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SPSP News

Field's Future Takes Shape in S.F.

The Society for Personality and Social Psychology (SPSP) held its 1998 summer meetings in San Francisco on August 12 and 13, in connection with the American Psychological Association convention. Attendance was slightly lower than at other recent meetings, but among the participants the morale was upbeat and cautiously optimistic.

Gifford Weary, president of SPSP, set the tone for the meeting with her opening presidential statement. She called attention to the recent successes and excellent overall health of the Society but also raised several points of concern regarding the future. In her view, the split between personality and social psychologists has

become wider in recent years. She noted that some personality psychologists now feel alienated and disenfranchised, despite the efforts of SPSP to include places for personality in each of its plans and undertakings. She proposed that the independent convention SPSP will hold starting in 1998 will be a watershed for personality-social relations: Will personality psychologists get heavily involved or desert the enterprise?

Another cause of concern for the field is the future of research funding. The two main institutions that support research in social and personality psychology are NSF and NIH, and both are going through reorganizations that carry significant risks for our field. In

Weary's view, with which others concur, the outlook at NIMH is stable and promising. The place for social and personality psychology in that organization's plans has remained clear despite the reorganization.

At NSF, however, developments have been mixed, in terms of the long-range outlook. On the positive side, Steve Breckler will stay on as permanent program director, and several members of the Executive Committee praised his efforts and achievements on behalf of social and personality psychology. On the negative side, however, this year's NSF budget contains only a token increase for social psychology (\$10,000), which is so small that in view of

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existing commitments some experts have described it as a de facto reduction in budget. Certain other fields received substantial increases of a half million dollars each, and the low amount allocated to social and personality does reflect a judgment that our field is not making good scientific progress.

Several members of the Executive Committee voiced the opinion that our low stock at NSF reflects the highly critical approach that psychologists take to reviewing each other's grant proposals. In other fields, researchers may be critical of each other's work in journal and other formats, but they are praising and supportive of each other's grant proposals. As a result, when top officials at NSF compare across fields, they note that social and personality psychologists seem to think that our field is generally producing poor quality scientific research, in contrast to other fields.

It is essential for the future financial health of our field that we learn NOT to review grants with the same sharply critical approach that we use to review manuscripts for our top journals. Please pass this message along to colleagues in the field: Grant reviews serve in part to communicate to federal officials a judgment about whether a certain area of research deserves to be funded. Constructive criticism is still useful, of course, but blanket negative evaluations should be confined to the few instances in which the reviewer believes the work should not be done at all. The question is not whether the proposed research is flawless and brilliant — just whether it is worth doing. If it is worth doing, then in general the field would be better off if the government were to support it.

CONVENTION

As at the previous meetings, the most exciting issue on the agenda was the prospect of an independent convention for personality and social psychology. At the San Francisco meeting, the SPSP Executive formally initiated plans to hold an independent convention in February 2000 in the south. In view of the robust financial health of the organization, the Executive Committee was able to approve a fairly substantial subsidy (up to \$20,000) for this first convention. This will enable the registration cost to be kept quite low.

Several issues were discussed and debated. Clearly, no one knows precisely what to expect. The biggest area of uncertainty is how many people will attend. Guesses centered around 500, although everyone recognized the possibility that as many as 700 or even 800 could be there, while as few as 300 must also be considered. This uncertainty makes it difficult to know how many hotel rooms to reserve.

The desirability of having a few meals together for all attendees was noted. Again, the lack of certainty about how many people will attend makes it hard to know what size dining facility to book. Hotels will offer cheaper room rates if they can serve a meal to the entire group, because the hotels make good profits on such large group meals. Hence foregoing common meals would increase the cost of rooms.

Another question is whether to schedule evening sessions. Several veteran conventioners noted that the convention may have a "spring break" flavor that might translate into evenings of nightlife and fine dining, which would likely reduce attendance at evening sessions.

The length of the conference was also discussed. Friday and Saturday will undoubtedly be peak days, but should the convention be continued on Sunday? Many

people want to return home on Sunday, and so late-Sunday talks would be unpopular. Meanwhile, Sunday morning might be viable in terms of travel plans, but if people have been partying until the wee hours on Friday and Saturday, audiences (not to mention speakers) may not be in peak form early on Sunday. Another issue was whether to start on Thursday.

It also appears likely that several topic-centered preconferences will meet in connection with SPSP. At present, preconferences on self, on relationships, and on small groups are regularly held at SESP, and these ongoing operations are likely to shift to SPSP. (The "Self" preconference has already indicated an intention to switch.) These could be held on Thursday if the main SPSP conference starts on Friday, but if Thursday is a regular conference day then the preconferences must shift to Wednesday, which entails traveling on Tuesday. To take off from Tuesday to Sunday during the semester may be impractical for many would-be attendees.

ELECTIONS

In the recent SPSP elections, Abraham Tesser won the election to become president of the Society in 2000, after Shelley Taylor's term. Patricia Devine was elected member-at-large, replacing Dan McAdams. June Tangney will be Council Representative to represent SPSP at APA, replacing Sharon Brehm. As usual, only a minority of SPSP members voted and some results are close. Anyone who cares about the outcome of an election is encouraged to vote, because a small number of votes can make a difference.

ELECTRONIC PUBLISHING

An interesting issue that was discussed at length in San Francisco was putting journals on the Internet. Gary VandenBos and Susan Knapp visited the Publications

Committee of SPSP to present the most recent news about APA's efforts. There is general agreement that we are only beginning to grasp the possibilities that the Internet represents for scientific communication, that there are both opportunities and dangers, and that considerable uncertainty exists about what will happen. Some researchers believe that print journals will soon be replaced by on-line access to journals. Others believe that this prospect is a long way off, and indeed VandenBos himself stated firmly that the demise of print journals is not to be anticipated during our careers despite the coming rise in on-line access to journals.

APA is making more of its journals available on-line. As has been widely advertised, any APA member who subscribes to at least one print journal can for an additional subscription fee gain on-line access to any of several services, including abstracts for psychological articles throughout the twentieth century or access to the full text of all articles in all the current year's APA journals. Hence if you need to know what was in some recent article in an APA journal to which you do not subscribe, you could access it from your desk computer and read the information on the screen or print out a copy.

APA is also planning to make the world's top 100 psychology journals available in an on-line package. This would include APA's own journals as well as top journals published by others. The Executive Committee discussed this project and there was general sentiment that it would be desirable to get PSPB included in this list of top journals. (PSPB is too new for such consideration, but the hope was expressed that it too will qualify for inclusion at some future date.)

The impact of Internet communication of research results on science is debated, and both optimistic and pessimistic views are

being proposed. A transition from print to on-line journal publishing would eliminate publication lag, because articles could be posted as soon as they are accepted. (In contrast, nowadays they must often wait a year or more before appearing in print.) Furthermore, the struggle to manage a precise number of pages per year would become a thing of the past, and indeed a journal could publish 100 articles one year and 200 the next year with no difficulty. However, if the result is a general shift toward making more and more information available, the winnowing function of the journals could be lost and researchers could gradually become inundated with a vast, unsorted and undigested amount of information. Seriously flawed studies might appear right alongside excellent, carefully controlled ones.

A further problem is that browsing is far more difficult in electronic formats than in print journals. With on-line access, you can find what you are looking for rather easily, but you cannot so easily thumb through other work to see what might be interesting. This may increase the tendencies toward narrow specialization among researchers.

BUDGET

Harry Reis, executive officer of SPSP, presented the budget (on behalf of Steve Fein, secretary-treasurer, who was unable to attend). It is in excellent shape. The bank balance amounts to almost three years' operating expenses, which is well above what is needed. The current flush state of the budget is partly attributable to royalties from PSPB, which came out higher than anticipated.

Reis cautioned that the budget will be facing significant strains in the next couple years. Library adoptions of PSPB are past the 100 mark but rising slowly, and it will be necessary for the Society to subsidize that journal for several

more years. The independent convention will also be costly, especially insofar as the Society plans to subsidize it heavily during the first year or two in order to ensure its success.

Still, the budget looks quite strong and healthy, and the Society's finances will be in good shape even despite the upcoming expenses. Brenda Major, new member of the Publications Committee, put this in perspective by noting that the last time she had served on the Pub Committee, the Society had been complaining that it was effectively broke — whereas now it regards itself as rich.

PSPB

Jerry Suls reported that the editorial transition has gone relatively smoothly and his team has now settled into action. Former editor Jack Dovidio is finishing up the remaining manuscripts that are under resubmission. He expects the yield from his editorial regime to fill the 1998 volume and about half the 1999 volume. To ensure that this carry-over in manuscripts does not infringe on Suls's ability to publish newly accepted work (or contribute to delays in publication), the Executive Committee voted to purchase some extra pages in the 1999 journal. PSPB subscribers will therefore receive a slightly larger journal in 1999. It was noted that this is a common development at the end of an editor's term.

A wrap-up report by Dovidio recorded several developments over his 1994-1997 term. Annual submissions to PSPB increased by 30%. The publication lag came down from around 18 months to just under a year. The annual rejection rate remained remarkably stable for the four years, coming to 79%, 73%, 73%, and 73%.

Suls, the new editor, expects to continue with similar numbers. He said that submissions continue to be high. Already he noted the need to find new associate editors,

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because the terms of some are ending soon. Finding associate editors for PSPB seems to be a never-ending struggle, for several reasons. One of these reasons is simply the large number who are needed (in order to keep the workload on individual associate editors down to a manageable size). Another is the need to cover the diversity of topics in personality and social psychology. Although it is not hard to find someone willing to become an associate editor, that person may not have the expertise that is needed at the moment, such as personality measurement or close relationships. Third, everyone wants to include women and minorities prominently among the roster of associate editors, but the ranks of tenured faculty in our field contain relatively fewer women and minorities, and those individuals are often sought by many other journals (and other leadership posts in the field).

Last, the international success of PSPB has led to an appreciation of the desirability of including one or more overseas associate editors. The Publications Committee and the Executive Committee discussed the problems as well as the advantages of overseas editors. Such editors cost the journal money (as in higher postage fees) and time (because of the delays associated with international mail), thereby stretching the budget and harming the turnaround time figures. Yet there was nearly unanimous sentiment that despite these costs it is highly desirable to include European, Australian, and/or Asian representation among the associate editors, so as to enable the journal to keep up with the growing international makeup of the discipline.

There was discussion of the publication lag, which may be rising, although it is difficult to draw

firm conclusions about what might be simply short-term fluctuations rather than long-range trends. One possible solution is to increase the pressure toward having shorter articles. Many readers are dissatisfied with JPSP because the articles are often quite long, and part of the appeal of PSPB has been its shorter articles. Given the rise of PSPB to the position of being the second most prestigious journal in the field, however, many authors now submit to PSPB articles that were written for JPSP and were rejected. There was a general sense that PSPB should not fill up with long papers. Moreover, if articles could be slightly shorter, then more articles could be published in the same number of pages (which is fixed by contract with Sage publications; extra pages must be purchased by the Society at fairly substantial expense).

PSPR

The Society's fledgling journal, *Personality and Social Psychology Review* (PSPR), is making progress. Its success thus far appears to be ahead of the publisher's expectations but a bit slower than the most optimistic members of the Society would have liked. It has been adopted by over 100 university libraries, which augments its substantial private circulation (that includes the 3,000 members of SPSP).

The term of the editor, Marilynn Brewer, expires at the end of next year, and a new editor has to be in place by January 2000. A separate announcement is found in this issue. Anyone interested in the theoretical development of our discipline should consider becoming editor of this exciting new journal. Mark Leary, the next chair of the Publications Committee, will chair the search for the new editor.

PSPR's rejection rate has held steady at 63%. The flow of new submissions is still less than editor Marilynn Brewer would like. As a

result, there is not much of a publication backlog, and once papers are accepted they enter the production and publication process quite rapidly. Meanwhile, authors are encouraged to prepare and submit manuscripts.

A special issue on "Perpetrators of Harm: Perspectives on Evil and Violence" was approved by the Executive Committee for the 1999 volume. Arthur Miller will be the editor of the special issue. Contributions have been arranged from Albert Bandura, Roy Baumeister, Leonard Berkowitz, John Darley, V. Lee Hamilton, Arthur Miller, Charlene Muehlenhard, and Ervin Staub.

There was also some interest in having another special issue for the journal's fourth volume (to be published during 2000). The Executive Committee tried to come up with suitable ideas for a special millennial issue, especially given the landmark year. Still, if anyone has an exciting idea for a special issue, he or she might wish to contact Brewer about it. The inclusion of special issues is viable now because the editors want to fill the journal pages without compromising the journal's high standards, and so the still slow manuscript flow makes this possible. It is anticipated that once the flow of manuscripts increases, the journal will be less able to have special issues.

MEMBERSHIP

The size of SPSP remains stable at just under 3,000. The trends toward having more members who do not belong to APA and fewer members who do belong to APA continue. These are largely offsetting trends. At present, slightly over half the members of SPSP do not belong to APA, although the non-APA count is bolstered by the many student members of SPSP.

AWARDS

Irving Alexander is the most

recent winner of the Murray Award. There was some levity at the Executive Committee meeting when it was discovered that he had not paid his membership dues for SPSP and was therefore not a member in good standing. David McClelland will be the next recipient of the Murray Award, although the award will have to be granted posthumously. David Winter will be the chair of the Murray Award committee.

Mark Zanna was announced as the winner of the Campbell Award.

The Student Travel Awards program continues to be successful. Melanie Trost chaired the committee this year. There were 82 candidates, and 22 awards were granted. These awards give \$300 to help students to travel to either APA or APS to present research.

After this year, there is likely to be a change in the Student Travel Awards program. Because SPSP will be holding its own independent convention, its funds will be earmarked for supporting that convention. Student Travel Awards are likely to be made primarily or exclusively for that convention. Whether SPSP will continue to give any awards for APS or APA was debated briefly, but no decision was made. For 1999, the number of Student Travel Awards will be increased to around 30.

EXECUTIVE OFFICER

The Executive Committee voted unanimously to extend the contract of Harry Reis as Executive Officer for several more years. He was only willing to commit to an additional three years, although in view of his fine work there was strong sentiment for retaining him even longer if he is willing.

Video Sale

We have a fresh shipment of Abe Tesser's videotape, "On becoming a social psychologist." This videotape is a series of interviews between Abe and several prominent researchers in the field, discussing how they became social psychologists, the inspiration for their work, and other career related issues. Many SPSP members have found this videotape useful for discussion groups, Psi Chi and other psychology student groups, etc.

These videotapes are available from SPSP, Department of Psychology, University of Rochester, Rochester, NY 14627, for \$25. The last shipment went fast, so order yours soon!

We also have available a videotape of "What would Kurt Lewin think of the field today? An exchange." This is a videotape of a panel discussion at the APS Preconference, held in June, 1997. This tape is also \$25.

Members of the society may purchase both tapes for the discounted price of \$40.

SPSP for Christmas!!

Here's the perfect holiday gift for your graduate students: membership in SPSP. Student memberships cost \$18 each. For that price, the student is enrolled as a member of the Society. Privileges include receiving this newsletter (Dialogue) and a full subscription to both our journals (PSPB and PSPR). Furthermore, student members of SPSP are eligible for several awards that carry cash prizes, including Student Travel Awards that help students attend conferences and present their research, as well as Student Publication Awards that recognize leading achievements in research.

Send your gift memberships in now, and SPSP will mail each recipient a card to inform him or her of the gift, the donor (you), and the benefits of membership. This is a great way to help your students begin their careers in our field!

Editor Sought for PSPR

The Publications Committee and the Executive Committee of SPSP have opened nominations for the editorship of the Personality and Social Psychology Review. The editor's term will be for four years, starting January 1, 2000. The editor's stature in the field should be commensurate with PSPR's high quality and strong impact. Most candidates will presumably hold the rank of professor.

The incumbent editor is Marilyn Brewer of Ohio State University. She was the first editor of the new journal. The journal is published four times per year. As she has observed, the workload for this editorship is currently lighter than at most journals of comparable quality.

All members of SPSP are encouraged to nominate suitable candidates. Self-nominations are permitted. First review of nominations will begin in November 1998. A decision will most likely be made in February 1999.

Nominations and other inquiries should be directed to Mark Leary, Dept of Psychology, Wake Forest U, Box 7778 Reynolds Station, Winston-Salem, NC 27109. His e-mail address is leary@wfu.edu. As chair of the SPSP Publications Committee for 1999, he will chair the search process. Final decisions are made by the SPSP Executive Committee. A decision may well be made at the February 1999 SPSP meeting.

Exchange on Ethics

Editor's note. We reproduce this exchange because it constitutes a thought-provoking dialogue on deception and other practices that many regard as essential to research in our field. The material is public domain (not copyrighted) because it was first published on the Internet. We welcome further comments or responses.

What Are We Smoking?

Herb Kelman's note to Jeremy Blumenthal, in response to Jeremy's query about methods for a "cheating study," has emboldened me to express my own extreme befuddlement about this sort of thing. I hope that these correspondents don't take this personally. It seems clear enough that these queries are not in the least atypical or unusual, and the attitudes that they reflect are widely shared. Which is what befuddles me.

Jeremy wrote that he was trying to gather methods for "a 'cheating' study — where Ss are given the opportunity to cheat (or, indeed, perform a socially or morally proscribed behavior, and where such cheating is identifiable." In other words, Jeremy is contemplating a study in which (a) subjects are encouraged to cheat — Herb's use of the word "entrapment" seems fair; and (b) the researcher himself would almost certainly be involved in cheating or deception to set up the study.

Back in February, Ken Savitsky solicited suggestions for "an experiment in which a subject is induced to 'accidentally' embarrass him- or herself in some seemingly unstaged way." The suggestions that he received included the following:

1. Participants are led to believe that they have spilled a drink. The drink is actually spilled using a hidden wire.
2. The subject is led to think he allowed 900 carefully ordered index cards to fall off a table.
3. Inducing the subject to fill out a questionnaire "incorrectly" and then making fun of him.
4. Giving subjects the wrong room number to report to, so that they enter someone's office instead of the lab.
5. "A subject and a confederate could participate in a mock roleplay in which they pretend to be friends and must

introduce each other to a third party. To introduce the subject, the confederate leans in and reads his name off his name tag. When the subject attempts to reciprocate, however, and reads the confederate's name, he is astonished to find that his counterpart has some embarrassing name which he must now say aloud ('This is my friend, er, Dick Head'). For even more embarrassment, have the confederate angrily correct the subject: 'It's Dick Heed!')

WHAT ARE WE SMOKING?!!

Have we really become so oblivious to the ethical concerns expressed by Herb and others for the past 30 years that we are not only willing to DO studies like these, but we are also ready to broadcast them to hundreds of people on the Internet without the slightest hint of embarrassment? Are the journals really full of this sort of thing, as they were back in the 1960's? What happened to the human subjects committees and institutional review boards?

And — here is my real befuddlement: what would make anyone think that studies like these can be done LEGALLY? I am not suggesting that experiments like these would amount to criminal conduct. But every state recognizes civil actions for things like intentional infliction of emotional distress, fraud, and misrepresentation. A student who was led to cheat, or was embarrassed, insulted, or demeaned by a researcher's deceptive actions could undoubtedly bring a lawsuit, and might well be able to prevail. Especially if the student's father or mother is a lawyer who decided to make something of it. If medical researchers cannot get away with deceptive studies — unless I've really been out out to lunch for the past decade (during which time I have been off campus, practicing law), informed consent is still absolutely required — what makes anyone think that psychological researchers can? Or should? And when universities are scared to death by the possibility of sexual (and racial, ethnic, etc.) harassment lawsuits, why would they be any less concerned about lawsuits brought by students who were induced to cheat, lie, or steal under false pretenses? A lot of harassment lawsuits are based on conduct that is

a whole lot more innocuous than inducing impressionable students people to behave immorally.

What's more, when it comes to clearly intentional behavior like setting up scenarios for the very purpose of embarrassing people, the universities' liability insurance policies might not offer any protection: in general, intentional torts are not covered by insurance.

What am I missing? Has my new life as a litigator warped my perceptions? Is there some sort of legal privilege accorded to social psychological researchers that I have slept through but that everyone on campus knows about? Do our introductory psychologist students sign some sort of waiver that says "anything you do to me in an experiment is OK" — and if they do is there any reason to think that such a waiver would have legal force with respect to deceptive conduct? What will happen if the university counsel starts reading the SPSP discussion group?

Zick Rubin

Problems are Avoidable

Many of the problematic issues that arise from these kinds of studies may be partially resolved by telling participants from the outset that they may experience distress during the study. In the case of a cheating study, for example, the participant could be told that the study is investigating the psychological experience of test-taking and that, as the participant knows, people sometimes find the test-taking experience stressful as they worry about their performance, question their own ability, try to figure out how to perform well on the test, and so on. Further, the initial cover story could say that the researchers have tried to make the testing situation as realistic as possible and that, as a result, some participants may find aspects of the study stressful or distressing. Participants are, of course, free not to participate, but if they give their informed consent, they are agreeing to experience potentially negative emotions. This approach, which gives nothing away regarding the purpose or hypotheses of the study, is identical to medical informed consent procedures that warn participants in medical research of possible pain and side-effects.

In thinking specifically about the "entrapment" issue in a cheating study, it occurred to me that, although less obvious, many of our studies "entrap" participants to do undesirable things that they may feel badly about, yet we don't label it entrapment. We don't think of it as entrapment when, in a study of prejudice, participants are led by the manipulations to express racist attitudes. We don't think of it as entrapment when, in a bystander intervention study, the manipulations lead some participants not to intervene to help a person in trouble. In an aggression study, we don't think of it as entrapment when manipulations increase levels of aggression.

In these and many other instances, we design our studies to cause participants in some conditions to perform behaviors that, if enacted outside the lab, would, like cheating, be ethically questionable and possibly cause negative feelings. Should all of these studies also be viewed as entrapments and, thus, eliminated from social psychology? I personally don't think so.

As behavioral scientists, we must try to understand undesirable behaviors, and we must do so in ways that are ethical and legal, and that show concern for the rights and welfare of research participants. I think that we can devise creative ways to study such topics while protecting participants' well-being and our own interests.

—Mark Leary

Not Entrapment

I echo Mark Leary's thoughts and would add another. Psychology and law don't seamlessly relate to one another. The use of the "entrapment" concept exemplifies the problem. "Entrapment" is a legal term for cases where law enforcement personnel induce a crime and arrest the person who commits the induced crime. Most of the inducement we perform induce people to commit acts that are not crimes and in any case we don't arrest them. In fact, we keep their confidence and attempt to restore them as best we can to their prestudy psychological state. So, in a certain sense what we do is like entrapment, inasmuch as we induce behavior, yet in another sense we do something very

different, namely actively work to protect participants' privacy and try to restore them to their prestudy state.

—Marty Heesacker

Risks, Costs—and Gains

I've been serving on the APA Task Force charged with revising the 1982 Ethical Guidelines for Research with Human Participants. Our group has spent a great deal of time discussing the issues raised by Herb Kelman, and I myself have struggled with these moral dilemmas in the course of my own research. A few thoughts to throw into the mix:

1) The decision not to conduct research has ethical implications, too. To the extent that we social psychologists believe that we're accomplishing anything here, making discoveries through our empirical efforts that may have beneficial real-world applications, the decision not to pursue certain lines of inquiry represents a potential loss. The ethical concerns raised by Kelman are most likely to arise in the context of socially undesirable, destructive, "immoral" patterns of behaviors that occur with great regularity in the real world, with very real human costs. We need to consider, also, the ethical implications of deciding as a field not to study whole classes of problematic behaviors, or not to use some of our most powerful methods to nail down critical questions of causality (which are especially relevant to intervention).

2) In the federal guidelines (CFR 45), and in most discussion of research ethics with human participants, there's the notion that some degree of risk is inevitable — and acceptable. Otherwise, we wouldn't be doing anything. Walking across the street poses some risk; so does working at the computer. CFR's threshold is the degree of risk that one would normally encounter in the course of everyday life. So a research participant in a memory experiment might develop carpal tunnel syndrome while seated at a lab computer, but that's a common risk that many people encounter on a day-to-day basis.

In this light, consider the typical "cheating," "stealing," or "bystander intervention" study where people are given the opportunity to transgress (or fail to help), in a situation explicitly designed to closely mirror daily life

(emphasis on external validity), but they're not actively encouraged to transgress. This kind of thing happens all the time. Students are routinely presented with an opportunity to cheat several times a semester. In experiments designed to simulate such common daily occurrences, participants who choose to cheat, steal, or ignore another's need may feel some sense of discomfort, guilt, or regret. But one could argue that such reactions are normal — moral, in fact. And it's no more distressing than what participants would experience in the course of normal everyday life.

3) Joan Sieber discusses "levels" of informed consent. When I make the difficult decision to use deceptive procedures (having exhausted what I can learn from non-deceptive means) I personally favor the option of letting participants know up-front that, because of the nature of the study, I can't reveal all the details of the purpose and procedures to be used. I tell them as much as I can. (Often, aspects of the protocol most important to participants are of little consequence to us — e.g., will this involve public speaking, etc.) But essentially, I ask them to consent to waive full informed consent. And then I bend over backwards to make debriefing as sensitive, useful, and educational as possible.

4) In all the countless deception studies conducted by social psychologists over the past 40 odd years — involving literally tens of thousands of research participants, probably — how many documented cases of notable harm are there? Are we really such delicate flowers? Just what is the risk of these studies, based on empirical evidence?

5) A working draft of the revised Ethics of Research with Human Participants is now available for public comment. This revision deals with the issue of deception in greater detail than the 1982 edition. Anyone interested can contact Chris Haertel at APA for a copy.

These are difficult issues, often involving competing ethical considerations. I think this debate is a sign not of our field's moral bankruptcy, but of our enduring commitment to "do the right thing" — scientifically and morally.

—June Tangney

Teaching Personality

by Howard S. Friedman

Several years ago, there were provocative discussions in *Dialogue* concerning the best ways to teach personality psychology to undergraduates. These were of special interest to me, as I was developing a new course in personality. Foolishly, I also accepted entreaties to write a textbook in this area. So I faced, in a very practical way, the dilemmas of balancing theory and research, basic concepts and applied examples, science and self-insight, and the interests of the general student versus the needs of the specialist.

The past discussions in *Dialogue* insightfully pointed out the tension between the traditional "theories" courses and those courses based on modern, empirical research. No modern psychologists think we can find an id or an ego in the brain, nor is infantile sexuality the subject of many papers in our leading journals. On the other hand, Freud is a most-cited psychologist and certainly provided insights relevant to behaviors and reactions surrounding such cases as the saga of Clinton, Lewinsky, and Starr.

Many of our colleagues thus have called for a didactic approach that demonstrates the modern implications of these classic ideas. This is easier said than done, since many modern researchers find it easier to invent new mini-theories than to trace their ideas back through the complex ego theories of Adler and Horney, or the acquired-drive theories of Hull and the Yale group, or Sullivan and the social interactionists, or Murray's eclectic blend, or, heaven forbid, the existentialists. However, I attempt this integration in my course and my textbook by closely bundling each major theoretical perspective with current research and applications.

Most students take a course in personality to try to understand themselves or human nature. Rather than thwarting this drive by turning immediately to Science with a capital "S", I take the opposite tack, trying to be as vivid and exciting as possible. For example, my unit on the psychoanalytic approach begins with this eye-opener: "In 1882, Dr. Sigmund Freud fell in love with a slender young woman named Martha Bernays. Unfortunately for Freud, he had neither the money nor the social status for an immediate marriage, and his sexual urges could not be soon gratified." Once the students are hooked enough to ponder the Freudian ideas, we bring in the modern material, in the same unit. Thus I conclude discussion of psychoanalysis with detailed presentations of modern work on unconscious motivation, hypermnnesia, infantile amnesia, repression, subliminal perception, and memory. The power of Freud's ideas as well as the limits of his data emerge, as classic theory confronts modern research.

The tremendous increase in knowledge about the biological bases of personality yields two types of special challenges. First, what should be done about the technicalities of heritability, hormones, evolution, brain scans, and so on, which students are often not prepared to study, and which professors are not accustomed to teaching? Here, a solution that seems to work is to illustrate through examples (homosexuality, schizophrenia, drug effects) the many significant, interacting variables, without attempting crash courses in genetics, neurology, and so on. Second, there is the challenge of helping students appreciate the important public policy issues that spin

around sociobiology and related matters. I confront these head on. For example, "There is a certain lure of biological determinism of personality. Even educated people are attracted to the idea that 'other' people are inherently inferior and therefore less deserving of freedom, success, and even life." Should a discussion of Social Darwinians and Nazis be included in a treatment of the biological aspects of personality? I think they must be.

What are we to do with dead-end approaches like Sheldon's somatotypes, with not too many researchers now studying the roly-poly, good-natured endomorphs (although perhaps we could use some as journal editors)? Relate it to modern notions of biological temperament and physiology, and then explain how one's physical characteristics can influence the reactions of others. In this way, we can sneak in some historical context while explaining more modern conceptions.

With such an integrated course, how are students to appreciate the nuances and complexities of Freud, Lewin, Jung, Murray, Bandura? Well, they cannot, unless they do more study or take more courses. But the general students may come away with the ability to question the assumptions about human nature that underlie many societal programs. They may be a better juror, voter, or consumer. Conversely, how are the specialist students to understand the modern, technical science of personality when so much general territory is being covered? Here again, my only answer is to attempt to provoke curiosity, in the hope that the student will go on to further reading and study.

The concluding third of my course is devoted to individual differences. It further attempts to bring the classic theories to life through application to such topics as love and hate, stress and health, and culture and ethnicity.

For example, "Why did Hitler, on a massive scale, and Jeffrey Dahmer, with his own hands, hurt others? What about serial killer Ted Bundy?" Although most people in the country are fascinated by such questions, we personality researchers often shy away from them, knowing that no simple and definitive answers are forthcoming. Yet why not explain this uncertainty to students, show-

ing them how different assumptions about human nature lead to different studies and interventions, and teaching them to be more sophisticated in explicitly using classic theories to inform, shape, and qualify the best modern empirical research? I would be interested in further discussion about this integrative approach by e-mail (FRIEDMAN@CITRUS.UCR.EDU) or in Dialogue.

are delighted at the support given by SBER. This support is manifested in the increase given to the Human Cognition & Perception program, the start-up of the new program on Children and Learning, and the conversion of the Social Psychology Program Director position from rotating to permanent. Nonetheless, we have two concerns. One is with the process described above for determining increases for programs. It gives us pause that these judgments were made in large measure on the basis of senior staff reading of proposal jackets, where these proposals in large measure lie outside of the readers' own areas of expertise. Moreover, the extent of the imbalance in allocated monies — \$10,000 vs. \$500,000 — is severe. Our second concern is the nature of the intellectual judgment rendered about the current state of social psychological research. Those four disciplines/programs receiving the nearly \$500,000 increase are deemed to be "on fire," as opposed to conducting science according to the status quo. The SBER perception that social psychology is neither spawning significant and exciting scientific advances nor exhibiting important growth is worrisome. Moreover, considering again the extent of the imbalance of allocated funds across disciplines / programs (\$500,000 vs. \$10,000), the negligible increase awarded to the social psychology program seems counter-productive in light of SBER's own reasoning on the matter. If social psychology is deemed by SBER to be in a stagnant or stalled phase in its development, a more facilitative response might be to lend this field added resources to foster growth. It is hard to see how deprivation of new resources would likely stimulate growth in those fields believed by SBER to be failing in generating exciting advances.

APA Protests as NSF 'Disses' Social Psych

Editors' note. This memo was received by Harry Reis from the APA Science Directorate and was circulated at the San Francisco meeting. It presents dismay over the process and outcome of the NSF decision to award only a token budget increase to social psychology. Members are encouraged to communicate their thoughts to NSF.

To: Harry T. Reis & The Division 8 Executive Committee
From: Richard McCarty, Executive Director for Science, APA, and Joan Lucariello, Senior Scientist

We at the APA Science Directorate want to bring to your attention information and concerns we have on the status of funding of social psychological research at the National Science Foundation.

For FY98, the program in Social Psychology will be receiving an increase of only \$10,000 from its FY97 base program allocation. It is one of 11 programs in the SBER budget to receive such an increase. These 11 programs may be distinguished from remaining programs comprising SBER, four of which (Archaeology, Human Cognition & Perception, Economics, Law and Social Sciences) are each receiving an increase of

nearly \$500,000 from their FY97 base program allocation, and one of which (the new program on Children and Learning), is starting out with \$500,000.

The process by which these budget increases were developed is as follows. Assessments of scientific excitement and growth were made with respect to each discipline represented in SBER. Assessments were based on a few sources. One source, and apparently the primary one, was the reading of proposal jackets as a means of gaining information on the extent and nature of change in the discipline and on the degree to which worthy proposals were straining program resources. Another source of information included reports provided by the respective program officers. Discussions with persons outside NSF, principally deans and provosts, who make similar judgments across academic disciplines, comprised a third source of information to SBER. These persons were relied on by SBER senior staff to inform their thinking as to what to consider when engaging in such assessments and as to SBER's particular judgments across the various disciplines.

We, like all those interested in support for behavioral research,

Convention Puts Personality at Crossroad

At the recent SPSP Executive Committee meeting, President Gifford Weary suggested that personality and social psychology are in a phase of growing apart. She expressed uncertainty about how personality psychologists will respond to the new independent convention that SPSP will hold, starting in 2000. They may embrace it — or they may stay away and assume that personality psychology will have only a small place in it.

In our view, the independent convention represents an extraordinary opportunity for personality psychology. To pass this up would be among the most foolish moves that personality psychologists have ever made. It could well be a historic disaster for the field.

The recent history of conventions is revealing. Most major fields, such as developmental, cognitive, and physiological, have largely abandoned APA for their own independent conventions. It is regularly pointed out that social/personality psychology is the largest scientific field in psychology not to have its own convention. This assertion is not entirely accurate, however, because social psychologists hold a highly successful annual meeting, sponsored by the Society for Experimental Social Psychology (SESP).

One problem with SESP, however, is that it is explicitly devoted to experimental social psychology, and so it has no formal place for personality psychology. SESP started out as a small, informal, elite meeting where tenured social psychologists could discuss their latest experiments. Its growth into one of the field's premier conferences has produced a sense among personality psychologists that they are left out.

And they are. SESP is not

likely to become a home for personality psychology in the foreseeable future.

That leaves personality psychology with three alternatives. One is to continue doing without an annual convention. As APA and APS continue to split the summer convention crowd, and especially as attendance at both of them continues to dwindle, the deprivation will become more acute. Conferences are important vehicles for formal and informal communication of research results, and few people doubt their value. How can personality psychology expect to flourish without having a convention? Being content with a marginal place at several other conventions is inadequate.

The second option is to start an independent convention devoted just to personality psychology. This has been discussed for many years, especially as the success of SESP made personality psychologists look with envy at what they were missing. But it hasn't happened, and we doubt that this is likely to change. For whatever reasons, personality psychologists seem not to have the organizational impetus or whatever else it takes to get a free-standing convention going. Moreover, many people (including the Dialogue editors) identify with both personality and social psychology, and an independent personality convention would have to compete for such attendees against the other conventions attended by social psychologists. Given that there are far more people in social than personality psychology, the social psychology conventions can offer bigger audiences and networking opportunities.

The third option is to embrace the SPSP convention as a major

outlet for personality psychology. This seems ideal. The convention is already being arranged, and the organizers are committed to making a big place on the program for personality. Indeed, while the social psychology crowd may have to choose between SESP and SPSP, the SPSP conference could easily and quickly become the primary outlet for personality psychology.

All that's necessary is for personality psychologists to participate. Claiming a large part of the SPSP convention will be much easier than forming a separate, independent convention for personality and much more viable. And it is far better than having no personality convention at all.

We suspect that the SPSP convention represents a kind of last chance for personality. If personality psychologists fail to take an active, central role, they may never get another chance. "Never" is a strong word, but probably at least another decade would go by before there is even another prospect for a national convention for personality. That decade would further weaken the discipline and make its chances of organizing a national convention that much slimmer.

This is no time to hold back or sulk. It is no time even for a wait-and-see attitude. The future of personality psychology may depend substantially on how it fares in the SPSP convention. Personality psychologists who care about the future of the discipline should make every effort to see that the SPSP convention in New Orleans in 2000 will be a landmark success for the field of personality. An opportunity like this is unlikely to be repeated any time soon.

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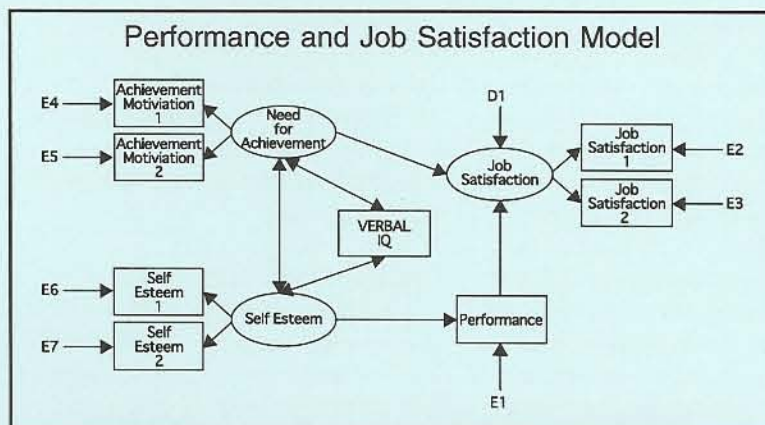
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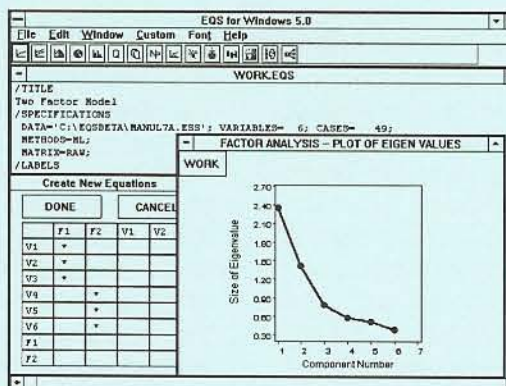
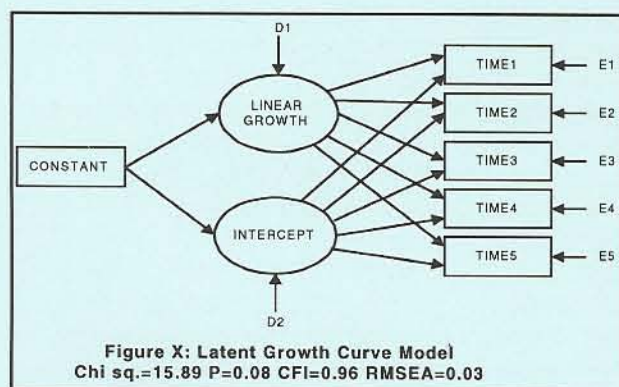
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Annals of Editing

by Jerry Suls

Life as an editor involves a blend of high drama and low comedy. (Unfortunately, the latter must be sealed in the "Secret Annals of Editing" not to be opened for fifty years.) Recently, I came across a quote that seemed relevant to my recent experience. To loosely paraphrase Nowell Coward, "People love criticism just as long as it's unqualified praise." In this column, which I hope makes a regular appearance, I will describe journal activities and announce changes in PSPB policy, but first:

THANKS TO JACK

Those who have close contact with PSPB's activities know the keen intellectual skills, imagination, kindness, and extraordinary effort that Past-Editor Jack Dovidio has devoted to the journal during the last four years. He has also helped and advised me in more ways than I can count as I made the transition to editor. Jack is a tough act to follow; fortunately I know I can call him for advice when I'm in a jam.

ROSTER CHANGES

I am sorry to report that Laura King and D.S. Moskowitz will be stepping down as Associate Editors at the end of 1998. They both have done an exemplary job and I extend my thanks and that of the Society for their splendid efforts in the interests of our discipline. Moskowitz served as an Associate for a year during Jack Dovidio's term and was gracious enough to continue for an additional year for me. For authors who think they may have escaped King's editorial grasp, be aware that she is moving to JPSP as Associate Editor of the Individual Differences and Personality Processes subsection.

In the meanwhile, I am in the process of selecting and recruiting three new Associate Editors. I am pleased to announce that Professor Delroy Paulhus of the University of British Columbia will be joining us as a new Associate starting in January 1999.

SHORTER PAPERS

By all accounts, PSPB is a success story with one of the highest citation rates in our field, over 500 submissions last year, and likely to reach a similar number by the end of 1998. The able stewardship of previous editors, the move to monthly publication, and a stream of excellent submissions has moved the journal into the top tier of publication outlets in personality and social psychology. But success has its costs. We have more papers to publish and they tend to be longer than in the past. In the interest of publishing both personality and social psychology papers in each issue, the Publications and the Executive Committees of SPSP has decided to encourage the publication of shorter papers. Although length of articles is determined by the paper's objectives and scope of contribution, the inside cover of PSPB will add the following statement beginning in January 1999: "Final papers are normally no more than thirty-five manuscript pages, including references, tables, and figures." This means that the action editors will strongly encourage(!) authors to shorten their papers in the interest of conserving space. Our model of an ideal article may fall closer to that of Psychological Science than to JPSP. Editors realize, of course, that authors try to anticipate reviewers' questions and concerns and to demonstrate a comprehen-

sive knowledge of previous literature. However, it may not be necessary for all of this information to appear in the final version of the paper. Some advice from Pascal may be appropriate: "I have only made this letter rather long because I have not had time to make it shorter."

NEWS RELEASES

In his 1996 SPSP Presidential address, Robert Cialdini urged psychologists to take a more proactive stance regarding getting the news out about our field's latest findings. Just as medical journals, such as the Journal of the American Medical Association, release summaries of new results to the mass media that coincide with the publication of the journal, so should PSPB and its sister journal, PSPP. To accomplish this aim, Jack Dovidio and I have initiated the following policy. When an article is accepted for publication, we ask authors to submit a brief description of their research that would be suitable for use as a press release. Authors are provided with a short description of how a news release should be written and asked to send it to the PSPB office. Authors are also asked to send the news release to the media relations office at their own university. The news releases for the articles in a given issue will also be sent to the University of Iowa media relations office, which will contact various news services. In this way, we will better educate the general public about the nature and conduct of psychological research.

COMMONS DILEMMA

All social psychologists are familiar with Hardin's "tragedy of the commons". This occurs when people use a finite common resource that has a fixed rate of replacement. However, as individuals, people tend to be immoderate and seek short-term gains. As a result, there is long-term depletion

of the resources for everyone. A related problem occurs in the scientific review process. Although someone once quipped that "in judging others, folks will work overtime for no pay," all editors are familiar with the difficulties associated with obtaining timely reviews. A manuscript sent by a journal editor arrives at one's office for review, but other, more potentially rewarding projects, such as writing one's own papers, are more enticing. Better to do one's own research, so the review is put off, for weeks, maybe even months. Although this strategy has short-term rewards, over the long-term, the delay caused by the individual causes a general editorial backlog which eventually is passed on to everyone. The message is simple — "The manuscript that you delay may be your own."

For our part, the action editors at PSPB are attempting to reduce the demands on reviewers. First, our policy is to try, where possible, to solicit only two reviews. Second, action editors have more discretion to make final decisions regarding the acceptability of revised manuscripts without external reviews. With this policy, we are attempting to decrease the demands on your time as reviewers. Nonetheless, we still depend on expeditious reviewing. The Commons Dilemma is not just about grazing.

Dialogue is published twice per year by the Society for Personality and Social Psychology, Inc. Copyright for material is held jointly by the Society and by the authors of individual articles. Contributions are welcome, esp. from SPSP members, and may include opinion pieces, intellectual news, humor columns, discussions of teaching and research, conference news, and announcements. Responses to or comments on articles in current or previous issues are particularly welcome. All material is subject to

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editing, esp. for brevity. Opinions presented are not necessarily those of the Society or the Dialogue editors; editorials reflect opinions of the editors but not necessarily the Society or its officers. Send contributions to R. Baumeister, Dept. of Psychology, 10900 Euclid Ave., Case Western Reserve Univ., Cleveland, OH 44106-7123. Deadlines are October 1 and March 15. For ads, contact Harry Reis, Dept of Psychology, Univ of Rochester, Rochester NY 14627.

APA 1999 Convention in Boston

by Lisa Aspinwall

Please see the APA call for program for details and forms. Symposia and posters only; no papers. No faxes. Postmark deadline for submissions is Dec. 2, 1998.

Please encourage graduate students to submit their work. Students who are members of APAGS and who are first author on a poster or a symposium presentation receive free conference registration.

In addition to regular Division 8 programming, we are pleased to announce two days of shared programming with Div. 38 (Health) that will feature work at the interface of personality, social, and health. By pooling just a small number of hours with Div. 38, we are able to expand the hours available for programming in personality and social psychology and provide a forum for interdisciplinary work. Plans for the shared programming include symposia, invited speakers, and a combination poster session and social hour. The shared programming is tentatively scheduled for Sunday and Monday of the conference. Proposals should follow the guidelines in the APA call for program and also include a cover letter stating that you are submitting your proposal to the shared programming of Divs. 8 and 38. The two divisions will employ a shared pool of reviewers, so members of both divisions may submit proposals to either division (but not to both).

Questions? Please contact Lisa Aspinwall, Dept of Psychology, U of Maryland, College Park, MD 20742-4411, (301) 405-7645, LA28@uamail.umd.edu.

Announcements

CONSUMER PSYCHOLOGY. 18th conference on Advertising and Consumer Psychology will be held in San Antonio, TX, May 21-22. SPSP is co-sponsor. The theme is "Diversity in Advertising." Deadline for submissions is Jan. 15. Contact C. P. Haugtvedt, Fisher College of Business, Ohio State U, Columbus OH 43210-1144, Haugtvedt.1@osu.edu.

PSPR EDITOR. Nominations are sought for position of editor of Personality and Social Psychology Review (see separate stories this issue). Contact Mark Leary, Dept of Psychology, Wake Forest U, Winston-Salem, NC 27109.

PEACE PSYCHOLOGY. APA Division 48, Peace Psychology, is concerned with preventing violence, fair and peaceful resolution of conflicts, and creating a culture of peace. It publishes Peace Psychology Journal. For info on membership and other activities, contact S. Handwerker, 4691 N. University Dr., Suite 385, Coral Springs FL 33067, peacewk@laker.net.

EMOTIONS. The University of Haifa (Israel) has established a new Center for Interdisciplinary Research on Emotions. Contact Prof. M. Zeidner at Redc303@uvm.Haifa.ac.il or at Faculty of Education, U. of Haifa, Mt. Carmel 31905 Israel.

POLICY. APA has two federal policy fellowship programs. Four postdoctoral psychologists will be able to work with members of Congress. (One position is targeted for work with HIV/AIDS issues.) Another position is a Science Policy Fellowship and will involve working at the National In-

stitutes of Health. Deadline for applications is December 15, 1998. Contact Daniel Dodgen 202 336 6068 or Patricia Kobor at 202 336 5933.

TEACHING AWARDS. Society for the Teaching of Psychology (APA Division 2) offers annual awards for outstanding teaching in four categories: high school, graduate school, 2-year college, and 4-year college. Self-nominations are permitted. Contact M. Kite, Dept of Psychological Science, Ball State U, Muncie, IN 47306, mkite@bsu.edu. The 1998 winner in the 4-year college category was William Graziano of Texas A&M. Congratulations, Bill!!!!

MORE EDITORS SOUGHT. The APA Publications and Communications Board has opened searches for several APA editorships. These editorial terms will be 2001-2006. Self-nominations are permitted. For JPSP: Attitudes and Social Cognition, contact Sara B. Kiesler, and for Psychological Review, contact Lyle E. Bourne. For both, use this address: c/o Karen Sellman, P&C Board Search Liaison, Room 2004, American Psychological Association, 750 First Street, NE, Washington DC 20002-4242. Incumbent editors are Arie Kruglanski and Robert Bjork.

EMOTION. APA announces a new journal, to be titled Emotion. The first issue will be published in 2001. Nominations for editorship are sought. To nominate candidates, send a statement of one page or less to Janet Shibley Hyde, c/o Karen Sellman, P&C Board Search Liaison, Room 2004, American Psychological Association, 750 First Street, NE,

Washington DC 20002-4242.

SOCIAL NETWORKS CONFERENCE. International Sunbelt Social Network Conference offers a major multidisciplinary forum for research on social networks. It will be held February 18-21, 1999. Deadline for papers is Dec. 15, 1998. Contact John Skvoretz, Dept. of Sociology, U of South Carolina, Columbia, SC 29208, skvoretz-john@sc.edu, 803 777 4968.

RESEARCH ON GAYS. American Psychological Foundation offers Placek Awards for empirical research on issues relevant to gay and lesbian concerns. These are research grants of up to \$30,000. For info, contact Placek Award, APF, 750 First Street, NE, Washington DC 20002-4242, 202 336 5814, foundation@apa.org.

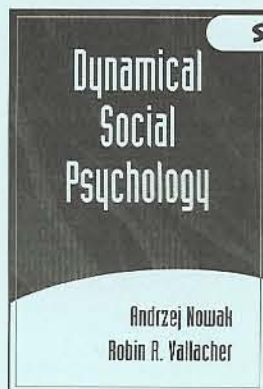
FEMINIST CONFERENCE. Annual conference for Women in Psychology will be held in Providence, RI, March 4-7, 1999. Contact K. Quina, Dept. of Psychology, URI, Suite 8, 10 Chafee Rd, Kingston, RI, USA 02881.

INTERNATIONAL. The International Council of Psychologists will hold its annual convention near Salem, MA, August 15-19, immediately preceding the APA convention in Boston. Deadline for proposals is Feb. 25. For program, contact F. Farley, 213 Ritter Annex, Temple U, Philadelphia, PA 19122. For convention and tour info, contact J. Chrisler, Dept. of Psychology, Connecticut College, New London, CT 06320.

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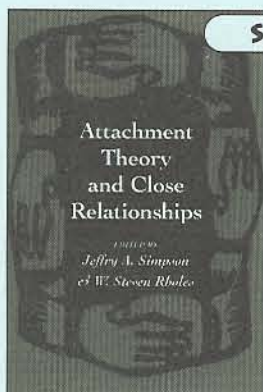
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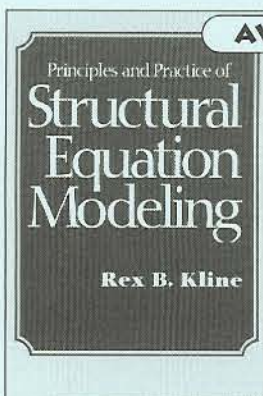
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Me and My Buddies Did a Few Studies

--Baumeister & Tice

(Editors' Note. By virtue of our insider connections, Dialogue was able to obtain an advance copy of the forthcoming next edition of the APA Publication Manual. The changes for this version look to be minimal, except for the stipulation that all empirical articles should henceforth be written in rhymed verse. As a service to the field, we are printing here one of our current manuscripts, using the new format:)

(Further note: This work is best read aloud, consistent with APA's new journal/convention combo plan.)

INTRODUCTION

According to Germain & Johnson
(and also Smith, but cf. Swanson)
People process information
From their current situation
Mainly from infatuation
—Only if they get the urge
From powerful affective surge.
They get smart when touched
by Cupid
Otherwise they're pretty stupid.

Other work on social thinking
Has provided findings linking
Self-conceptions and aggression
Especially amid repression
Before the topic was exhausted
The truth was found but then they
lost it
Contradict'ry findings came out
Grand conclusions did a flameout
Meta-analyzed collections
Pointed opposite directions
Issues were still mixed and muddy
So we thought we'd do a study.

The goal of our investigation
Was to get a publication.
Research purposes were clear:
We wanted to get tenure here.
Sitting over cheapo beers
We bemoaned our stalled careers
Waxing cynical and leery
Groping for a brilliant theory
Wondered how to make a splash
And get some research funding cash
Toot our horn, like Diz Gillespie,
And get into JPSP.
Things like this, not any logic
Caused us to pursue this project.

As usual, our theory's cursed:
Freud or Heider said it first.
He thought it up but didn't test it
Back then, was 'nuff to just have
guessed it.

METHOD

Though the recompense was meager
Subjects signed up seeming eager

Possibly they liked our title
(A catchy one is often vital)
Sign-up sheets said, bold and clear,
"Chocolate, money, sex, and beer".

Seated at computer screen,
Craving stimuli obscene
Instead we held them up for fools
and trotted out our usual tools
Slides of subliminal prime
(Software costs a pretty dime)
Timed IQ tests, pass or fail,
Here and there a Likert scale,
Questionnaires with spaces fillable
Long dull lists of nonsense syllable
Variables are elusive?
We have measures more intrusive
Sensors on their private parts
Record their hiccups, burps, and farts
To reveal their states of mind
Through data patterns we shall find.
Polygraphs with lines a-wagging
Inform us their attention's lagging
So we push their affect button
Get their hormones all a-struttin'.
Manipulated and provoked
Their angry impulses were stoked
We got them hot under their collars
But then we paid them each two
dollars
(A fair and proper settlement —
Besides, they signed informed
consent.)

They listened to our full debriefing
And gave 'the finger' before leaving.

RESULTS

To buttress our investigation
We checked the manipulation.
Ratings on the questionnaire
Across conditions, did compare
And showed that in our lab'ratory
They believed our cover story
They fell for it, and what is more,
Rated us a total bore.

Next we turned with doubtful pleasure
To analyze dependent measure
Oh how we tried to beat the odds

Courting the statistics gods
Sacrifices, prayers, libations,
Logarithmic transformations,
Square, covary, standardize,
T-tests tell the sweetest lies.
LISREL makes us feel a fool,
Reviewers, though, will think it's cool.
Finally in our musty basement
Printouts showed, to our amazement
Sort of a pink elephant:
Our finding was significant!

DISCUSSION

Now it's time to tell the story
Of how our t-tests, in their glory,
may advance the stock of knowledge
(and our paychecks from the college).
Our results, and you can quote us,
Show that students mainly notice
Things romantic and lascivious
To all else they seem oblivious.

Alternative interpretations
Regarding our investigations
Puzzle and befog our brains
And in our asses give us pains
Not to mention blind reviewers
(Minds like knives and mouths like
sewers)

Their suggestions were all heeded
But still, more research is needed.

CONCLUSION

The broader point, as we reflect,
Is that the human intellect
Is dumber than you would expect.

Author Note.

*We wish we could acknowledge
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Unfortunately we can't.
Still Larry, Jill, and Jerry,
All need to be thanked
But as for the reviewers
Those bastards should be spanked!*