTYPING AND EVALUATION *Kyle Ratner¹, David Amodio¹; ¹New York University*—Current models of implicit race bias largely assume that semantically-driven stereotypes and affectively-driven evaluations arise from the same underlying associative system. A large body of research from the neuroscience literature on memory, however, suggests that semantic and affective processes are supported by separate mechanisms. Consistent with this neuroscience evidence, recent research from our laboratory has demonstrated that implicit stereotypes and implicit evaluations are dissociable and predict different aspects of race-biased behavior. The current study extends this line of research by investigating the correspondence among implicit measures of stereotyping and evaluation with explicit measures of racial attitudes and stereotypic knowledge. We hypothesized that given evidence for separate neural systems for semantic and affective processes, implicit evaluations would be more closely linked to explicit measures of racial

attitudes and implicit stereotyping would be more closely linked to self-reported stereotypic knowledge. To test this hypothesis, participants completed separate Implicit Association Tests (IATs) assessing implicit evaluative and stereotyping associations with Black (vs. White) people. Participants also completed self-report measures of attitudes toward Black people and knowledge (but not endorsement) of common African American stereotypes. A series of simultaneous regression analyses revealed that the evaluative IAT scores uniquely predicted participants' attitude towards Blacks people, whereas stereotyping IAT scores predicted self-reported knowledge of stereotypes. These results suggest that stronger implicit-explicit associations may be revealed when underlying distinctions between affective and semantic components of bias are taken into account.

G159

CULTURAL DIFFERENCES IN FACTUAL AND EMOTIONAL SELF-DISCLOSURE AND IMPLICATIONS FOR FELT UNDERSTANDING *Felicity Miao¹, Shigehiro Oishi¹; ¹University of Virginia*—Research on felt understanding between partners emphasize two components: factual self-disclosure and emotional self-disclosure. Furthermore, previous research suggests that there is diversity in how individuals of different cultures perceive the importance of self-concepts and how they want to feel. European Americans prefer to reveal information pertaining to the personal self (e.g., personality, skills), while East Asians prefer to reveal information pertaining to the collective self (e.g., group memberships) (Oishi, Miao, & Krochik, 2007). European Americans also prefer to reveal information pertaining to high arousal positive emotions (e.g., excitement, enthusiasm), while East Asians prefer to reveal information pertaining to low arousal positive emotions (e.g., calm, relaxation) (Tsai, Knutson, & Fung, 2006). In the present work, we conducted two studies to test our prediction that feelings of being understood are higher when culture-appropriate self-disclosures include both the factual and emotional types than either alone. In Study 1, European American and East Asian American participants self-reported the amount of factual and emotional self-disclosures with close friends. As predicted, the combination of factual and emotional culture-appropriate self-disclosures were more effective for being understood than each individually. In Study 2, we tested our hypothesis in a laboratory setting, by manipulating the types of factual and emotional self-disclosures that participants could express. Again, as predicted, the combination of both types of culture-appropriate self-disclosures were more effective for being understood than each individually. Together, these studies suggest that felt understanding between partners takes different forms in different cultural contexts.

G160

EFFECT OF DIFFERENT FORMS OF PERSPECTIVE TAKING ON EMOTIONAL AND ATTITUDINAL REACTIONS TO A MEMBER OF A STIGMATIZED GROUP *Nadia Ahmad¹; ¹Evolve24*—There is increasing support for the idea that perspective taking increases empathic emotions for members of stigmatized outgroups. The primary goal of this research was to compare the influence of distinct forms of perspective taking on emotional reactions towards a target member of a stigmatized group, and on subsequent attitudes towards that target group. It was predicted that participants who imagined the subjective experience of the target (imagine-other perspective) would report higher levels of empathic (other-oriented) emotion than would participants imagining themselves in the target's situation (imagine-self perspective). A secondary goal was to test the effect of varying the focus of stimulus materials on either the target's need or on justice concerns. This experiment employed a 3 (imagine-self vs. imagine-other vs. objective perspective) by 2 (need salient vs. justice salient) design in which young adult participants read a written account of older adult's negative situation. Results were qualified by participant gender, with women expressing relatively high levels of empathic concern and positive

attitudes towards older adults across condition. Among male participants, the effect of perspective taking on empathic concern was qualified by whether the article was need- or justice-focused. In addition, perspective taking instructions only improved men's attitudes towards older adults when the article made need salient.

G161

LYING TO YOUR PARTNER: ACCEPTABILITY BASED ON RELATIONSHIP PHASE, MOTIVE, AND SEX DYAD *Marcie McDaniel¹, Theodore Joseph¹, Stephen F. Austin State University* – The current study investigated the acceptability of lying based on different phases in relationships (attraction, building, continuation), motivation for lying (altruistic, self-serving), and sex dyad (same, different). Twelve scripted vignettes, the Acceptability Questionnaire (DV), Manipulation Check Questionnaire, the Relationship Belief Scale (RBS), and Personal Experience Questionnaire were used. One hundred and ninety individuals (47 male, 142 female, one unidentified) participated by rating acceptability of a lie told in two separate, hypothetical vignettes. Participants' ratings revealed that it was most acceptable for an altruistic lie to be told by a deceiver of the opposite sex in the attraction phase of a relationship. In addition, male participants were more accepting of lies told by male deceivers whereas female participants showed no difference in their acceptability of lies told by male or female deceivers. Overall, altruistic lies were more acceptable than self-serving lies. Implications for counseling romantic partners as well as directions for future research involving Levinger's (1980) relationship development model are discussed.

G162

GROUP-BASED VICTIM CONSCIOUSNESS – DEVELOPMENT OF A MEASURE *Johanna Vollhardt¹, University of Massachusetts, Amherst* – This study presents data from the development and validation of a measure to assess group-based victim consciousness. Victim consciousness (VC) is defined as the individual representation and subjective interpretation of ethnopolitical violence experienced by an individual's social group. This includes both salience and importance of these events, as well as the specific meaning they take on. The measure is based on the assumption that individual members of groups that have experienced group-based victimization will differ in the extent to which this aspect of their group's history is central and salient. When their group's history is salient, its interpretation is assumed to differ qualitatively. Specifically, it is expected that some will be focused on what happened to their group (group-specific victim consciousness), whereas others will interpret the events systemically (general/systemic victim consciousness) and perceive similarities with other groups' fate. These different orientations are hypothesized to predict different intergroup orientations (revenge-oriented versus prosocial). The study tested items that were developed to measure this construct. Based on a sample of 161 undergraduate students, a confirmatory factor analysis revealed general support for the proposed dimensions of victim consciousness. The item analysis yielded a more concise number of items with good properties. The study also tested the strength of associations between victim consciousness and ethnic identity, behavioral orientations towards outgroups, contact with outgroup members, and the intensity of personally experienced intergroup violence among self and family members. Overall, empirical support for the validity and value of this measure is provided.

G163

SCHADENFREUDE CONFLATES COMPETITION AND MORALITY WHILE UNNECESSARILY IGNORING FIRST-PERSON CAUSED EVENTS *Bryan Koenig¹, Victor Johnston¹, Leisha Colyn², Timothy Ketelaar¹, New Mexico State University, Bowling Green State University* – Researchers define schadenfreude as the emotion of enjoying another's misfortune or suffering, but only if you did not cause the

misfortune or suffering (e.g., Leach, Spears, Branscombe, & Doosje, 2003). Two problems with this definition are that it conflates disparate psychological processes, e.g., competition and morality, and unnecessarily ignores events caused by the pleasure-experiencer. We suggest a functional, evolution-based alternative to understanding interpersonal feelings. For example, punishment psychology should be activated selectively by norm violations, and justified punishment should result in pleasure at the suffering regardless of who causes the punishment. In an online study, 168 participants provided autobiographical stories of when they enjoyed another's suffering and answered additional questions theoretically related to punishment psychology. Results confirmed that (a) punishment psychology was activated selectively after a norm violation, and (b) who caused the suffering did not affect pleasure at the suffering or whether or not punishment psychology was activated.

G164

ATTRACTIVENESS IN LATE POSITIVE COMPONENTS (P300) *Hendrik de Heer¹, Andrew Mojica², Stephen Crites¹, White Katherine¹, University of Texas at El Paso, University of Arizona* – Aims: Assessment of P300 amplitude in reaction to pre-rated pictures of attractive, neutral and unattractive males and females, while performing a "male/ female" categorization task. Methods: 900 images of Caucasian males and females were pre-rated on a 7 point Likert type scale of attractiveness (-3 to 3). The 10% most extremely rated pictures were categorized as Unattractive or Attractive. The 25% most Neutral pictures in pre-rating were adapted as neutral stimuli. Two contexts were used: either a 'male neutral picture' or a 'female neutral picture' context. In series of 80 pictures presented, 60 were 'neutral males or neutral females' (the context gender) and 4 were Unattractive males, Attractive males, Unattractive females, Attractive females and the complementary neutral category. Event Related Potentials were recorded in a sample of female (n=14) and male (n=10) college students. Results: Data was analyzed using General Linear Model with electrode site, consistency (if context is 'neutral female', unattractive and attractive female pictures are gender consistent), gender of participant and attractiveness included in the analyses. Significantly higher (for attractive) and lower (for unattractive) P300 amplitudes (p<.05) were recorded as compared to neutral pictures. Furthermore, effects may be stronger if the image gender matches participant gender. An attractiveness X consistency interaction was found, where the difference in P300 amplitude was significantly smaller (p<.05) for Unattractive pictures. Discussion: P300 amplitude appears to be sensitive to attractiveness (higher for attractive, lower for unattractive), but may differ depending on whether gender category matches gender of the context.

G165

CULTURAL DIFFERENCES IN DAILY EFFECTS OF RELIGIOUS COPING *Joni Sasaki¹, Heejung Kim¹, University of California, Santa Barbara* – This study examined the impact of culture, religion, and control on well-being. Research suggests that religion may help people to maintain a sense of control in difficult situations (Pargament, 2002) and yet, little is known about how people from different cultures use religion to gain control. Culture impacts people's beliefs about control (Weisz et al., 1984) as European Americans (EAs) use more primary control (i.e., influencing environment), whereas Asian Americans (AAs) use more secondary control (i.e., adjustment of oneself). The current study used daily diary methodology to assess the relationships among religious coping, use of primary and secondary control, and life satisfaction in response to daily stressors over seven days. Results showed that on days when participants used more religious coping, they also used more secondary coping overall. However, this effect was significantly stronger for EAs than for AAs. There were also cultural differences in how primary and secondary control related to different measures of well-being. Secondary control predicted better daily health outcomes for EAs versus AAs, whereas

primary control predicted greater daily life satisfaction and social satisfaction for AAs compared to EAs. The current findings suggest that religion may benefit people by allowing them to be “counter-cultural.” That is, AAs may benefit from primary control whereas EAs may benefit from secondary control through religion, counter to pre-existing cultural norms. Implications for mental and physical health are discussed.

G166**MAKE UP FOR EACH OTHER'S DEFICIENCIES: REGULATORY TYPES AND INTERPERSONAL ATTRACTION.**

Makiko Yamagami¹; ¹Ochanomizu University – Although attraction theory repeatedly showed the effect of the attitude similarity on the interpersonal attraction, we often experience comfort in complementary relationships. Especially in a collaborative work, mutually playing the each distinctive role may provide better performance and the satisfaction with co-workers. This study investigated the effects of the individual differences of regulatory focus (E. T. Higgins, R. S. Friedman, R. E. Harlow, L. C. Idson, O. N. Ayduk, and A. Taylor, 2001), regulatory mode (A. W. Kruglanski, E. T. Higgins, A. Pierro, E. P. Thompson, M. N. Atash & J. Y. Shah, 2000), and the combination of these types on evaluations of the future co-workers. The participants read paragraphs describing 4 types of targets: promotion/locomotion type, promotion/assessment type, prevention/locomotion type, prevention/assessment type and evaluated the pleasantness of future collaborative work with each of them. The results showed that (a) promotion focus associated with the inclination to the prevention/locomotion type, (b) promotion focus associated with the inclination to the promotion/locomotion type only if locomotion is low, (c) assessment mode associated with negative inclination to the promotion/assessment type. That is, participants expected the future collaboration more pleasant when the complementary relationships were satisfied in various forms.

G167**SUPPORT SEEKERS' USE OF COPING STRATEGIES INFLUENCES OTHERS' WILLINGNESS TO OFFER EMOTIONAL SUPPORT**

Donna Whitsett¹, Yuichi Shoda¹; ¹University of Washington – What cues do support providers use when deciding whether to offer emotional support to an individual in distress? Previous research has found that distressed individuals who reported engaging in problem-solving, positive reappraisal, and social-support seeking also reported receiving more emotional support from others (Dunkel-Schetter, Folkman, & Lazarus, 1987), while those with a ruminative coping style reported receiving less support (Nolen-Hoeksema & Davis, 1999). One possible explanation for these findings is that individuals who use certain coping strategies may be more likely to seek help. The current research controls for this possibility by exposing support providers to a variety of support seekers using different coping strategies. Furthermore, the current research avoids the stimulus sampling problem (Wells & Windschitl, 1999) by using a highly-repeated measures design. Participants viewed short video clips of 65 different support-seekers and indicated their willingness to provide emotional support. Videos were independently rated on the degree to which support-seekers appeared to use various coping strategies. Analyses using multilevel modeling showed that participants were more willing to provide emotional support to individuals who were engaging in ruminative coping and social-support seeking, and less willing to help those engaged in problem-solving and positive reappraisal. These results suggest that support providers may rely on distressed individuals' use of coping strategies in deciding whether they will provide support, in ways that contradict previous findings. Potential reasons for this discrepancy will be discussed.

G168**BRINGING PREJUDICE TO A SCREECHING HALT: THE ROLE OF CONTEXT AND MOTIVATION IN STEREOTYPE CONTROL**

Thomas Allen¹, Jeffrey Sherman¹; ¹University of California, Davis – Previous research has established that placing outgroup members in positive contexts can attenuate bias on implicit measures. However, the mechanism underlying these context effects remains elusive. Some researchers have proposed that contexts affect the automatic associations being activated, while others have proposed that contexts act as cues for inhibiting bias. In the present research, we applied the Quad Model (Conroy et al, 2005; a multinomial model that independently assesses automatic and controlled processes) to two different context experiments. In Experiment 1, participants performed the Black-White IAT with targets in contexts that were either congruent with stereotypes (Whites in positive backgrounds, Blacks in negative backgrounds), incongruent with stereotypes (Whites in negative backgrounds, Blacks in positive backgrounds), or with no context. Results showed that the incongruent condition attenuated implicit bias. Modeling revealed that this was largely driven by participants' increased ability to overcome biased associations. In Experiment 2, participants high or low in motivation to control prejudiced responses (MCPR) completed an evaluative priming measure. Half of the trials contained contexts congruent with stereotypes (Black primes in negative backgrounds, White primes in positive backgrounds) and the other half contained contexts incongruent with stereotypes (Black primes in positive backgrounds, White primes in negative backgrounds). Results demonstrated that participants high in MCPR showed less bias on incongruent than on congruent trials. Modeling revealed that this was again largely driven by participants' increased ability to overcome bias. The results largely support the view that contexts act as cues that can inhibit prejudiced responses.

G169**DEFENSIVE RELIGIOUS IDENTITY, THREAT, AND EMOTIONAL PREJUDICE TOWARD HOMOSEXUALS: IMPLICATIONS FOR SAME-SEX MARRIAGE POLICY PREFERENCES**

Benjamin Peterson¹, Paul H. White¹; ¹University of Utah – A study was conducted to explore the idea that the negative attitudes of a certain subset of religious individuals toward homosexuals may serve a personal defensive function, and that this may have important implications for their policy preferences in relation to same-sex marriage. To test this, the emotional reactions of participants were assessed after reading a vignette about a couple attempting to adopt a child who experienced a negative outcome to the process. Participants were randomly assigned to read one of two versions, which varied only as to the name of the target's “wife” (Erin) or “partner” (Aaron). Additionally, half of the participants were threatened with a personal uncertainty manipulation (McGregor et al., 2001) prior to reading the vignette. Results showed that participants scoring high on a defensive form of religious identification (fundamentalism) felt less sympathy for and more schadenfreude toward the homosexual target and found this target to be more deserving of the negative adoption outcome. There was also evidence that personal uncertainty had more of an effect on non-fundamentalist participants, such that they showed a similar pattern to fundamentalists on the deservingness measure when threatened. Finally, defensively religious individuals were most likely to endorse a constitutional amendment banning same-sex marriage, and this was mostly accounted for by emotional factors as well as perceptions of threat and competition. Discussion centers on the applicability of models of defensive self-regulation to group identity and public policy, and how certain individuals may defensively use the group to address threatened needs and goals.

G170**ATTACHMENT IN EARLY ADULTHOOD: STABILITY, CHANGE, AND RELATION TO TRAIT AFFECT OVER ONE YEAR** Erik

Nofle¹, Angelina Sutin³; ¹Wake Forest University, ³National Institute on Aging—Affect and emotion have been conceptualized as central components of the attachment system by both infant attachment theorists (Bowlby, 1982/1969, 1973, 1980) and adult attachment theorists (e.g., Hazan & Shaver, 1987). Much of the literature on adult attachment has focused on individual differences in attachment style, but surprisingly little has focused on the influence of attachment styles on emotional tendencies and, conversely, effects of emotional tendencies on attachment styles, over extended periods of time. This study addresses the rank-order stability, mean-level change, and structural stability of the avoidance and anxiety attachment dimensions, and the reciprocal effects of trait affect and attachment. We collected data on 621 undergraduates during five different time points over a year, using the Experiences in Close Relationships scale (Brennan, Clark, & Shaver, 1998) and the Expanded Positive and Negative Affect Schedule (Watson & Clark, 1997). Using latent growth curve and cross-lag models we found moderate levels of rank-order and structural stability and slight decreases in attachment anxiety (but no change in avoidance). Furthermore, we found that trait affects were both positively (e.g., hostility) and negatively (e.g., overall positive affect and joviality) related to subsequent anxiety. Avoidance was related to lower (e.g., overall positive affect and self-assurance) and higher (e.g., guilt) levels of the subsequent trait affects. These findings add to previous research on attachment stability and change and contribute to a growing literature on the relation of attachment to affect and personality.

G171**THE ROLES OF STEREOTYPES AND CULTURE ON BLACK AND ASIAN WOMEN'S PUBLIC CONFRONTATIONS OF DISCRIMINATION** Elizabeth Lee¹, Janet Swim¹; ¹The Pennsylvania State University—

The present research examined ethnic group differences in confronting racism. Results documented and confirmed stereotypes about group differences in confronting. In study 1, White college students perceived Asian women as unlikely confronters of racist and rude comments compared to Black women. In Study 2, in a pre-study survey, Black and Asian women made similar predictions and also indicated their personal likelihood of confronting racist and rude comments. Findings replicated those of White participants. Predictions about their own behavior revealed that Black women thought they would be as likely to confront as other Black women while Asian women thought they would be more likely to confront than other Asian women. Participants who completed the survey were recruited to participate in a lab study on internet conversations. During the session they interacted over the internet with an ostensible White male who made either racist or rude remarks. Consistent with stereotypes, Black women were more likely to directly confront the perpetrator compared to Asian women, but this only emerged in the racist condition. Moreover, results supported a moderated mediation: Blacks and Asians were equally likely to perceive the confederate as more racist in the racist condition and the more Blacks (but not Asians) perceived the confederate as racist, the more likely they were to confront. These results suggest that Asian women were holding back their desired responses. Pre-study measures and several other individual difference variables (e.g., identity and acculturation) did not explain group differences in confronting.

G172**WHEN THE DEVIL YOU KNOW BEATS THE DEVIL YOU DON'T: REKINDLING ROMANTIC RELATIONSHIPS** Sadie Leder¹, Sandra Murray¹; ¹University at Buffalo, SUNY—

It is not uncommon for romantic relationship partners to separate, only to rekindle their union at a later time. The current work examines this intriguing, and relatively unexplored, phenomenon from a dependence-regulation perspective.

Our goals were twofold. First, we wanted to show that rekindling is a relevant and frequent occurrence in romantic relationships. Second, we wanted to determine what factors influence the decision to reunite with a previous relationship partner. We hypothesized that individuals would be particularly likely to rekindle relationships when they perceived the risk of rejection associated with previous partners as minimal (e.g., less than the risk of rejection associated with new partners). One hundred and twenty-six undergraduates participated. In line with previously conducted pilot studies, results show that rekindling is a prevalent phenomenon, reported by over half of the participants (91 participants). Those individuals who indicated that they had rekindled a relationship were asked to describe their initial break-up with that partner, whereas participants who had never rekindled were asked to describe a recent break-up experience. Regression analyses of participants' emotional ratings revealed that those who had reunited with a past partner rated their break-ups as less negative than those who had chosen to stay apart. Additionally, participants who had rekindled relationships were more likely to report that they were the initiators of the original break-up. Overall, results indicate that people may meet their connectedness needs by reuniting with a past partner, particularly when that partner is perceived as carrying a minimized risk of rejection.

G173**DISSENTION, IMPORTANCE, AND DISCUSSION IN ONLINE CHAT ROOMS** Zebbedia Gibb¹, Helen C. Harton¹; ¹University of Northern Iowa—

Attitudes that are personally important to a group seem to have a transmission advantage over attitudes about less important issues. Important attitudes change less often, but when they do change, the change occurs in larger increments, which may be one reason that over time, regional differences seem to emerge to a greater extent on important attitudes (Cullum & Harton, 2007). Another possible reason that important attitudes may spread more readily than less important ones, however, is that they are discussed more often, leading to greater cumulative influence. We tested this hypothesis in this laboratory study in which fifteen 24-person networked groups were given a list of social, political, and popular culture issues and asked to discuss anything on the list for a total of 30 minutes online. Every five minutes, participants privately indicated their attitudes, importance ratings, and amount of time discussed for each issue. Important issues were not discussed for a longer period of time than those rated as less important, but those issues on which groups disagreed the most before discussion were chatted about more often than those with less initial disagreement. Type of issue (e.g., social, popular culture) was not related to time discussed. Controversial issues may be more likely to be discussed and discussed for longer periods of time, at least in situations where people are relatively anonymous, and this effect seems to be separate from factors that lead to greater cultural transmission for important issues.

G174**CARDIOVASCULAR REACTIVITY TO EVERYDAY SOCIAL INTERACTIONS WITH FAMILY, FRIENDS, AND ROMANTIC PARTNERS** Barbara J. Lehman¹, Kristen Conley¹, Alysn Price¹; ¹Western Washington University—

Everyday social interactions may cause short-term increases in heart rate and blood pressure, especially for people from riskier childhood family environments. Over time, excessive reactivity to everyday events has been linked with negative health outcomes. This study examined the social and academic experiences of 44 college students over four days during which they wore ambulatory blood pressure monitors. Participants provided an average of 40 readings and completed a brief assessment of recent activities following each reading. Hierarchical linear modeling was used to examine heart rate, systolic, and diastolic blood pressure reactivity to social interactions occurring during the 10 minutes prior to the reading. After controlling for potential confounds, heart rate, systolic, and diastolic readings taken after participants spoke with a friend were found to be higher than usual,

while readings taken following interactions with family members or romantic partners were not elevated for most participants. However, early family environment moderated the association between recent family interactions and both blood pressure and heart rate. For people from riskier family environments, recent family interactions predicted elevations in cardiovascular functioning. In contrast, early family environment did not moderate the association between blood pressure and interactions with romantic partners or friends. These patterns suggest that at least among college-aged students, the influence of troubled early family environments on everyday social interactions appears limited to family interactions. However, it is also clear that family environment explains variability in everyday cardiovascular functioning among healthy young adults.

G175**THE INFLUENCE OF SOCIAL SUPPORT ON PERFORMANCE, PERSONAL OUTCOMES, AND INTERPERSONAL BEHAVIOR**

AnaMarie Guichard¹, Maire Ford², Heidi Kane¹, Nancy Collins¹; ¹University of California, Santa Barbara, ²Loyola Marymount University – A large body of research has shown that social support is positively related to personal well-being and the maintenance of close relationships. Recent studies, however, have indicated that receiving social support may have a detrimental effect on the recipient (e.g. lowered self-efficacy). We conducted two studies that explored the relationship between received support and support-recipient outcomes. Study 1 (N = 94 married couples) was an observational study in which one couple member was assigned to a stressful speech task. Pre- and post-speech couple interactions were unobtrusively videotaped and support quality was rated by trained coders. Results indicated that support-recipients who were stressed about the speech task and received high quality support performed better on their speech task (rated by independent coders), had higher self-evaluations, and were in a better mood relative to those who received lower quality support. In Study 2 (N = 60 dating couples), support was experimentally manipulated via false notes delivered to the support-recipient before and after a stressful speech task. Results revealed that high quality support led to better speech performance, better mood, and higher self-evaluations when the support-recipient was stressed about the task. Furthermore, those in the low support condition performed worse on their speech task and wrote more negative notes back to their partner. Taken together, these results indicate that high quality support is beneficial to support-recipients, especially those who need it (as indicated by task-related stress). However, low quality support or support provided when not needed, is associated with negative support-recipient outcomes.

G176**LAY THEORIES AS SOURCES OF MEANING-MAKING WITHIN SELF-DEFINING MEMORIES: THE CASE OF ACADEMIC EVENTS**

Jennifer Pals¹, Amy Havassy¹, Lindsay Karzon¹, Jennifer Scully¹, Meredith Fox¹, Jennifer Benson¹, Charlotte Yasinski¹; ¹Haverford College – This study examined the idea that chronically accessible lay theories about the fixed vs. changeable nature of the self may shape how adults assign self-defining meaning to past events and narrate their life stories. Sixty-five students wrote narratives of two self-defining memories, one academic success and one failure, and completed measures of self-esteem and lay theories of intelligence. The lay theory measure distinguishes between those who believe intelligence is fixed (entity theorists) and those who believe intelligence can be developed (incremental theorists). The memories were coded for dimensions of meaning-making, including positive self-transformation and self-evaluation. First, an interaction between memory type (success vs. failure) and lay theory showed that incremental theorists reported more positive self-transformation within success memories than did entity theorists, despite there being no differences between these two groups in the general level of self-evaluation within the success memories. This finding suggests that

incremental theorists may assign meaning to successes differently than entity theorists, with an emphasis on deriving self-worth from learning and growth. Second, examination of the failure memories revealed that entity theorists with low self-esteem were the least likely to describe a shift from negative to positive self-evaluation. Thus, the combination of low self-esteem with an entity mindset may be especially toxic for interpreting failures, with the potential to magnify negative self-evaluations by allowing them to persist from the past into the present. Together, these findings suggest that lay theories may play a powerful role in how past events are remembered, interpreted, and assigned self-defining meaning.

G177**TOWARDS A DYNAMIC SELF-THEORIES MODEL: MECHANISMS FOR THE PERSEVERATION AND MODIFICATION OF ABILITY BELIEFS**

Paul A. O'Keefe¹, James Y. Shah¹; ¹Duke University – Previous research on self-theories of ability has primarily focused on their development and downstream consequences (e.g., see Dweck and Leggett, 1988; Nicholls, 1990). The proposed theoretical model extends this work by attempting to explain how and why entity (belief that abilities are fixed) and incremental (belief that abilities can be improved with effort) theories are sustained and modified over time and across situations. It is posited that the achievement-related motives, behaviors, and outcomes invoked by self-theories of ability may influence their own maintenance and modification. For example, an incremental theorist working in an assembly factory may realize that his increased effort no longer yields improvements. Attributing the lack of progress to his abilities may result in the maladaptive exertion of effort to improve his performance, maintaining an incremental theory. Attributing failure to the nature of the task, however, which has a ceiling effect, may subsequently result in the adaptive adoption of an entity theory for that goal. An implication of the model is that both entity and incremental beliefs can be beneficial or harmful depending on the qualities of the goal being pursued and its context. This underscores the model's significance because of its potential to identify mechanisms for perseverating and modifying ability beliefs in an adaptive direction. The model specifies conditions under which entity and incremental theorists will maintain or modify their ability beliefs and addresses the roles of self-evaluative motives (i.e., accurate self-assessment, self-enhancement, and self-verification), self-affirmation, and goal disengagement. Evidence supporting the model is discussed and a research program is outlined.

G178**SELFISHNESS RESULTING FROM UNFAIRNESS**

Emily M. Zitek¹, Alexander H. Jordan¹, Benoit Monin¹, Frederick R. Leach¹; ¹Stanford University – This research demonstrates the effect of enduring an unfair, negative experience on future moral behavior. Participants who were reminded of an unpleasant event in their lives that they believed to be unfair were subsequently more likely to behave selfishly, often ignoring what could be done to help others or what might be the most moral option in a certain situation. For example, one study showed that students who were assigned bad numbers in a housing lottery thought the lottery system was unfair and reported being less likely to do service projects sponsored by their future dorm and less likely to give money to student groups. Another study showed that participants who wrote about a time when they felt like their lives were unfair were less likely to help the experimenter with an additional task than were participants who wrote about time when they were bored. Possible explanations for these results are discussed.

G179

CONSCIOUSLY ENGAGING IN TRANSFERENCE: AWARENESS OF CONSTRUCT ACTIVATION AND THE USE OF SIGNIFICANT-OTHER REPRESENTATION IN SOCIAL PERCEPTION *Ido Liviatan¹, Susan M. Andersen¹; ¹New York University* – Numerous studies have demonstrated transference in social perception, defined as the activation and application of a significant-other representation to a new person. At the same time, research has shown that when perceivers become aware that a knowledge structure has been activated, and perceive it as a potential source of bias, construct-consistent judgments may be eliminated or even reversed. To test whether awareness of the activation of a significant-other representation would affect transference, we conducted two studies employing a nomothetic experimental design involving idiographic stimuli. Participants encountered descriptors of three new target persons, one who resembled their own significant other and two control targets - a target who resembled a yoked participant's significant other and another whose descriptors were derived from participants' self-generated attributes of various well-known individuals. In line with previous research on transference, results indicated that representation-derived inferences and schema-triggered evaluations were made about the target who resembled participants' own significant other relative to control targets even when participants (1) were made aware of the activation of the significant-other representation prior to their judgments (Studies 1 and 2) and (2) were explicitly alerted to the potential biasing effects involved in transference (Study 2). Hence, transference seems to occur even when perceivers are aware that the source of their judgments about a new person is the significant-other representation. The contribution of this research to the literature on basic social-cognitive processes involved in interpersonal perception as well as its implications for close relationships are discussed.

G180

MATERNAL CONTINGENT REGARD FOR PROSOCIAL BEHAVIOR AND THE MOTIVATION FOR HELPING: AN EXPERIMENTAL PRIMING APPROACH *Ryan D. Acuff¹, Netta Weinstein¹, Guy Roth², Richard M. Ryan¹; ¹University of Rochester, ²Ben-Gurion University of the Negev* – Parental conditional regard (PCR) is a common socializing strategy, and research has found that PCR is successful at socializing parentally desired behaviors in various domains (e.g. prosocial behavior, emotion control, sports). However, the recipient of PCR tends to enact the behavior out of a sense of internal compulsion rather than an experience of choice and to experience negative affective consequences (Assor, Roth, & Deci, 2004). Researchers have begun investigating the differential effects of positive parental conditional regard (PPCR) and negative conditional regard separately. PPCR refers to providing more warmth and affection than usual when a child meets parents' expectations. Going beyond the current correlational approaches to PCR research in the prosocial domain (which suffer from the directionality problem), this study introduces a new paradigm into the PPCR research by combining correlational approaches with social priming techniques. The study examines the consequences of subliminally primed "mothers" on the participants' motivation to help an experimenter who has dropped a box of pencils. We found a significant interaction between student reports of their mothers' PPCR and mother prime on introjected motivation for helping such that the prime increased introjected motivation for those participants who reported high mother PCR for helping relative to those who reported high PPCR but did not receive the mother prime. Neither main effect was significant. These results indicate that providing PPCR to children for prosocial behavior increases their controlled motivation for helping behavior.

G181

THE IMPACT OF SOCIAL REJECTION ON OPENNESS TO ATTITUDE CHANGE: THE MODERATING ROLE OF SELF-ESTEEM *Elizabeth Majka¹, Asia Eaton¹, Penny Visser¹; ¹University of Chicago* – In recent years, theoretical and empirical interest in social connectedness has exploded. However, the impact of social connectedness on attitude change remains unknown. Given that the need to belong is one of our most fundamental motivations as human beings (Baumeister & Leary, 1995), we had strong reason to suspect that this motivational link to our social environment should also impact attitude strength. Our overarching hypothesis was that when the need to belong is thwarted, individuals should be more likely to hold attitudes or adopt attitudes that help them fulfill their belonging needs – at least in the absence of other means to satisfy this goal. To address this hypothesis, participants relived a time when they experienced intense social rejection or social acceptance through a writing exercise. Following the reliving task, they read an editorial containing a counter-attitudinal persuasive message advocating for a campus laptop policy and they also listed thoughts in response to reading the persuasive message. Finally, they completed a number of auxiliary measures including trait self-esteem (Fleming & Courtney, 1980) and mood. As predicted, self-esteem moderated the impact of the reliving task on attitude scores. When participants were low in self-esteem, they tended to change their attitudes more when they had relived an instance of rejection (vs. acceptance). The reverse pattern of findings emerged for participants high in self-esteem. The findings support the hypothesis that heightened belonging needs renders individuals more persuadable. Findings related to the thought listings, need to belong scores, and mood will be discussed.

G182

PERCEIVING OTHER'S EMOTIONAL EXPRESSIONS IN INTERPERSONAL SETTINGS *Seung Hee Yoo¹, Caroline Smith¹, Margaret Clark¹; ¹Yale University* – Emotional expressions have several interpersonal functions, including informing a person about the needs and motivations of an interactant, and alerting a person to respond. As a result, emotional expressions aid in formation and maintenance of relationships. Despite the importance of emotional expressions in relationships, very little is known about how a person perceives felt and expressed emotions of an interactant during an interaction. The present study examined this question with dyads in an interaction setting. Same-sex strangers engaged in a short discussion on a personally relevant topic intended to arouse low-level emotions. They afterwards rated how intensely they and their partner internally felt and outwardly expressed emotions during the discussion. Participants reported their external expressions of emotions as being similar to their internally felt emotions. They, however, perceived their partners' internal emotions as being stronger than what they expressed. This bias of perceiving one as being honest to one's feelings to the other person whereas the other person as not being honest may have interesting implications in formation of new relationships.

G183

RESIDENTIAL MOBILITY AND INTERPERSONAL LIKING *Janetta Lun¹, Shigehiro Oishi¹; ¹University of Virginia* – People like those who are helpful and expect them to be great friends. The expectation of having helpful friends may be particularly important for those who have experienced many changes in their lives such as relocation. This is consistent with recent research that suggests that residential mobility does not merely change people's living environments but also affects their thoughts, feelings and behavior (Oishi et al., 2007). Inspired from this perspective, the present research examines whether residential mobility is related to people's interpersonal preferences based on others' helping behavior. Specifically, we hypothesized that residential mobility increases liking toward individuals who would help others regardless how familiar they are with these individuals. Similarly, movers may like

those who selectively help familiar others less than non-movers. In the first experiment, we measured participants' history of residential moves, asked them to read scenarios about different helping behavior and measured their liking toward the helpers. As expected, people who had moved more frequently liked and preferred to interact with those who helped others unselectively (i.e., helped a friend and a stranger) more than non-movers. In another experiment, we manipulated mobility by asking participants to imagine moving to a new place or settling at a place and we found a similar pattern of results. These findings suggest that the experience or thoughts of moving to a new place increase the value of unselective helping behavior, which in turn influences people's liking toward individuals who behave in such manner.

G184

IQ VS. MOTIVATION: WHICH OUTDOES WHICH MAY DEPEND ON FIELD OF STUDY Ashley Turner¹, Jordan Peterson¹; ¹University of Toronto – While there is little doubt that both intelligence and motivation have significant effects on academic performance, the question of whether one of these variables is more strongly predictive than the other has been subject to some debate. Past research has shown the role of motivation to vary considerably from study to study, its influence on academic performance ranging from nonexistent to twice that of measured intelligence. Whereas this inconsistency may be a result of an inconsistent conceptualization of motivation, it may also have resulted from a failure to consider the idea that different disciplines have different requirements for success—hard work may, for example, ensure success in one discipline, but be no guarantee of such an outcome in another. The present study therefore aims to assess the relative contributions of intelligence and motivation on performance in different academic disciplines. Broad measures of these two variables are completed by 150 university students at the beginning of the school year, and compared against these students' final grades once courses have been completed. It is found that motivation is especially important to academic success in the natural sciences—self-discipline, in particular, explains almost 25% of the variance in the science students' grade point averages, while explaining only a non-significant 2% of that of the social science and humanities students' GPAs. Conversely, the explanatory power of intelligence toward these latter students' GPAs is close to 10%, while the effect of this measure on the GPAs of science students fails to reach statistical significance.

G185

SOCIAL DOMINANCE VS. SOCIAL INFLUENCE: EXAMINING THE RELATIONSHIP BETWEEN SOCIAL DOMINANCE ORIENTATION AND THE LIKELIHOOD TO CONFORM TO MAJORITY OPINION IN A POLITICAL DISCUSSION. Jamal Fleming¹, H. Collen Sinclair¹; ¹Mississippi State University – Many factors influence why some individuals conform and others do not. Certain dispositional factors may affect the power of group influence. Our experiment looked at the relationship between social dominance orientation (SDO) and conformity in a political discussion on gay rights. Individuals with a social dominance orientation value group-based dominance and accept ideologies that legitimize inequality (Sidanius et al, 2004). These beliefs have been found to influence attitudes toward distributive social justice policies (Federico & Sidanius, 2002). As such, we hypothesized that individuals high in SDO would be strongly opposed to gay rights policies and would be resistant to group pressure to change those beliefs. 158 participants completed a screening survey including measures of political attitudes (including 10 items on gay rights) and social dominance orientation. At a later date, participants returned for a discussion -- that was either online or face-to-face -- with four confederates trained to take a position opposing the participant. Conformity was assessed in two ways. Public conformity was assessed by the number of votes the participant offered in the group that were contrary to their position on the screening survey. Private conformity

was assessed by privately re-administering the gay rights survey post-discussion to see if participants had changed their view. Social dominance orientation was associated with stronger anti-gay rights attitudes, but those high in social dominance orientation were more likely to publicly conform. SDO bore no significant relationship to private conformity. Implications for social influence and social dominance research will be addressed.

G186

THE INSTRUMENTAL FUNCTION AND VALUE-EXPRESSIVE MANIFESTATIONS OF BENEVOLENT SEXISM IN WOMEN Thomas Budesheim¹, Joanna Jordan¹, Elizabeth Anderson¹, Molly Handke, Nick Basalay¹; ¹Creighton University – Previous research (e.g., Glick et al., 2000) suggests that women's endorsement of benevolent sexism may serve an instrumental function. Benevolently sexist attitudes and behaviors in women can serve to defend them from hostile treatment by men, as well as elicit protective and rewarding treatment from men. We extended the previous research in this area by examining whether individual differences in women's experiences as the target of sexism were positively related to their endorsement of benevolent sexism. We also expected that women's attractiveness would indirectly affect their endorsement of benevolent sexism by affecting how frequently they were the target of sexism. We also examined whether women's constructed appearance (e.g., clothing preferences, hairstyle, use of makeup) would be related to whether or not they accepted benevolently sexist attitudes. Eighty-six college women completed the Ambivalent Sexism Inventory and answered questions about their experiences as the target of sexism and about their appearance. We conducted a series of linear regressions as a part of a path analysis in order to determine the relationship among these measures. Results indicated that (a) women's level of attractiveness predicted how often they were the targets of sexism, (b) women who were more frequent targets of sexism scored higher in benevolent sexism, and (c) women who endorsed benevolent sexism reported adopting a more traditional feminine appearance when anticipating social interactions with men. The results are discussed in terms of the attitude functions that benevolent sexism may have for women.

G187

ROMANTIC EXPRESSIONS AS A FUNCTION OF PERSONAL FEELINGS VERSUS ANTICIPATED PARTNER REACTIONS. Marie-Joelle Estrada¹, Mark Leary¹; ¹Duke University – Many behavioral scientists consider the communication of love as the foundation of successful romantic relationships. Although romantic communication is typically framed as a spontaneous expression of heartfelt feelings, it may also be motivated by a desire to evoke particular reactions in a partner. The current study sought to identify the motivations that underlie this type of communication. Participants (78 men and 40 women) were recruited based on their intention of purchasing a romantic Valentine's Day card in the two weeks leading up to the holiday. Participants provided background information about their current relationship; completed measures of romantic motivations, beliefs, attitudes and love styles; and evaluated a series of 10 Valentine's Day cards. Analyses using multilevel modeling indicated that, although participants were likely to give cards that expressed how they felt, the likelihood of giving the cards was also strongly related to the degree to which participants expected that their partners would respond in affectionate ways. Furthermore, the strength of these relationships was moderated by love styles and romantic beliefs. In addition, judgments of the degree to which the cards were romantic were also predicted both by the degree to which the cards expressed the participants' feelings, and the degree to which they were expected to evoke affectionate reactions. The utility of these findings in understanding the bases of romantic communication are discussed within the context of previous research.

G188**ON FEELING POWERFUL IN POWERLESS SITUATIONS: THE EFFECT OF DOMINANCE ON THE SENSE OF POWER AND MOTIVATIONAL STATES**

Shimon Saphire-Bernstein¹, Katrina Koslov², Wendy Berry Mendes²; ¹Princeton University, ²Harvard University – A body of research has found that the possession of power has dramatic effects on human affect, cognition, and behavior (e.g. Fiske, 1993; Keltner, Gruenfeld & Anderson, 2003). However, most models of power have not explored the roles of dominance and the subjective perception of power in explaining these effects. Feedback on a speech task from two evaluators was experimentally manipulated to see whether dominance interacts with situational variation in predicting affective, cognitive, and behavioral outcomes. Participants (N = 85, 74% female) delivered an impromptu speech in front of two evaluators, who gave positive or negative non-verbal feedback. Dispositional dominance was measured before the speech, heart rate (HR) was measured during the speech, and the sense of power and cognitive appraisals of challenge and threat were measured afterward. As expected, dominance had a positive effect on cognitive appraisals of challenge, and this effect was mediated by the sense of power. In addition, the interaction of dominance and feedback condition predicted heart rate changes during the last minute of the speech task. These results suggest that dominance and the subjective sensation of power play important roles in determining the consequences of the possession of power.

G189**ANTECEDENTS TO PERCEPTIONS OF RACISM: THE CONSEQUENCES OF DIFFERENT CONCEPTUALIZATIONS OF RACISM**

AnGelica Alsbrooks¹, Laurie O'Brien¹; ¹Tulane University – Racism can be conceptualized in various ways. One way to conceptualize racism is as an interpersonal, individualistic phenomenon. Another way to conceptualize racism is as an institutionalized, systemic phenomenon. Our past research suggests that people who conceptualize racism as an individualistic phenomenon perceive less racism in American society. This suggests that construing racism in individualistic terms may facilitate the denial of racism. We argue that because highly prejudiced individuals are motivated to deny racism, they will be more likely to conceptualize racism in ways that minimize its systemic nature and facilitate the denial of racism. Participants were students at a predominantly White university. We assessed participants' prejudice against African Americans, perceptions of prejudice in American society, and endorsement of various definitions of racism. We also asked participants to generate their own examples of racism. Consistent with past research, people who were more prejudiced perceived less racism in American society, $r = -.35$, $p < .05$. Supporting our hypotheses, the more prejudiced participants were, the more likely they were to endorse an individualistic definition of racism $r = -.27$, $p < .05$. Highly prejudiced individuals were also more likely to generate examples of racism in which the perpetrators were individuals as opposed to institutions, $r = -.32$, $p < .05$. Similarly, highly prejudiced people were more likely to generate examples of racism in which the victims were single individuals as opposed to large groups of people, $r = -.26$, $p < .05$. The results of this research suggest that prejudice leads people to construe racism in terms that minimize its pervasive nature.

G190**AFFECT AS INFORMATION ABOUT IDENTITY: EMOTIONAL EXPERIENCE INFLUENCES SELF-CONCEPT**

Jesse Pappas¹, Gerald Clore¹; ¹University of Virginia – Although self-concepts are generally thought to remain consistent over short periods of time, we discovered that beliefs about the self vary significantly as people experience their own emotional reactions. Participants completed a set of pre-test identity measures and then watched an extended clip from either a graphic horror film or an emotional tear-jerker. Participants reported their emotional experiences while watching the film before completing a set of post-test

identity measures. Results demonstrated that not only did self-concepts vary significantly between pre-tests and post-tests, but specific types of emotional experience uniquely predicted change in certain identity dimensions. For instance, feeling scared, upset, and disgusted while watching the film led participants to report that they were less courageous people than they were before watching the film. Feeling strong, excited, and brave during the films made people less likely to think of themselves as generally anxious. These results are consistent with the affect-as-information hypothesis (Schwarz & Clore, 1983) and extend its implications to self-oriented judgments. Moreover, such short-term variability in self-concept as a function of emotional experience appears to be a potentially important and relatively unexplored element of identity.

G191**WHEN THE GOING GETS TOUGH, GO WITH YOUR GUT: FOCUSING ON AFFECT IMPROVES COMPLEX DECISION MAKING**

Joseph Mikels¹, Andrew Reed¹; ¹Cornell University – Traditionally, psychologists and economists have presumed that decisions are guided by deliberate analysis. Recent findings suggest, however, that decisions are also guided – sometimes in parallel and more efficiently – by affective processes. This “affect heuristic” broadly includes affective reactions and intuitions. We tested the notion that an affective versus cognitive decision strategy would enhance accuracy for complex decision making. Participants completed a simple or complex choice task for hypothetical cars while focusing either on their feelings or memory. Supporting our hypothesis, the affective strategy resulted in increased accuracy for complex decisions. Moreover, engaging in deliberation before making a choice hindered the use of affective decision processes. Together, these findings support the view that affective and deliberative strategies operate somewhat independently in decision making, and that affective strategies may sometimes produce superior decisions.

G192**(WHEN) DOES TOO MUCH CHOICE DECREASE THE MOTIVATION TO CHOOSE?**

Benjamin Scheibehenne¹, Peter M. Todd²; ¹Max Planck Institute, ²Indiana University – Social psychological theories commonly suggest that having more options to choose from is unambiguously good because having choices increases intrinsic motivation and satisfaction. In contrast, a growing body of recent empirical evidence suggests that an overabundance of options may also lead to the opposite effect, namely a decrease in satisfaction and in the motivation to choose - a phenomenon referred to as choice overload or the effect of too-much choice. While strong instances of this effect were found in several studies in the past, in our own series of 9 experiments with a total of 1,445 participants in the field and in the laboratory, there was only one case in which the number of options decreased choice motivation. Our experiments involved choices between different types of jam and wine on the sales floor of two different grocery stores, and between jelly beans, restaurants, charity organizations, and classical music in the lab; two closely replicated the design (though not the results) of earlier studies by Iyengar and Lepper (2000). In extension to this, a meta-analytical integration of 25 published and unpublished experiments (including my own) that all looked at the effect of too-much-choice revealed that the effect might be less generalizable than previously thought and that it depends on certain boundary conditions. Some of the most promising of these boundary conditions, including individual differences between decision makers, the structure of the choice-environment and the interaction between these variables, will be discussed and evaluated in detail.

G193**DO ATTRIBUTIONS TO DISCRIMINATION PROTECT TARGETS OF AGEISM?**

Alison Chasteen¹, Sonia Kang¹; ¹University of Toronto – Research on the experience of prejudice and discrimination has mostly focused on features other than age. In the present research, we sought to identify the effects of age discrimination for both young and older targets of age prejudice. Specifically, we tested whether making attributions to age discrimination served a protective function for younger and older adults, as such attributions have been effective for other groups. Young and older adults imagined themselves being rejected for a volunteer position for a variety of reasons, one of which was age discrimination. They then completed measures of anticipated negative emotion. Consistent with other research, both age groups in the discrimination condition attributed their rejection more to age discrimination and blamed themselves less compared to those in the control conditions. Importantly, however, attributions to discrimination did not affect participants' anticipated negative emotion. Rather, a different discounting process, in which they attributed their failure to another external factor, qualities of the interviewer, and less to themselves, reduced their anticipated feelings of depression and anxiety. These results suggest that targets of age discrimination might not feel that attributing rejection to ageism is an effective self-protective strategy. Moreover, this study illustrates the importance of examining such protective mechanisms across the adult lifespan and demonstrates the uniqueness of age as a stereotyped feature.

G194**BICULTURAL IDENTITY (IN)CONSISTENCY**

Que-Lam Huynh¹, Veronica Benet-Martinez¹; ¹University of California, Riverside – We examined identity consistency (IC) and its correlates in monoculturals and biculturals. Recent studies have shown that Korean monoculturals have significantly lower IC than European American monoculturals, and this consistency has a significantly weaker relationship to well-being for Korean monoculturals than for European American monoculturals (Suh, 2002). One would expect that biculturals also have lower IC because unlike European American monoculturals, biculturals have internalized two distinct cultures, and they can switch between their two cultural identities depending on the cultural cues (e.g., Hong, Morris, Chiu, & Benet-Martínez, 2000). In addition, because they face the unique challenge of integrating two cultural identities, Bicultural Identity Integration (or BII, how biculturals organize and perceive their dual identities) may play a stronger role than IC in predicting their well-being. To examine these issues, data on Asian American (N = 97) and Latino (N = 93) bicultural college students from our study were analyzed and then compared meta-analytically to data on Korean and European American monoculturals in Suh's (2002) sample. Asian Americans, Latinos, and Koreans were significantly less consistent across situations than European Americans. Furthermore, the predictors of mental health differed among these groups, with IC being the best predictor of mental health for European American monoculturals, social appraisal for Korean monoculturals, and BII for Asian American and Latino biculturals. Implications for culture, identity, and well-being will be discussed.

G195**WHAT RAPUNZEL AND LADY GODIVA HAVE IN COMMON: USING HAIR LENGTH AS A CUE FOR SEXUAL AVAILABILITY**

Marcella Boynton¹; ¹University of Connecticut – People use a myriad of cues, both consciously and unconsciously, to detect the sexual availability of others. Previous research has shown that in addition to nonverbal communication (e.g., body language, flirting, etc) physical appearance can be used as a means to communicate an individual's sexual availability. Although there is research examining perceptions of clothing (Rupp & Wallen, 2007) and wedding rings (Black & Monteverde, 1975), there is no known research to date examining the influence of hair length as a cue for sexual availability. The purpose of this study was to examine

whether people perceive the romantic availability of an individual based, in part, upon hair length. To this end a computer-based experiment was administered to 199 participants, of which 61% (N=121) were female and the average age was 19 years. Participants were randomly assigned to rate one of two sets of faces, with each set consisting of 4 female and 4 male targets. Each face was represented a single time in each of the sets, having long hair in one and short hair in the other. Participants rated the faces on a number of dimensions, including perceived attractiveness, promiscuity, and likelihood of being single. Multi-level analyses indicated that long hair was only a significant predictor of sexual availability for the female targets, even after accounting for perceptions of attractiveness. These and other findings are discussed in terms of their theoretical and practical ramifications, with consideration of both evolutionary and person perception theories.

G196**KAFKA, CRIMINALS AND THE MEANING MAINTENANCE MODEL: REAFFIRMATION OF A MORAL SCHEMA FOLLOWING AN ABSURDIST PARABLE**

Travis Proulx¹, Steve Heine¹; ¹University of British Columbia – Meaning frameworks are the mental representations of expected associations that regulate perceptions of our social world and ourselves. Meaning frameworks allow us to feel that our experiences generally make sense, and we are motivated to maintain meaning frameworks in the face of unexpected observations which threaten to invalidate them. The Meaning Maintenance Model (MMM) proposes that when meaning frameworks are violated by unexpected experiences, we often respond by reaffirming other expected associations that are in no way related to the violated expectation. MMM calls this process fluid compensation, and proposes that expected associations are substitutable with one another when we attempt to restore a feeling that our experiences generally make sense. To demonstrate the radical substitutability of meaning frameworks in the fluid compensation process, we had participants read a modified Franz Kafka parable in an attempt to elicit a reaffirmation of unrelated moral beliefs. Participants in the "No Meaning" condition read a short, absurd story which ends abruptly at a conclusion suggesting one will never achieve their goals and that life is pointless. Participants in this condition were subsequently more punitive in their views towards a lawbreaker than participants in a "Meaning" condition who read the 'Tortoise and the Hare', a familiar parable whose conclusion suggests that steady effort will result in success. This reaffirmation of an unrelated meaning framework was proportionate with other conditions which elicited conscious disruptions of meaning i.e. prompting participants to recall a time when they felt meaningless, or reminding participants of their own mortality.

G197**THE NEURAL BASIS OF LONG-TERM ROMANTIC LOVE**

Bianca Acevedo¹, Arthur Aron¹, Helen Fisher², Lucy Brown³; ¹State University of New York at Stony Brook, ²Rutgers University, ³Albert Einstein College of Medicine – Is it possible to experience intense levels of romantic love for a long-term partner? Most major theories assert that love inevitably declines over the course of relationships (e.g., Berscheid & Hatfield, 1969; Sternberg, 1986). However, other theories suggest mechanisms by which highly intense long-term romantic love might be sustained (e.g., Aron, Norman, Aron, McKenna, & Heyman, 2000; Berscheid, 1983). A recent review of the literature and in-depth interviews suggest that intense long-term romantic love is a real phenomenon which generally lacks high levels of obsession (Acevedo & Aron, under review). Recent studies on the neural underpinnings of early-stage romantic love suggest that it is associated with elevated activity in the caudate nucleus (Aron et al., 2005; Bartels & Zeki, 2000; Xu et al., 2006) and the ventral tegmental area (VTA), both associated with dopaminergic pathways in the reward system of the brain. Here we extrapolate on recent fMRI findings along with correlational research on long-term romantic love to draw predictions about the neural systems associated with long-term intense

romantic love. Further, we discuss preliminary results from an fMRI study replicating the procedures in Aron et al.'s (2005) fMRI study of early stage romantic love, with participants reporting intense romantic love for a long-term partner.

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RACE MODERATES THE RELATIONSHIP BETWEEN RELIGIOUS FUNDAMENTALISM AND POLITICAL ATTITUDES Peter Hill¹, Adam Cohen²; ¹Rosemead School of Psychology, Biola University, ²Arizona State University – Though stressing immutable truths from the Bible, not all Christian fundamentalists agree on precisely what such truths are. From the perspective of systems justification theory, the construction of meaning from the biblical text is influenced by a person's place in society. To test this notion, we investigated the extent to which the relationship between religious fundamentalism and conservative politics varies by race. Based on a reliable 11-item measure of conservative politics (developed in Study 1), Study 2 found, in a student sample, that the main effects for both race ($\beta = .25, p < .001$; Whites more conservative) and fundamentalism ($\beta = .42, p < .001$; fundamentalists more conservative) were qualified by a significant interaction ($\beta = .12, p = .004$), such that fundamentalism was more strongly associated with conservative politics for Whites than for non-Whites. Study 3 used data from the 2004 National Election Studies. A single-item measure of fundamentalism was more strongly related to conservatism on a number of measures of political attitudes (e.g., country on right or wrong track, self-identified liberal or conservative, like or dislike Bush, like or dislike Kerry) for Whites than for Blacks. Study 4, from the same national dataset, found that this pattern of results was stronger on issues that are particularly race relevant (death penalty, government assistance to poor) than on other moral issues (abortion, partial birth abortion).

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BOUNCING BACK: EVIDENCE FROM PROCEDURAL REBOUND FOR THE FUNCTIONAL MODULARITY OF SIMILARITY ASSESSMENT Nicolas Geeraert¹, Leaf Van Boven², Vincent Yzerbyt³; ¹University of Essex, UK, ²Cornell University, ³University of Louvain, Belgium – A widely held but rarely tested assumption among many cognitive scientists is that basic mental processes operate in a functionally modular manner. This research provides new evidence for the functional modularity of similarity assessment. Using an established methodology to examine the suppression and subsequent rebound of mental operations, this research indicates that suppressing similarity assessment in one domain results in subsequent rebound of similarity assessment in a different domain. In two studies, participants were led in an initial task to inhibit or suppress their similarity assessment, implicitly in a categorization task or explicitly in a concentration task. Compared with participants in a control condition, participants who had inhibited or suppressed of similarity assessment perceived more similarity in word-pair ratings and made more false memory errors in a subsequent and ostensibly unrelated task. Additional analyses on participants' reaction times further imply that cognitive fatigue cannot account for these findings. These results indicate that the effects of mental suppression and rebound occur not only for mental constructs but also for mental processes. More importantly, our findings suggest that the process of similarity assessment operates in a functionally modular fashion. These results are also in line with the idea of mental momentum. Namely, that activated or inhibited mental operations can gain momentum, so they are drawn upon more readily in subsequent tasks.

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