Welcome to the 7th Annual Meeting of the Society of Personality and Social Psychology

It is our pleasure to welcome you to Palm Springs and to the 7th Annual meeting of SPSP. Once again, our society's annual meeting boasts the largest and most diverse program ever offered, including more than 50 symposia, workshops on a range of topics, over 1000 poster presentations, and a broad selection of preconferences. Palm Springs is a warm, casual, and hospitable host site and we trust you will enjoy your time here.

As has become our tradition, this year's program will begin on Thursday evening, with an opening plenary session from 5:30 to 7:00 highlighted by the Presidential Symposium, *Social Psychological Perspectives on the Red/Blue Divide*, as organized by current SPSP President Brenda Major and featuring talks by Marilynn Brewer, John Jost, and David Myers. Following the symposium, a reception will be held from 7:00 to 8:00 as well as a poster session from 7:00 to 8:30.

Programming runs from 8:30 a.m. to 7:00 p.m. on both Friday and Saturday. The program features an invited address by Arie Kruglanski entitled *The Psychology of Terrorism: 'Syndrome' versus 'Tool' Perspectives*, as well as the 2006 Presidential Address by Brenda Major. The symposia cover a wide range of contemporary and enduring issues in personality and social psychology, including topics such as the biology of close relationships, communication, group processes, self-esteem, exclusion, animal social psychology, religious fundamentalism, ideology, self-control, and free will. In addition, once again there will be seven different poster sessions, featuring more than 1000 posters presented in a format to maximize discussion and collegiality. As in past years, box lunches will be available during the midday poster sessions, making it even easier to talk with colleagues doing new and interesting work.

This year's meeting also offers a number of special events and workshops. Walter Mischel will give the 2006 Jack Block Award for Distinguished Research in Personality address, with a talk entitled *Lives in Search of Personality*. David Kenny will receive the 2006 Donald Campbell Award for Distinguished Research in Personality, and give an address entitled *The Partner (and the Participant) in Personality and Social Psychology*. Other events sponsored by the Graduate Student Committee and focused on diversity and training are available as well. And don't forget to join the traditional SPSP Saturday night jam session.

A conference such as this requires the commitment and talent of many people, and we would like to acknowledge and thank our colleagues on the SPSP Convention Committee, Steve Harkins and Julie Norem, for all their hard work in making this year's meeting a reality. We also wish to thank David Dunning for his invaluable work, both foreground and background, as SPSP executive officer. The outstanding scientific program deserve special thanks, and we are grateful to the members of the program committee, Serena Chen, Chris Crandall, Lisa Feldman-Barrett, William Fleeson, Chris Fraley, Lowell Gaertner, Paula Niedenthal, and Laurie Rudman. Finally, we thank our friends at Tara Miller Events for taking care of all those aspects of a large scientific conference that make it a rewarding and stress-free experience (for us!).

Enjoy your time here in Palm Springs, and thanks to everyone for making the SPSP Annual Meeting a truly spectacular event.

Tim Strauman
Duke University
Chair, 2006 SPSP Convention Committee

Jeff Simpson
University of Minnesota
Chair, 2006 SPSP Program Committee

Schedule of Events

Thursday 1/26/06

8:00 am – 4:00 pm — **Pre-Conferences**
Attitudes, Career, Close Relationships, Cultural Psychology, Developmental Perspectives on Intergroup Relations, Emotion, Enhancing Teaching of Social and Personality Psychology, Evolutionary Psychology, Groups and Intergroup Relations, Judgment and Decision Making, Justice, Personality, Self and Identity, Social Cognition

8:00 am – 6:30 pm — **Exhibits Set up**
Oasis 1 Room

3:30 – 7:45 pm — **Pre-Registration Check-In and On-Site Registration**
Lobby, Convention Center

5:30 – 7:00 pm — **2006 Presidential Symposium**

SOCIAL PSYCHOLOGICAL PERSPECTIVES ON THE RED-BLUE DIVIDE

Chair: Brenda Major, University of California, Santa Barbara

Marilynn Brewer, Ohio State University
When Differences Become 'Us' versus 'Them'

John Jost, New York University
The End of the End of Ideology

David Myers, Hope College
Bridging the Divide

Oasis Hall 2, Convention Center

6:30 – 8:30 pm — **Exhibits Open**
Oasis Hall 1

7:00 – 8:00 pm — **Welcome Reception**
Oasis Hall 1-2

7:00 – 8:30 pm — **Poster Session A**
Oasis Hall 1

Friday 1/27/06

7:30 am – 4:15 pm — **Pre-Registration Check-In and On-Site Registration**
Lobby, Convention Center

8:30 am – 7:00 pm — **Exhibits Open**
Oasis Hall 1

8:30 – 9:00 am — **Continental Breakfast**
Oasis Hall 1

8:30 – 10:00 am — **Poster Session B**
Oasis Hall 1

8:45 – 10:00 am — **Special Session A**

NSF FUNDING FOR SOCIAL AND PERSONALITY RESEARCH

Chair: Kellina M. Craig-Henderson
Sierra/Ventura Room, Wyndham Hotel

SPSP TRAINING COMMITTEE OPEN MEETING

Chair: Steve Drigotas, Johns Hopkins University
Anyone with interests, concerns, and suggestions for training in social and personality psychology is invited to attend.
Pasadena Room, Wyndham Hotel

10:00 – 10:15 am — **Coffee Break**
Oasis Hall 1

10:15 – 11:30 am — **Symposia Session A & Presidential Address**

2006 PRESIDENTIAL ADDRESS

Brenda Major, University of California, Santa Barbara
How Cultural Worldviews Shape Perceptions of and Responses to Prejudice
Introduction: Kay Deaux, City University of New York, Graduate Center
Oasis Hall 2, Convention Center

THE BIOLOGY OF CLOSE RELATIONSHIPS

Chair: Richard B. Slatcher, University of Texas, Austin
Discussant: Robert W. Levenson, University of California, Berkeley
Speakers: Arthur Aron, Louise C. Hawkley, Richard B. Slatcher, Shelley E. Taylor
Oasis Hall 3A, Convention Center

DISSATISFACTION

Chairs: Carey K. Morewedge, Harvard University; Eugene M. Caruso, Harvard University
Speakers: Dan Ariely, Eugene M. Caruso, Carey K. Morewedge, Tom Meyvis
Primrose Ballroom A, Convention Center

MOTIVATION, COGNITION, AND SOCIAL DOMAINS: NEW THEORY AND RESEARCH IN EVOLUTIONARY SOCIAL PSYCHOLOGY

Chair: Douglas T. Kenrick, Arizona State University
Speakers: Norm Li, Mark Schaller, Jon K. Maner, Vladas Griskevicius
Catalina Room, Wyndham Hotel

SHARED REALITY IN COMMUNICATION: IMPLICATIONS FOR MEMORY AND SOCIAL PERCEPTION

Chairs: Gerald Echterhoff, University of Bielefeld; Per Hedberg, Columbia University

Speakers: Gerald Echterhoff, Leslie R. M. Hausmann, Yoshihisa Kashima, Yuwei Jiang, William Hirst
Madera Room, Wyndham Hotel

I LOVE ME...I LOVE ME NOT: DO NARCISSISTS HAVE HIGH SELF-ESTEEM, LOW SELF-ESTEEM, OR BOTH?
Chair: Seth A. Rosenthal, Harvard University
Discussant: Aiden P. Gregg, University of Southampton
Speakers: Jessica L. Tracy, Christian H. Jordan, Seth A. Rosenthal, Aaron L. Pincus
Pasadena Room, Wyndham Hotel

METACOGNITION IN GROUPS: HOW METACOGNITIVE BELIEFS FACILITATE GROUP INTERACTION AND PERFORMANCE
Chairs: Torsten Reimer, North Dakota State University, University of Basel, Switzerland; Verlin B. Hinsz, North Dakota State University
Speakers: Elisabeth Brauner, Maria Augustinova, Verlin B. Hinsz
Sierra/Ventura Room, Wyndham Hotel

11:30 am – 12:30 pm **Box Lunch Served**
Oasis Hall 1

11:30 am – 1:00 pm **Poster Session C**
Oasis Hall 1

Noon – 1:00 pm **Graduate Student Mentor Dessert Hour**
Sponsored by 2005 SPSP Graduate Student Committee and the SPSP Training Committee
Hosted by Lavonia Smith-LeBeau and Darin Challacombe
Santa Rosa Room, Wyndham Hotel

1:15 – 2:30 pm **Symposia Session B & Invited Address**

2006 INVITED ADDRESS
Arie Kruglanski, University of Maryland, College Park
The Psychology of Terrorism: 'Syndrome' versus 'Tool' Perspectives
Introduction: Jeff Simpson, University of Minnesota
Oasis Hall 2, Convention Center

DOES SELF-ESTEEM MATTER?
Chair: Richard W. Robins, University of California, Davis
Speakers: Joachim I. Krueger, Jennifer Crocker, William B. Swann, Kali H. Trzesniewski
Oasis Hall 3A, Convention Center

ANGER IN SOCIAL LIFE: GOOD OR BAD?
Chairs: Agneta Fischer, University of Amsterdam; Paula Niedenthal, University of Clermont-Ferrand
Speakers: Ursula Hess, Peter Kuppens, Arnelle Nugier
Primrose Ballroom A, Convention Center

INTRAGROUP DYNAMICS OF EXCLUSION
Chair: Celia Gonzalez, New York University
Speakers: Wendi Gardner, Kipling D. Williams, Celia M. Gonzalez, Geraldine Downey
Catalina Room, Wyndham Hotel

ADULT ATTACHMENT, STRESS, AND PHYSIOLOGICAL RESPONSES
Chairs: Markus Quirin, University of Osnabrueck, Germany; Omri Gillath, University of California, Davis
Discussant: Mario Mikulincer, Bar Ilan University, Israel
Speakers: Omri Gillath, Kimberly Otter-Henderson, Markus Quirin, Mark W. Baldwin
Madera Room, Wyndham Hotel

AUTOMATIC PROCESSES IN EMOTION REGULATION
Chair: Iris Mauss, University of Denver
Discussant: James Gross, Stanford University
Speakers: Yael Zemack-Rugar, Iris Mauss, Ozlem Ayduk, George A. Bonanno
Pasadena Room, Wyndham Hotel

RECENT DEVELOPMENTS IN DYADIC ANALYSIS
Chair: Gwen Seidman, New York University
Discussant: Niall Bolger, Columbia University
Speakers: Deborah A. Kashy, Patrick E. Shrout, Richard Gonzalez, David A. Kenny
Sierra/Ventura Room, Wyndham Hotel

2:30 – 2:45 pm **Coffee Break**
Oasis Hall 1

2:45 – 4:00 pm **Symposia Session C & Block Award Address**

SOCIAL-PSYCHOLOGICAL EXPLANATIONS OF HARMFUL BEHAVIORS: WHERE DOES RESPONSIBILITY LIE?
Chair: Arthur G. Miller, Miami University
Discussant: John Darley, Princeton University
Speakers: Arthur G. Miller, Susan T. Fiske, Lee Ross, Bertram F. Malle
Oasis Hall 2, Convention Center

ANIMAL SOCIAL PSYCHOLOGY REVISITED: HARNESSING THE BROAD AND UNIQUE BENEFITS OF ANIMAL RESEARCH IN SOCIAL AND PERSONALITY PSYCHOLOGY
Chair: Sam Gosling, University of Texas at Austin
Discussant: Robert Zajonc, Stanford University
Speakers: R. Chris Fraley, John P. Capitanio, Amanda C. Jones
Oasis Hall 3A, Convention Center

WHY DO PEOPLE HELP THEIR COMMUNITIES?
Chair: Tom Tyler, New York University
Speakers: Robert Cialdini, David De Cremer, Mark Snyder, Tom Tyler
Primrose Ballroom A, Convention Center

2006 JACK BLOCK AWARD FOR DISTINGUISHED RESEARCH IN PERSONALITY ADDRESS
Recipient: Walter Mischel, Columbia University
Title: Lives In Search Of Personality
Introduction: Carol Dweck, Stanford University
Catalina Room, Wyndham Hotel

ADAPTIVE VS. MALADAPTIVE PROCESSING OF NEGATIVE EMOTIONS: A MULTI-LEVEL ANALYSIS
Chairs: Ozlem Ayduk, University of California, Berkeley; Ethan Kross, Columbia University
Discussant: James W. Pennebaker, University of Texas, Austin
Speakers: Susan Nolen-Hoeksama, Ethan Kross, Rebecca Ray
Madera Room, Wyndham Hotel

NEW DIRECTIONS IN THE PSYCHOLOGY OF RELIGIOUS FUNDAMENTALISM
Chair: D. Conor Seyle, University of Texas, Austin
Speakers: Mike Friedman, Conor Seyle, Jaime L. Napier, Alberto Agosti
Pasadena Room, Wyndham Hotel

GOAL PURSUIT: CHALLENGING CONVENTIONS AND EXTENDING THE CONSTRUCT
Chair: Georgia Pomaki, University of British Columbia
Discussant: Brian R. Little, Harvard University
Speakers: Natalie Ciarocco, Georgia Pomaki, Daniel S. Bailis, Thomas L. Webb, Kai Sassenberg
Sierra/Ventura Room, Wyndham Hotel

4:00 – 6:00 pm — **Diversity Committee Reception Everyone Welcome**
Santa Rosa Room, Wyndham Hotel

4:15 – 5:30 pm — **Symposia Session D & Training Committee Workshop**

FORGIVENESS MEETS TIME-HONORED THEORIES IN SOCIAL/PERSONALITY PSYCHOLOGY
Chair: Eli J. Finkel, Northwestern University
Speakers: Caryl E. Rusbult, Eli J. Finkel, Johan Karremans, Phillip R. Shaver
Oasis Hall 2, Convention Center

IDEOLOGY: ITS RESURRECTION IN PERSONALITY AND SOCIAL PSYCHOLOGY
Chair: John T. Jost, New York University
Discussant: Arie W. Kruglanski, University of Maryland
Speakers: Richard P. Eibach, Jonathan Haidt, Howard Lavine, Robb Willer
Oasis Hall 3A, Convention Center

POWER AND THE SELF
Chair: Ana Guinote, University of Kent, UK
Discussant: Dacher Keltner, University of California at Berkeley
Speakers: Serena Chen, Deborah Gruenfeld, Ana Guinote
Primrose Ballroom A, Convention Center

STIGMA IN AN AGE OF POLITICAL CORRECTNESS: IRONIC BENEFITS OF LOW STATUS
Chair: Michael I. Norton, Harvard Business School
Discussant: Chris Crandall, University of Kansas
Speakers: Wendy Berry Mendes, Michael I. Norton, Eden B. King, Jennifer Randall Crosby
Catalina Room, Wyndham Hotel

GETTING OVER YOURSELF: NEW EVIDENCE ON THE BOUNDARIES AND CONSEQUENCES OF PROJECTION AND PERSPECTIVE-TAKING
Chair: Daniel Ames, Columbia University
Speakers: Emily Pronin, Gillian Ku, Daniel Ames, Nicholas Epley
Madera Room, Wyndham Hotel

DO EMOTION-BASED SKILLS SHAPE SOCIAL SUCCESS?
Chairs: Elizabeth Dunn, University of British Columbia; Marc Brackett, Yale University
Discussant: Jack Mayer, University of New Hampshire
Speakers: Jeremy Gray, Elizabeth Dunn, Marc Brackett, Tanja Wranik
Pasadena Room, Wyndham Hotel

SPSP TRAINING COMMITTEE WORKSHOP
Chair: Yuichi Shoda, University of Washington, Seattle
Sierra/Ventura Room, Wyndham Hotel

5:30 – 7:00 pm — **Poster Session D with Social Hour**
Oasis Hall 1

Saturday 1/28/06

8:00 am – 3:00 pm — **Pre-Registration Check-In and On-Site Registration**
Lobby, Convention Center

8:30 am – 7:00 pm — **Exhibits Open**
Oasis Hall 1

8:30 – 9:00 am — **Continental Breakfast**
Oasis Hall 1

8:30 – 10:00 am — **Poster Session E**
Oasis Hall 1

8:45 – 10:00 am — **Special Session B**

TAKING THE NEXT STEPS TO BECOMING AN ADVOCATE FOR PSYCHOLOGICAL SCIENCE
Steven J. Breckler, Karen Studwell, and Heather Kelly, American Psychological Association.

Participants will learn how to craft and deliver appropriate messages to Congress about funding for social and personality psychology and will be prepared to schedule a meeting with their Congressional Representatives in the Spring of 2006.
Sierra/Ventura Room, Wyndham Hotel

THE NIH PEER REVIEW PROCESS IN CHANGING TIMES
NIH Peer Review in a Rapidly Changing Environment
Anna Riley, Center for Scientific Review, NIH
NIH Peer Review Changes: The Reviewers' and Investigators' Perspectives
Jeff Simpson, University of Minnesota
Harry Reis, University of Rochester
Brenda Major, University of California, Santa Barbara
Pasadena Room, Wyndham Hotel

10:00 – 10:15 am — **Coffee Break**
Oasis Hall 1

10:15 – 11:30 am — **Symposia Session E**

AGGRESSION: CAUSES AND CONSEQUENCES
Chair: Jean M. Twenge, San Diego State University
Speakers: Craig A. Anderson, Jean M. Twenge, C. Nathan DeWall, Brad Bushman
Oasis Hall 2, Convention Center

SELF-CONTROL PROCESSES: NEW THEORETICAL AND EMPIRICAL DIRECTIONS
Chair: Ayelet Fishbach, University of Chicago; Yaacov Trope, New York University
Speakers: Ayelet Fishbach, Matthew Lieberman, Ran Kivetz, Walter Mischel, Yaacov Trope
Oasis Hall 3A, Convention Center

CONSCIOUS AND NONCONSCIOUS SELF-REGULATION: A LOOK AT THE WHOLE REGULATORY SYSTEM
Chair: Kathleen D. Vohs, University of Minnesota
Speakers: Peter M. Gollwitzer, Kathleen D. Vohs, James Y. Shah, Fritz Strack, Charles S. Carver
Primrose Ballroom A, Convention Center

EGOSYSTEM AND ECOSYSTEM: TWO MOTIVATIONAL ORIENTATIONS FOR THE SELF
Chair: Jennifer Crocker, University of Michigan
Discussant: Barbara L. Fredrickson, University of North Carolina
Speakers: Stephanie L. Brown, Paul J. Zak, Juliana Breines, Julie A. Garcia
Catalina Room, Wyndham Hotel

REALITY, ILLUSION, AND INFLUENCE IN INTIMATE RELATIONSHIPS: THE PIVOTAL ROLES OF LAY THEORIES AND INDIVIDUAL DIFFERENCES
Chair: Garth Fletcher, University of Canterbury
Speakers: Benjamin Karney, Nancy Collins, Sandra Murray, Eva C. Klohnen, Garth Fletcher
Madera Room, Wyndham Hotel

ON REFINING AND DEFINING STEREOTYPE THREAT: THE ROLE OF COGNITION, SITUATIONAL CUES, AND SELF-EVALUATIVE CONCERNS
Chairs: David M. Marx, University of Groningen; Diederik A. Stapel, University of Groningen
Discussant: Claude M. Steele, Stanford University
Speakers: Toni Schmader, Steven J. Spencer, Mary C. Murphy, David M. Marx
Pasadena Room, Wyndham Hotel

TAKE IT FROM THE TOP: HOW TOP-DOWN PROCESSES AFFECT BASIC PERCEPTION
Chairs: Emily Balcetis, Cornell University; Kerri L. Johnson, New York University
Speakers: Shinobu Kitayama, Emily Balcetis, Derek M. Isaacowitz, Kerri L. Johnson
Sierra/Ventura Room, Wyndham Hotel

11:30 am – 12:30 pm — **Box Lunch Served**
Oasis Hall 1

11:30 am – 1:00 pm — **Poster Session F**
Oasis Hall 1

1:15 – 2:30 pm — **Symposia Session F & Campbell Award Address**

FREE WILL: EVERYDAY EXPERIENCE AND SCIENTIFIC RESEARCH
Chair: Roy F. Baumeister, Florida State University
Speakers: Daniel M. Wegner, Jonathan W. Schooler, Roy F. Baumeister, Richard Ryan
Oasis Hall 2, Convention Center

SELF-KNOWLEDGE: PERSPECTIVES FROM SOCIAL, PERSONALITY, CLINICAL, AND NEUROPSYCHOLOGY
Chair: Simine Vazire, University of Texas, Austin
Discussant: Timothy D. Wilson, University of Virginia
Speakers: David Dunning, Simine Vazire, Thomas F. Oltmanns, Jennifer S. Beer
Oasis Hall 3A, Convention Center

IMPLICIT AND EXPLICIT EMOTION REGULATION: PERSPECTIVES FROM PERSONALITY, SOCIAL, AND AFFECTIVE NEUROSCIENCE
Chair: Drew Westen, Emory University
Speakers: Kevin N. Ochsner, Drew Westen, Silvia Bunge, Sheldon Solomon
Primrose Ballroom A, Convention Center

THE DEVELOPMENT OF SOCIAL COGNITION
Chairs: Kristina R. Olson, Harvard University; Mahzarin R. Banaji, Harvard University
Discussant: E. Tory Higgins, Columbia University

Speakers: Carol Dweck, Kristina Olson, Karen Wynn
Catalina Room, Wyndham Hotel

2006 DONALD CAMPBELL AWARD FOR DISTINGUISHED RESEARCH IN SOCIAL PSYCHOLOGY ADDRESS
Recipient: David Kenny, University of Connecticut
Title: The Partner (and the Participant) in Personality and Social Psychology
Introduction: Mark Snyder, University of Minnesota
Madera Room, Wyndham Hotel

MY PARTNER AND ME: HOW CLOSE PARTNERS INVARIABLY SHAPE THE SELF
Chair: Madoka Kumashiro, Free University of Amsterdam
Speakers: William Ickes, Jaye Derrick, Brooke C. Feeney, Madoka Kumashiro
Pasadena Room, Wyndham Hotel

THE ROLE OF SELF-REGULATION IN THE EXPRESSION AND EXPERIENCE OF PREJUDICE: BEHAVIORAL AND NEUROSCIENTIFIC APPROACHES
Chair: Michael Inzlicht, University of Toronto
Discussant: John F. Dovidio, University of Connecticut
Speakers: Jennifer A. Richeson, David M. Amodio, William A. Cunnigham, Michael Inzlicht
Sierra/Ventura Room, Wyndham Hotel

1:30 pm – 2:00 pm **Graduate Student Committee Roundtable**
Hosted by the 2005 SPSP Graduate Student Committee
President: Darin Challacombe, Fort Hays State University
Mesquite C Room, Convention Center

2:30 – 2:45 pm **Coffee Break**
Oasis Hall 1

2:45 – 4:00 pm **Symposia Session G**

BRIDGING SOCIAL PSYCHOLOGY
Chair: Paul Van Lange, Free University, Amsterdam, Unversity of Leiden
Discussant: Hazel Markus, Stanford University
Speakers: Paul A. M. Van Lange, John T. Cacioppo, Harry T. Reis
Oasis Hall 2, Convention Center

INTEGRATING SOCIAL IDENTITY PERSPECTIVES WITH RESEARCH ON THE EXPERIENCES OF LESBIANS AND GAY MEN
Chair: Letitia Anne Peplau, University of California, Los Angeles
Discussant: Miles Hewstone, University of Oxford
Speakers: Adam W. Fingerhut, Jim Sidanius, Lisa M. Diamond, Kristin P. Beals
Oasis Hall 3A, Convention Center

THE PSYCHOLOGY OF THE 2004 US PRESIDENTIAL ELECTION: PREDICTORS OF CANDIDATE PREFERENCE AND REACTIONS TO DEFEAT
Chair: Richard H. Gramzow, Northeastern University
Discussant: Jon A. Krosnick, Stanford University
Speakers: Kennon M. Sheldon, Mahzarin R. Banaji, Richard H. Gramzow, Adriel Boals
Primrose Ballroom A, Convention Center

THE USEFULNESS OF IMMERSIVE VIRTUAL ENVIRONMENT TECHNOLOGY FOR SOCIAL PSYCHOLOGICAL RESEARCH
Chairs: Daniel Wigboldus, Radboud University Nijmegen; Jim Blascovich, University of California, Santa Barbara
Discussant: Jim Blascovich, University of California, Santa Barbara
Speakers: Jeremy Bailenson, Frederica R. Conrey, Cade McCall, Daniel Wigboldus
Catalina Room, Wyndham Hotel

POLITICAL IDEOLOGIES, SOCIAL INEQUALITY, AND INTERGROUP RELATIONS
Chair: David A. Butz, Florida State University
Speakers: Hulda Thorisdottir, Christopher M. Federico, David A. Butz, Melissa J. Ferguson, Felicia Pratto
Madera Room, Wyndham Hotel

RECENT INSIGHTS CONCERNING MOOD AND EMOTIONAL INFLUENCES ON IMPLICIT SOCIAL COGNITION
Chair: Jeffrey Huntsinger, University of Virginia
Speakers: Justin Storbeck, Maya Tamir, Michael D. Robinson, Jeffrey Huntsinger, Nilanjana Dasgupta
Pasadena Room, Wyndham Hotel

THE US IN YOU AND ME: MODELING THE DYAD IN RELATIONAL PROCESSES
Chair: Jennifer La Guardia, University of Waterloo
Speakers: Lisa Neff, Gian Gonzaga, Heather Patrick, Jennifer La Guardia
Sierra/Ventura Room, Wyndham Hotel

4:00 – 5:30 pm **GASP Coffee Break**
Pueblo Room, Wyndham Hotel

4:15 – 5:30 pm **Symposia Session H**

INDIVIDUAL DIFFERENCES IN EMOTIONAL PROCESSING: BEHAVIORAL, NEURAL, AND GENETIC MECHANISMS
Chairs: Omri Gillath, University of California, Davis; Robin Edelstein, University of California, Irvine
Speakers: Oliver P. John, Jeffrey Sherman, Robin S. Edelstein, Turhan Canli
Oasis Hall 2, Convention Center

THE MEANING OF MEANING: NEW INSIGHTS FROM EXPERIMENTAL EXISTENTIAL PSYCHOLOGY

Chairs: Sander Koole, Vrije Universiteit Amsterdam; Tom Pyszczynski, University of Colorado

Discussant: Tom Pyszczynski, University of Colorado

Speakers: John T. Jost, Mark Landau, Edward L. Deci, Nicola Baumann

Oasis Hall 3A, Convention Center

MECHANISMS OF BEHAVIORAL PRIMING EFFECTS

Chair: Aaron Kay, University of Waterloo

Discussant: Ap Dijksterhuis, University of Amsterdam

Speakers: S. Christian Wheeler, Dirk Smeesters, Rick B. van Baaren, Ruud Custers

Primrose Ballroom A, Convention Center

(UNINTENTIONAL) SOCIAL INFERENCE

Chairs: Matthew Crawford, University of Bristol; John J. Skowronski, Northern Illinois University

Discussant: Donal E. Carlston, Purdue University

Speakers: Alexander Todorov, John J. Skowronski, Matthew T. Crawford, James S. Uleman, John N. Bassili

Catalina Room, Wyndham Hotel

IS EVERYBODY REALLY A RACIST? NEW FINDINGS ON WHAT THE IAT REALLY MEASURES

Chairs: Dianne M. Tice, Florida State University; Andy Karpinski, Temple University

Speakers: Hart Blanton, Andrew Karpinski, Dianne M. Tice

Madera Room, Wyndham Hotel

EMOTIONAL DYNAMICS IN AND AROUND CLOSE RELATIONSHIPS

Chair: David A. Sbarra, University of Arizona

Discussant: Jean-Philippe Laurenceau, University of Miami

Speakers: Emilio Ferrer, Paul Eastwick, David A. Sbarra

Pasadena Room, Wyndham Hotel

THE PUBLIC SIDE OF DISCRIMINATION ATTRIBUTIONS: CONSEQUENCES FOR INTRAPERSONAL, INTERGROUP, AND INTRAGROUP PROCESSES.

Chairs: Donna Garcia, University of Kansas; Cheryl Kaiser, Michigan State University

Discussant: Brenda Major, University of California, Santa Barbara

Speakers: Cheryl R. Kaiser, Donna M. Garcia, Gretchen B. Sechrist, Alexander M. Czopp

Sierra/Ventura Room, Wyndham Hotel

5:30 – 7:00 pm **Poster Session G with Social Hour**

Oasis 1 Room

8:00 pm – 1:00 am **Jam Session**

Santa Rosa/San Jacinto Room, Wyndham Hotel

Poster Schedule

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. Please note that any posters not removed by "take-down complete" time will be discarded.

Poster Session	Date & Time	Set-up Begins	Session Begins	Session Ends	Take-down Complete
A	Thursday 1/26/06	4:30 pm	7:00 pm	8:30 pm	9:00 pm
B	Friday 1/27/06	8:00 am	8:30 am	10:00 am	11:15 am
C	Friday 1/27/06	11:15 am	11:30 am	1:00 pm	4:00 pm
D	Friday 1/27/06	4:00 pm	5:30 pm	7:00 pm	7:30 pm
E	Saturday 1/28/06	8:00 am	8:30 am	10:00 am	11:15 am
F	Saturday 1/28/06	11:15 am	11:30 am	1:00 pm	4:00 pm
G	Saturday 1/28/06	4:00 pm	5:30 pm	7:00 pm	7:30 pm

SPSP Exhibitors

We would like to extend our thanks to the following 2006 SPSP Exhibitors. We thank them for their support and participation. Please visit their booths in the Oasis Hall.

Allyn & Bacon
American Psychological Association
Blackwell Publishing
Elsevier
Guilford Publications
Houghton Mifflin Company
Lawrence Erlbaum Associates
McGraw-Hill Higher Education
Mind Ware Technology
Oxford University Press
Prentice Hall
Psychology Press/Taylor & Francis Group
Sage Publications
Wadsworth, Thomson
W.W. Norton & Company

Mark your calendar...
the Eighth Annual Society for Personality and Social Psychology meeting will be held January 25-27, 2007 in Memphis, Tennessee

Featured Sessions

2006 Presidential Symposium - Social Psychological Perspectives On The Red-Blue Divide

Chair: Brenda Major, University Of California, Santa Barbara

Marilynn Brewer, Ohio State University: When Differences Become 'Us' Versus 'Them'

John Jost, New York University: The End Of The End Of Ideology

David Myers, Hope College: Bridging The Divide

Thursday, January 26, 5:30-7:00 pm, Oasis Hall 2, Convention Center

Advocacy and Outreach

SPSP Training Committee Workshop

Yuichi Shoda (chair), University of Washington, Seattle

Friday, January 27, 4:15-5:30 pm, Sierra/Ventura Room, Wyndham Hotel

SPSP Training Committee Open Meeting

Steve Drigotas (chair), Johns Hopkins University

Friday, January 27, 8:45-10:00 am, Pasadena Room, Wyndham Hotel

NSF Funding for Social and Personality Research

Kellina M. Craig-Henderson (chair)

Friday, January 27, 8:45-10:00 am, Sierra/Ventura Room, Wyndham Hotel

Taking the Next Steps to Becoming an Advocate for Psychological Science

Heather Kelly, Steven J. Breckler, Karen Studwell (organizers), American Psychological Association

Saturday, January 28, 8:45-10:00 am, Sierra/Ventura Room, Wyndham Hotel

The NIH Peer Review Process in Changing Times

Anna Riley (chair), National Institute of Mental Health

Brenda Major, University of California, Santa Barbara , **Harry Reis**, University of Rochester; **Jeff Simpson**, University of Minnesota (panel members)

Saturday, January 28, 8:45-10:00 am, Pasadena Room, Wyndham Hotel

2006 Invited Address

Arie Kruglanski, University Of Maryland, College Park

"The Psychology Of Terrorism: 'Syndrome' Versus 'Tool' Perspectives"

Introduction: **Jeff Simpson**, University Of Minnesota

Friday, January 27, 1:15 - 2:30 pm, Oasis Hall 2, Convention Center

Award Addresses

2006 Jack Block Award For Distinguished Research In Personality Address

Recipient: **Walter Mischel**, Columbia University

"Lives In Search Of Personality"

Introduction: **Carol Dweck**, Stanford University

Friday, January 27, 2:45-4:00 pm, Catalina Room, Wyndham Hotel

2006 Donald Campbell Award For Distinguished Research In Social Psychology Address

Recipient: **David Kenny**, University Of Connecticut

"The Partner (And The Participant) In Personality And Social Psychology"

Introduction: **Mark Snyder**, University Of Minnesota

Saturday, January 28, 1:15-2:30 pm, Madera Room, Wyndham Hotel

SPSP Diversity Fund Award Recipients

Modupe Akinola completed her B.A. and M.B.A. degrees at Harvard University. She is currently a second year Ph.D. student in social psychology and organizational behavior at Harvard. Modupe's research focuses on the effects of stress on emotional and cognitive functioning in managerial and organizational life, biases in decision making, and stigma and its psychological and physiological consequences. With her advisor Professor Wendy Berry Mendes, she is currently investigating the effects of stress on creativity and memory in addition to exploring the effectiveness of increased intergroup contact on reducing intergroup tension and anxiety. She is also examining the effects of time pressures on decision making with her other advisor Professor Max Bazerman. After completing her PhD, Modupe would like to obtain an academic position at a major research university.

Stephenie Chaudoir is a native of Green Bay, WI and received her B.A. from Butler University in Indianapolis, IN in 2003. She is currently a third-year Ph.D. student in social psychology at the University of Connecticut. In collaboration with her primary advisor, Dr. Diane Quinn, her research largely focuses on self and stigma processes, including self-objectification, perceptions of and reactions to sexism, and the effects of revealing a concealable stigma. In an effort to bridge the research domains of sexism and objectification, some of her current work examines the effect of sexually objectifying sexist stimuli in social interactions. She hopes to someday utilize her research examining the phenomenological experience of women as a stigmatized group to inform educational interventions and policy. Upon completion of her Ph.D., Stephenie plans to obtain a faculty position at a research university where she would also like to pursue a role in academic administration.

Tiffany Griffin was born and raised in Springfield, Massachusetts. She graduated with a B.A. in Psychology and Communications from Boston College in 2002. Prior to beginning her graduate studies, Tiffany worked at Boston Medical Center as a Research Associate on a NIH-funded study examining the relationship between HIV, Hepatitis C and alcoholism. A NSF Pre-Doctoral Graduate Fellowship Award recipient, Tiffany is currently a second-year Ph.D. student at the University of Michigan working with Dr. James S. Jackson, Dr. Tabbye Chavous Sellers, and Dr. Richard Gonzalez. Tiffany's research interests include the examination of how perceived permeability of group boundaries influence the group identification of low status groups. In addition, Tiffany is exploring the heterogeneity of racial identity among African-descended individuals in the United States, Brazil, the Caribbean, and South Africa, and has a line of research examining the influence of psychological and contextual barriers to academic achievement in low status college students. Tiffany aspires to be a producer of new knowledge, to answer important questions that few may be asking, to provide a unique viewpoint to the field given her distinct background as a first generation student and African-American female, and to serve as a mentor to upcoming scholars.

Tay Hack was born in Miami, Florida and raised in Chicago, Illinois. She received her B.A. from Indiana University - Kokomo, and is currently a fourth year student in the social psychology program at Purdue University. Her main research interests revolve around social cognition with an emphasis on impression formation and person perception. Along these lines, she is working in collaboration with her advisor, Dr. Donal Carlston, to investigate the role of schematicity in impressions of social and nonsocial objects. She is also interested in studying racial stereotyping and prejudice, and is presently working with Dr. Stephanie Goodwin to investigate evaluation of out-group members along the dimensions of competence and warmth. Upon completion of her Ph.D. she plans to seek an academic position in an institution where she can continue her research as well as expose students to the delights of social psychology.

Ryan Yee-shiun Hong obtained his Bachelor and Master of Social Science degrees from the National University of Singapore. He is currently a third-year Ph.D. student in the personality psychology program at the University of Western Ontario. Ryan has general research interests in personality and psychopathology, and one specific area of inquiry involves exploring the links between personality and social-cognitive vulnerabilities to psychopathology. Together with his advisor, Sampo V. Paunonen, Ryan is currently examining the validity and utility of the Five-Factor Model of personality in the prediction of behavior using a multitrait-multimethod approach. In another line of research, they are exploring how self-efficacy beliefs might be influenced by personality and motivational factors. In addition, he is working with Richard W. J. Neufeld to investigate the interplay between decisional control and its associated cognitive load in the coping process. After completing his Ph.D., Ryan plans to pursue a research and teaching career at a major research university.

Valerie Jones was born and raised in Houston, Texas. She graduated with a B.A. in psychology and African & African American Studies from the University of Texas at Austin in 2002. Valerie is currently a 3rd year Ph.D. student in social psychology at Stanford University, working with Claude Steele and Jennifer Eberhardt. Her research interests include 1) the coping strategies to reduce the negative effects of interracial interactions and 2) the influence of race on the perception and detection of human movement. As president of Stanford's Black Graduate Student Association, she is leading this organization's efforts to recruit and retain graduate students and faculty of color at the university level. After completion of her Ph.D., Valerie plans to teach and mentor students in social psychology at a major research university.

Justin Lehmiller is a third-year graduate student at Purdue University working toward his Ph.D. in Social Psychology. He completed his B.A. at Gannon University, and his M.S. at Villanova University. Justin's research interests include close relationships, prejudice, and discrimination. In collaboration with his academic advisor, Dr. Christopher Agnew, Justin is developing a line of research that addresses the impact of various social biases on people's romantic involvements. Specifically, their preliminary work in this area examined the degree to which perceptions of relationship marginalization predict romantic commitment and relationship stability. He also works closely with Dr. Michael Schmitt on a variety of research projects examining prejudice from a social identity perspective. Upon completing his doctorate, Justin intends to pursue an academic career at a research-oriented university.

Jamaal McDell was born and raised in Rochester, NY. He received a B.S.E. in operations research and financial engineering from Princeton University in 2001 where he also minored in applied mathematics. Upon graduating, he worked in the financial services industry gaining experience in the fixed income credit markets and equity research. During this period of flux on Wall Street, Jamaal became particularly interested in the social forces driving markets and human behavior more generally. Subsequently, he entered the doctoral program in social psychology at Harvard University in the fall of 2003, from which he received an M.A. in 2005. Currently, Jamaal is a third year graduate student whose advisor is Dr. Mahzarin Banaji. His research focuses on understanding the drivers of implicit attitude change and developing frameworks for understanding the ways in which implicit attitudes and explicit attitudes fundamentally differ from each other. One line of research is exploring how the notion of choice may differentially influence implicit and explicit attitudes. A more recent line of research is centered on understanding how attitudes and beliefs about outgroup members that are derived from Bayesian considerations may constitute a brand of prejudice distinct from more traditional measures of explicit bias. In his academic career, Jamaal plans on conducting research at the interface of social psychology and economics while exploring the implications of basic research in business contexts.

Zayra N. Longoria was born and raised in El Paso, TX. She graduated with a B.A. in psychology from the University of Texas at El Paso in 2003. Zayra is currently in her second year at Purdue University working toward her Ph.D. in Social Psychology (primary advisor: Dr. Stephanie A. Goodwin). Her primary research interests include examining the social costs associated with confronting discrimination and the effect of group prototypicality on intergroup inclusion. Upon completion of her Ph.D., her goal is to obtain a job in an academic setting were she can combine teaching and research on issues related to social bias.

Tamar Saguy was born and raised in Tel-Aviv, Israel. She received her B.A from Tel-Aviv University in Psychology and Communication and her M.A., working with Dr. Arie Nadler, in Social Psychology. Currently, Tamar is in her second year of the doctoral program in Social Psychology at the University of Connecticut. In collaboration with her advisors, Dr. Jack Dovidio and Dr. Felicia Pratto, she is studying group members' willingness to discuss inequality and how that willingness relates to their motivation for social change. Tamar's interest in intergroup relations was inspired during her graduate training in Israel where she was facilitating Palestinian-Israeli identity-based encounters. In addition to her research, which is also conducted in the area of gender and objectification theory, she enjoys teaching, particularly research methods. Upon completion of her degree, Tamar plans to pursue a career in academia to further conduct research and pass the important social psychological knowledge to students. Furthermore, she is planning to apply her research conclusions to actual encounters between ethnic groups in Israel.

Francine Segovia, a Los Angeles native, obtained her B.A. in Spanish literature and psychology at Pomona College, Claremont, California. An NSF and Ford Graduate Fellowship Research Award recipient, Francine is currently a second-year PhD student in the Social Psychology program at the University of Michigan. Under the guidance of Dr. Robert Sellers and Dr. James Jackson, Francine is working on incorporating the role of physiognomy and skin tone into the conceptual and methodological issues affecting Latinos. She is specifically examining the role of skin tone and physiognomy on the ethnic categorization of Latinos with a special emphasis on understanding their contribution to ethnic identity and discrimination amongst this group. Additionally, Francine has a second line of research she is pursuing under the guidance of Dr. Denise Sekaquaptewa. Using the common ingroup identity model (Gaertner et al., 1994) based on social identity theory (Tajfel & Turner, 1979) as their theoretical framework, together they are investigating intervention strategies that may ameliorate the negative consequences of solo status (being the only person of ones social category) in an effort to prevent detrimental performance and psychological effects. After completing her PhD, Francine plans to teach and conduct research, contributing to psychology's understanding of issues affecting people of color.

Jennifer Thorpe was born and raised in Brooklyn, New York. She graduated magna cum laude with a B.A. in psychology from Columbia University in 2004. She is currently a second-year doctoral student at New York University, working with Susan Andersen on the use of mental representations of significant others in interpreting new people and with Gabriele Oettingen on the self-regulatory strategy of mental contrasting and its implications for goal setting and goal achievement. Once she completes her Ph.D., Jennifer intends to get an assistant professorship in social/personality psychology at a research university, as well as be intimately involved in the promotion of psychological science.

SPSP Diversity Program Overview

To increase the diversity of personality and social psychology, SPSP has created three programs to facilitate the career development of students who come from underrepresented groups. In addition, the Diversity Program has sponsored a number of relevant symposia and it will support more initiatives in the future.

1. The SPSP Mentorship Program is devoted to connecting students from underrepresented groups with a faculty mentor of students' choice with career-related questions or requests for assistance via email.

   Please see: http://www.spsp.org/mentor.htm

2. Qualified graduate students from underrepresented groups are eligible for travel awards to attend the annual SPSP conference. This year, 45 graduate students applied for a Diversity Fund Travel Award to attend the 2006 SPSP Conference. Of these applicants, 12 Award Recipients received up to $800.00 for travel expenses.

   Please see: http://www.spsp.org/divtrav.htm

3. One of the SPSP Diversity Funds newest initiatives encourages undergraduates to attend the SPSP conference. Qualified undergraduates can apply for registration awards that cover the cost of SPSP conference registration. Eligible students must be enrolled in an undergraduate program located within the SPSP conference host city and have completed at least one year in their undergraduate program.

   Please see: http://www.spsp.org/divreg.htm

The SPSP Diversity Committee would like to sincerely thank individual members for their contributions to the Diversity Fund. Members may donate directly to the Diversity Program when paying the yearly SPSP membership dues. Members may also contribute by providing your ideas for additional initiatives by contacting any of the 2005/2006 SPSP Diversity Committee members (Tiffany Ito, Keith Maddox, and Michael Zarate).

SPSP thanks the following SPSP member textbook authors for approaching their publishers on behalf of the SPSP Diversity Fund: Elliot Aronson, Sharon Brehm, Marilynn Brewer, Bob Cialdini, Steve Fein, Susan Fiske, Sam Gaertner, Saul Kassin, Doug Kendrick, Diane Mackie, David Myers, Todd Nelson, Steve Neuberg, Scott Plous. Felicia Pratto, Peter Salovey, James Sidanius, Eliot Smith, Shelley Taylor, and Phil Zimbardo.

Organizations and publishers that are contributing or have contributed to the Diversity Fund include, the David and Carol Myers Foundation, McGraw-Hill, Worth Publishers, Psychology Press, Prentice Hall, Sage Publications, Guilford Publications, and Houghton Mifflin.

Symposia Abstracts

2006 Presidential Symposium
Thursday, 5:30 - 7:00 pm
Oasis Hall 2, Convention Center

SOCIAL PSYCHOLOGICAL PERSPECTIVES ON THE RED-BLUE DIVIDE

Chair: ***Brenda Major, University of California, Santa Barbara***

WHEN DIFFERENCES BECOME 'US' VERSUS 'THEM' *Marilynn Brewer, Ohio State University* – I will discuss the current ideological polarization in America from two complementary perspectives-what does social psychological research and theory (and social identity theory in particular) have to tell us about these current events, and, conversely, what do these events tell us about social psychology as a field of research? On the one hand I will argue that the last 30 years of social psychological research on intergroup relations does have a lot to offer toward understanding when and under what conditions diversity of ideas, values, and lifestyle will breed intolerance versus tolerance. On the other hand I will take a more critical look at why mainstream social psychology is reluctant to tackle research questions that are emotionally, politically, or ideologically charged.

THE END OF THE END OF IDEOLOGY *John Jost, New York University* – The "end of ideology" was declared by sociologists and political scientists in the relatively quiet decades following World War II. As a consequence, psychologists and others ignored the topic for many years. New political realities have proven that the end of ideology era is officially over, creating new opportunities for psychologists to enter the fray. Recent studies by my colleagues and I have demonstrated that heightened psychological needs to manage uncertainty and threat (such as those elicited by the events of 9/11) are associated with increased attraction to politically conservative (versus liberal) opinions, leaders, and causes. We have also identified consistent differences between liberals and conservatives with respect to cognitive, motivational and personality variables, suggesting that there are in fact meaningful distinctions between left and right at the psychological and political levels of analysis involving matters of both substance and style. In terms of Big Five dimensions of personality, we find that Openness to New Experiences and Conscientiousness are the most significant predictors of political orientation. Finally, our work shows that a psychological framework for understanding the role of ideology in people's lives and the situational and dispositional factors that underlie liberalism and conservatism as ideologies sheds light on the current political divide between "red states" and "blue states."

BRIDGING THE DIVIDE *David Myers, Hope College* – I will briefly document the growing U.S. political and ideological polarization and will comment on the social forces fueling such. I will then focus on the apparent polarization between conservative religion and scientific rationality, and will illustrate my own efforts to help people of faith appreciate the fruits of psychological science. Most recently, through a book that describes the "need to belong" and makes "a Christian case for gay marriage," this has involved seeking to bridge the divide between traditionalists, who seek to support and renew marriage, and progressives, who view sexual orientation as a natural, enduring disposition that is best accepted and lived out within a satisfying, committed partnership.

Session A
Friday, 10:15-11:30 am
Oasis Hall 3A, Convention Center

THE BIOLOGY OF CLOSE RELATIONSHIPS

Chair: ***Richard B. Slatcher; University of Texas at Austin***

Discussant: *Robert W. Levenson; University of California, Berkeley*

Summary: In recent years, great strides have been made by social and personality psychologists toward understanding the basic biological processes underlying the formation and maintenance of close personal relationships. This symposium brings together four speakers with methodologically diverse programs of research, each highlighting new and innovative discoveries from this area. Aron and colleagues present their model of romantic love as a goal-oriented motivational state; in support of their model they report an fMRI study in which rejected lovers showed significant activation of the antero-medial caudate region of the brain—the same region that is activated when a person is intensely in love. Hawkley and Cacioppo present a model for the biology of loneliness and summarize results from a study showing that lonely but not nonlonely older adults exhibit age-related increases in blood pressure over time. Slatcher and colleagues report results from a study demonstrating the relation of testosterone levels to men's responses to rejection from potential dating partners. Finally, Taylor and colleagues present findings from a recent study in which they assessed the oxytocin levels of post-menopousal women during a laboratory stress challenge; elevated oxytocin levels were associated with gaps in social relationships, less positive relationships with a primary partner, and elevated cortisol trajectories over the course of the challenge. Robert Levenson, one of the pioneers in the study of the biology of close relationships, will be our discussant.

ABSTRACTS

THE NEURAL CORRELATES OF ROMANTIC LOVE FOLLOWING REJECTION: AN FMRI STUDY *Arthur Aron[1], Helen Fisher[2], Greg Strong[1], Deb Mashek[1], & HaiFang Li[1], Lucy L. Brown[3]; [1]State University of New York at Stony Brook, [2]Rutgers University, [3]Albert Einstein College of Medicine* – Romantic love is a cross-cultural phenomenon involving strong motivation to form a close relationship with a specific other, and possibly a developed form of a mammalian drive to pursue preferred mates. In previous functional magnetic imaging (fMRI) research (Aron et al., 2005), we studied a sample of individuals who were intensely in love with a partner who reciprocated their feelings. That study examined neural activations in response to an image of their beloved compared to a control image of an emotionally neutral, familiar other of the same sex and age as their beloved. The pattern of significantly activated brain regions supported our hypothesis that romantic love is a goal-oriented motivational state (versus a specific emotion), notably including a strong correlation of subjective love intensity with activation in a particular reward area, the antero-medial caudate. The present study attempted to disentangle the romantic love response from general strong positive emotion using the same fMRI paradigm in a sample of individuals intensely in love with a person who had recently

rejected them. Rejected lovers showed significant activation in the same antero-medial caudate area. This commonality further supports our model of romantic love as a goal-oriented motivational state. The pattern of activations also suggested that romantic passion is sustained in the face of rejection, consistent with research on frustration of goal seeking, and possibly contributing to high rates of suicide, homicide, clinical depression and stalking behaviors among the romantic rejected.

THE BIOLOGY OF LONELINESS *Louise C. Hawkley, John T. Cacioppo; Chicago Center for Cognitive and Social Neuroscience, University of Chicago* – Loneliness, an emotional state which has been described as "a gnawing…chronic disease without redeeming features" (Weiss, 1973), afflicts approximately 20% of Americans at any one point in time. The experience of loneliness includes feelings of isolation (e.g., the absence of or psychological distance from a significant other), disconnectedness (e.g., feeling one has no confidant or close friends), and exclusion (e.g., not identifying with or being accepted by salient social groupings). Importantly, loneliness has been found to predict a wide range of problems in middle-aged and older adults including lack of independent living, alcoholism, depressive symptoms, impaired sleep, and suicide. In past research, we observed that lonely young adults exhibit chronically elevated peripheral vascular resistance (Cacioppo et al., 2002; Hawkley et al., 2003), a mode of blood pressure control that may predispose them to develop hypertension later in life. We subsequently found that lonely but not nonlonely older adults exhibited age-related increases in blood pressure. Here, we present a model to contextualize findings from our current study of loneliness, social relations, and health in a population-based sample of middle-aged and older African American, Latino-American, and Caucasian adults.

RESPONSES TO REJECTION FROM POTENTIAL DATING PARTNERS: THE ROLE OF TESTOSTERONE *Richard B. Slatcher, Pranjal H. Mehta, Robert A. Josephs; The University of Texas at Austin* – Results from numerous animal and human studies indicate that naturally circulating levels of the hormone testosterone (T) are related to preferences for status. Individuals high in T prefer high status and behave in ways to increase their relative standing in a given status hierarchy. Our research seeks to identify the ways in which T is related to how people respond to being rejected by potential dating partners—an especially powerful blow to one's status. In a laboratory study, 46 pairs of male participants provided saliva samples, completed baseline self-report measures, were photographed, and engaged in a 7-minute videotaped interaction with a female confederate. Participants were asked to imagine that the confederate was a potential dating partner and were told that she would indicate who of the two men she preferred the most; participants were randomly assigned to "win" or "lose" the interaction. Participants then completed another series of measures and subsequently engaged in a second interaction similar to the first; on this occasion they were paired with a female undergraduate psychology student who signed up for the study. Saliva samples from the males were later assayed for T levels, the videos coded for a variety of behaviors, and participants' photographs rated for levels of physical attractiveness. Controlling for attractiveness, participants' T levels were significantly associated with how they thought, felt and behaved after being rejected. This work provides a new paradigm for understanding how people respond to rejection during the dating initiation phase of romantic relationships.

RELATION OF OXYTOCIN TO PSYCHOLOGICAL AND BIOLOGICAL STRESS RESPONSES *Shelley E. Taylor[1], Laura Cousino Klein[2], Gian C. Gonza[1], Peifeng Hu[1], Gail A. Greendale[1], Teresa E. Seeman[1]; [1]University of California, Los Angeles, [2]Pennsylvania State University* – Research from both animal and human studies suggests that the hormone oxytocin (OT) is implicated in socially supportive and nurturant contact. Social support becomes especially important in times of stress, yet little is known about the relation of oxytocin (OT) to human stress responses. Some, but not all, stressors prompt oxytocin activity. Our research has the goals of identifying stressors associated with elevations in OT and investigating whether OT modulates cardiovascular and hypothalamic-pituitary-adrenocortical (HPA) responses to stress. In a laboratory stress challenge investigation, post-menopausal women (N = 73) who were on hormone therapy (HT) or not completed questionnaires assessing psychological distress and social relationships and then participated in a laboratory stress challenge (TSST), during which OT, cortisol and blood pressure were assessed. Controlling for HT, elevated plasma OT was significantly associated with gaps in social relationships, with less positive relationships with a primary partner, and with significantly elevated cortisol trajectories over the course of the challenge. We conclude that, at least in women, plasma OT may signal relationship distress and be associated with heightened HPA reactivity to stress.

Session A
Friday, 10:15-11:30 am
Primrose Ballroom A, Convention Center

DISSATISFACTION

Chairs: ***Carey K. Morewedge and Eugene M. Caruso; Harvard University***

Summary: What leads one to be the author of one's own dissatisfaction? When given a choice, it would seem logical for people looking to maximize their happiness to pick the best option available to them. This symposium investigates when and why people do not. The present research examines processes within the perceiver and within the situation that make poor options appear more enticing than they would otherwise be. This research first illustrates the influence of emotion and attention on evaluations of present experiences and forecasts for future experiences (Ariely & Shin; Caruso & Shafir; Morewedge, Gilbert, & Myrseth). It then explores factors that influence whether evaluations in the present and forecasts of the future differ or agree (Meyvis, Ratner, & Levav; Morewedge, Gilbert, & Myrseth). Finally, recollections of evaluations are examined, to elucidate how biases in memory prevent people from learning from previous experience (Meyvis, Ratner, & Levav). Together, the findings help to uncover conditions that make relatively unattractive options more appealing. In doing so, this research may help decision makers choose more wisely and avoid succumbing to such errors in the future.

ABSTRACTS

KEEPING DOORS OPEN: THE EFFECT OF UNAVAILABILITY ON INCENTIVES TO KEEP OPTIONS VIABLE *Dan Ariely, Jiwoong Shin; MIT* – Many of the options available to decision makers, such as college majors and romantic partners, can be come unavailable if sufficient effort is not invested in them (taking classes, sending flowers). The question asked in this work is whether a threat of disappearance changes the way people value such options. In four experiments using "door games," we demonstrate that options that threaten to disappear cause decision makers to invest more effort and money in keeping these options open, even when the options themselves seem to be of little interest. This general tendency is shown to be resilient to information about the outcomes, to increased experience, and to the saliency of the cost. The last experiment provides initial evidence that the mechanism underlying the tendency to keep doors open is a type of aversion to loss rather than a desire for flexibility.

NOW THAT I THINK ABOUT IT, I'M IN THE MOOD FOR LAUGHS: DECISIONS FOCUSED ON MOOD *Eugene M. Caruso[1], Eldar Shafir[2]; [1]Harvard, [2]Princeton* – Four studies examined the impact that thinking about mood can have on people's choices. In Study 1, participants who were asked to suppose they were in good, bad, or neutral moods were more likely to choose a silly comedic movie over an otherwise more attractive drama, compared to others who had not thought about mood. Similar patterns were observed when people introspected about how they felt before making a hypothetical choice (Study 2) or an actual choice (Study 3). In Study 4, participants who pursued mood-relevant information chose to see a comedic play more often than those who had not focused on such information. Thinking about their own mood appears to increase decision makers' concern with the hedonic consequences of decisions, thereby promoting mood regulatory activities and altering preference, possibly in favor of suboptimal outcomes.

PREDICTING CONSUMING EXPERIENCES: WHEN FORECASTERS OVER-ATTEND TO CONTEXT *Carey K. Morewedge[1], Daniel T. Gilbert[1], Kristian O.R. Myrseth[2]; [1]Harvard, [2]University of Chicago* – Context weighs heavily upon our forecasts of how future experiences will feel. A summer vacation in the tropics, for instance, may seem more appealing when imagined during an icy winter than during the first warm days of spring. Although context may help to identify important dimensions of evaluation, forecasters may rely too much on context when evaluating future experiences. In four studies, participants forecasted how much they would enjoy a future experience (e.g., eating potato chips). Hedonic forecasts were strongly affected by the presence of a superior alternative (e.g., chocolate) or an inferior alternative (e.g., sardines), but hedonic experiences were unaffected in three studies. In a forth study, hedonic experiences were affected by present alternatives only when hedonic experiences required few attentional resources. The results suggest that people may underestimate the extent to which hedonic experiences "consume" attention and hence render context irrelevant.

WHY DON'T WE LEARN TO ACCURATELY FORECAST OUR FEELINGS? HOW THE MISREMEMBERING OF OUR PREDICTIONS BLINDS US TO OUR PAST FORECASTING ERRORS *Tom Meyvis[1], Rebecca K. Ratner[2], Jonathan Levav[3]; [1]New York University, [2]University of North Carolina, [3]Columbia University* – Why do we persist in making erroneous affective forecasts? The results of four studies suggest that this persistence is partly caused by people's biased recollections of their initial predictions. Individuals who experienced a negative event (Kerry supporters following the 2004 presidential election and Philadelphia Eagles fans following the 2005 Super Bowl) were less upset than they had predicted and misremembered this prediction as less extreme than it actually was, thus obscuring the fact that they had made a forecasting error. Similarly, individuals who experienced a positive event (UNC students following their men's basketball team's appearance in the Final Four) also recalled having made less extreme predictions than they had originally indicated. Interestingly, although participants' memories were inaccurate for affective forecasts relating to the Final Four, their memories for forecasts about winning the championship were quite accurate. This suggests that people's memories for their affective forecasts may be better for unusual, extremely positive events than for unresolved, more emotionally-ambiguous events. Furthermore, even when individuals were able to accurately recall their affective forecasts, they did not spontaneously bring these to mind, and thus did not learn from the discrepancy between their affective forecasts and their actual experience unless prompted to do so. In a fourth study, we extend our investigation to the planning fallacy and find that students also misremember predicted completion times for class assignments as less optimistic than they actually were. Together, these results indicate that a systematic bias in memory for past predictions contributes to the persistence of forecasting errors.

Session A
Friday, 10:15-11:30 am
Catalina Room, Wyndham Hotel

MOTIVATION, COGNITION, AND SOCIAL DOMAINS: NEW THEORY AND RESEARCH IN EVOLUTIONARY SOCIAL PSYCHOLOGY

Chair: ***Douglas T. Kenrick; Arizona State University***

Summary: Evolutionary social psychologists generally presume that very different processes apply to different domains of social behavior, such as affiliation, status, self-protection, mate acquisition, mate retention, and familial care (Bugental, 2000; Kenrick, Li, & Butner, 2003). Each of the papers in this symposium will present multiple findings linked to different social domains, several of which have been underexplored by evolutionary social psychologists. Li and Kenrick present a model of humor that considers the different functions served by attempts to be funny across different social domains, along with several studies supporting the usefulness of this perspective. Schaller and Park tap different methods (including measures of implicit and explicit attitudes) to delve into the cognitive processes underlying the domain of kinship relationships – one that has been described as the "conceptual hole in social psychology" (Daly, Salmon, & Wilson, 1998). Maner and DeWall present data relevant to new evolution-based hypotheses about the domain of affiliation, exploring the circumstances under social exclusion leads to prosocial versus antisocial responses. Finally, in one of the first attempts to apply evolutionary models to social influence, Griskevicius, Goldstein, Mortensen, Cialdini, & Kenrick demonstrate that activating two different social goals (self-protection versus mating) leads to very different and theoretically meaningful patterns of conformity and nonconformity – in one case identical for men and women, and in another very different. All of these talks bespeak the fruitfulness of integrating classical social psychological theory and method with new developments in evolutionary theory.

ABSTRACTS

HUMOR BY DOMAINS: WHY YOU HAD TO BE THERE. *Norm Li[1], Douglas T. Kenrick[2]; [1]University of Texas at Austin, [2]Arizona State University* – What is the function of humor? The answer may depend on who is trying to be funny, and who they are trying to make laugh. This paper presents a social functional view of humor in which we consider the key roles humor plays in the negotiation of relationships in various social domains (affiliation, status, self-protection, mate selection, mate retention, and familial care). In this view, people attempt humor to initiate a functionally significant relationship or test the status of an existing one. An audience's reaction communicates whether he, she, or they agree with the relationship underlying the humor. Within each social domain, the people who initiate humor, the type of humor they initiate, and the people who respond favorably to such humor tend to be consistent with the goals of the domain, as well as key negotiations that underlie each domain. To illustrate this concept, research findings from several studies on humor usage in the mate choice domain are presented, and contrasted with findings from humor use in other domains.

THE EVOLVED PSYCHOLOGY OF KIN RECOGNITION, AND WHY IT MATTERS. *Mark Schaller[1], Justin H. Park[2]; [1]University of British Columbia, [2]University of Groningen* – People infer genetic relatedness from phenotypic cues. The inferential mechanisms by which we recognize kin have implications that extend to a broad range of social psychological phenomena that, superficially, would seem to have nothing to do with kinship at all. In this talk, we describe the psychology of

human kin recognition and some of its many interesting implications. Toward achieving those goals, we first provide some theoretical and empirical background from evolutionary biology and behavioral ecology. This background sets the stage for our description of human kin recognition mechanisms. We suggest that there are two psychologically distinct sets of mechanisms through which people identify kin – one process that is rational and rule-based, and another process that depends on the use of fast, frugal, and fallible heuristic cues. We focus primarily on this second process. We illustrate its operation by describing several recent empirical studies indicating that certain kinds of perceptual cues (e.g., self-other facial similarity, attitude similarity) and specific kinds of interpersonal emotional experiences (e.g., empathy) can automatically trigger kinship cognitions, even when perceiving total strangers. We then speculate more broadly about the implications of these kin-recognition mechanisms. In doing so, several classic phenomena (e.g., similarity - attraction and empathy - altruism effects) are re-interpreted in light of what we now know about kin-recognition mechanisms. If time permits, we will conclude with a discussion of several important conceptual questions and issues (e.g., the important role of evolved learning mechanisms) that remain to be addressed.

DOES SOCIAL EXCLUSION MOTIVATE WITHDRAWAL OR RECONNECTION? RESOLVING THE "PORCUPINE PROBLEM." *Jon K. Maner, C. Nathan DeWall; Florida State University* – The desire for positive and lasting social relationships has deep roots in evolutionary history and reflects one of the most fundamental and universal of human needs. Although people are intrinsically motivated to affiliate with others, others can be the source of ostracism and rejection. These and other forms of social exclusion are highly aversive and anxiety-provoking. This talk focuses on some of the adaptive psychological consequences of social exclusion. Many previous studies suggest that exclusion leads to negative and self-defeating responses (e.g., aggression). Although it might make sense for people to adopt a negative posture toward those who have excluded them, an adaptive perspective implies that, in order to reconnect with the social world, people should also react to exclusion by fostering new relationships. We report on four recent studies that support this view. In each, the experience of social exclusion was manipulated (e.g., by leading people to believe they had been rejected by a group of peers). Findings suggest that although people respond negatively toward specific perpetrators of exclusion, exclusionary experiences also increase interest in fostering bonds with new sources of affiliation. Exclusion led participants to increase their desire to work with others (instead of alone), to form more positive impressions of novel social targets, and to assign greater rewards to new interaction partners. These findings delineate the circumstances under which exclusion leads to prosocial versus antisocial responses and highlight the utility of a functionalist approach to understanding the links between affiliative motivation and responses to exclusion.

GOING ALONG VERSUS GOING ALONE: WHEN FUNDAMENTAL MOTIVES FACILITATE STRATEGIC (NON)CONFORMITY. *Vladas Griskevicius, Noah J. Goldstein, Chad R. Mortensen, Robert B. Cialdini, Douglas T. Kenrick; Arizona State University* – How is conformity and nonconformity affected by fundamental motivations? Does the answer change if the potential conformist (or nonconformist) is a man or a woman? Given the central role of survival and reproduction in evolution, we examined how activating two fundamental social motives—a motive to protect oneself from danger and a motive to attract a romantic partner—influenced people's tendency to conform. Results from a series of experiments revealed that the different motives affected conformity and nonconformity in different, and theoretically meaningful, ways. A temporarily activated self-protective mindset significantly increased conformity for both men and women. In contrast, a romantic mindset produced different effects for each sex, causing women to conform significantly more to others' preferences, while leading men to act in a nonconforming manner. Further tests revealed that men with a motive to attract a mate act in a nonconformist way particularly when (1) their nonconformity will make them unique and not a member of a small minority, and when (2) the topic is subjective and not objective, meaning that they cannot be shown to be wrong. These results fit with domain-specific predictions derived from a general adaptationist model of motivation and social behavior.

Session A
Friday, 10:15-11:30 am
Madera Room Room, Wyndham Hotel

SHARED REALITY IN COMMUNICATION: IMPLICATIONS FOR MEMORY AND SOCIAL PERCEPTION

Chairs: ***Gerald Echterhoff; University of Bielefeld, and Per Hedberg; Columbia University***

Summary: In communication, people often create shared representations of what they converse about, e.g., by tuning messages to suit their audience's perspective and attitudes. The notion of a shared reality has been introduced to emphasize the profound impact of such interpersonal processes on people's understanding of the world, other people, and themselves (Hardin & Higgins, 1996). The symposium presents current research on cognitive mechanisms underlying shared reality formation and effects of shared reality on memory and social perception. The first two presentations examine audience-tuning biases in communicators' subsequent memory for a target. Echterhoff and Higgins demonstrate that this bias depends on whether the audience belongs to the communicator's in-group (vs. out-group) and whether the audience successfully identifies (vs. fails to identify) the target person. These effects are mediated by shared reality measures. Hausmann and Levine explore the extent to which participants develop a shared reality about a target group through communication with one- vs. three-person audiences, taking into account communication feedback and audience salience. Even for large social groups (e.g., the European Union), Kashima shows that people form shared and stable perceptions through successful conversational grounding with in-group others. Jiang and Wyer investigate the recipients' contribution to a shared reality, specifically their past experience and the formation of mental images from a communicator-congruent perspective. Also focusing on the audience, Hirst and collaborators show that a well-known memory mechanism (retrieval-induced forgetting) can be extended to observers who merely overhear another person's retrieval, such that individual recollections converge on a socially shared reality.

ABSTRACTS

AUDIENCE-TUNING EFFECTS ON MEMORY: THE ROLE OF SHARED REALITY *Gerald Echterhoff[1], E. Tory Higgins[2]; [1]University of Bielefeld, [2]Columbia University, New York* – After tuning to an audience, communicators' own memories for the topic often reflect the biased view expressed in their messages. The present research investigated explanations for this bias, focusing on whether evaluative distortions depend on a shared reality between communicator and audience (Higgins, 1992). Based on ambivalent input information, participants described a target person to an audience who presumably either liked or disliked the target. Memories for a target person were biased when feedback signaled the audience's successful identification of the target, but not after failed identification (Experiment 1). While communicators tuning to an in-group audience (fellow students) exhibited the bias, communicators tuning to

an out-group audience (hairdresser trainees) did not (Experiment 2). Importantly, communicators experienced a greater shared reality (trust in their audience's judgment) when they exhibited the memory bias. Also, communicators' trust in their audience's social judgment mediated the impact of communication feedback and audience's group membership, and the correlation between message and recall was higher for high-trust communicators than for low-trust communicators. Accounts invoking pre-communication processes, reinforcement, or mood differences cannot explain the findings. In two follow-up experiments a different and potentially more relevant intergroup manipulation was employed: The impact of audience's group membership was replicated when German participants communicated with another German (in-group), not when they addressed a Turkish addressee (out-group) – even when they received feedback indicating successful communication. Apparently, communicators regard their audience-congruent message as a valid and reliable representation of the target to the extent that they experience a shared reality with their audience.

DEVELOPING GROUP PERCEPTIONS THROUGH COMMUNICATION: THE ROLE OF AUDIENCE SIZE AND INTERDEPENDENCE *Leslie R. M. Hausmann, John M. Levine; University of Pittsburgh* – When people communicate to an audience about a target, they tune their message to the audience's opinion. Moreover, their memory for the target conforms to the audience's opinion, and this effect is mediated by the degree of tuning. This "saying-is-believing" (SIB) effect has been explained in terms of communicators developing a shared reality about the target with their audience. The current research extends this effect by (1) demonstrating that the SIB effect occurs when the topic of communication is a group, and (2) exploring the effect of audience size on the SIB effect. In Experiment 1, participants communicated about a target group to either one- or three-person audiences who either liked or disliked the target group. In the one-person case, the effect of audience opinion on participants' memories of the target group was mediated by the favorability of participants' messages (the SIB effect). In contrast, in the three-person case, audience opinion had a direct (i.e., unmediated) effect on participants' memories. The goal of Experiment 2 was to test whether the SIB effect would occur with a three-person audience under conditions designed to maximize emphasis on communicators' messages and decrease the influence of the audience. When communicators received validation for their message from the three-person audience, the SIB effect did not occur. When communicators received validation for their message and the three-person audience was an interdependent group rather than three individuals, however, the SIB effect did occur, demonstrating that communicators can actively develop a shared reality with a multi-person audience.

GROUNDING THE SHARED REALITY OF A SOCIAL CATEGORY *Yoshihisa Kashima; The University of Melbourne* – A moment's reflection suggests that social groups such as nations, cultural groups, and international groupings (e.g., the European Union) are extremely large social entities that cannot be seen, touched, or acted on by a single individual; and yet, people do have a clear sense that there exists such a social group. How do people come to share the social reality of a large-scale social group such as these? I suggest that interpersonal communication processes called grounding play a central role in this process. Grounding is a conversational process in which conversants come to establish a mutual understanding of that which is talked about. In two experiments, I have examined the effect of grounding on the perception of a fictitious social group. Experiment 1 showed that people regard a social category-based group as possessing an unalterable dispositional property after communicating their impressions to in-group others. Experiment 2 further showed that successful grounding in a dyadic conversation is critical in obtaining this effect. The results are discussed in terms of their implications for group perceptions, group processes, and intergroup relations.

COMMUNICATION AND THE CONSTRUCTION OF MENTAL IMAGES *Yuwei Jiang, Robert S. Wyer Jr.; Hong Kong University of Science and Technology* – People often communicate to one another about the events they have seen. These communications frequently reflect the perspective from which the events have been observed. Thus, for example, a person who says that "John came into the store" is likely to have observed the event from inside the store, whereas someone who says that "John went into the store" is likely to have observed it from outside. In comprehending these descriptions, recipients may often construct a mental image of the event from a perspective that matches the communicator's. When such an image is hard to construct, however, the recipient may find the description hard to comprehend, and may sometimes question its validity. To examine the role of mental imagery in comprehending such communications, we asked male and female participants to comprehend statements that were structurally similar but described events that varied in terms of their consistency with both recipients' past experience and the perspective from which they were normally observed. (For example, the image formed of "John came into the men's room" might be consistent with males' past experience but inconsistent with females'.) The times required to comprehend these statements typically paralleled the times required to form mental images of the events, as reported by a different group of participants. Participants typically took longer to read and comprehend statements when the images they elicited were inconsistent with their past experience. However, females were more sensitive than males to gender-specific inconsistencies between the events to be comprehended and past experience.

SOCIALLY-SHARED RETRIEVAL-INDUCED FORGETTING AND THE CONSTRUCTION OF A SHARED REALITY OF THE PAST *William Hirst[1], Alex Cuc[2], Jonathan Koppel[2]; [1]New School for Social Research, New York, [2]Southeastern Nova University, Fort Lauderdale, Florida* – As individuals remember, they induce forgetting in themselves of related material. This within-individual retrieval-induced forgetting, as articulated by Anderson, Bjork, and Bjork (1991), could be relevant to the study of the construction of a shared reality of the past if it applied to individuals who listen to people remember (overhearers), as well as the rememberers themselves. Thus, we extended Anderson et al. to include an overhearer. Using the same material and method, we asked two participants to study category word-pairs. One member of the pair (the rememberer) was given additional practice by being asked to complete, for instance, the pair Fruit-Ap___ if they had originally studied Fruit-Apple. The second member of the pair (the overhearer) listened and indicated either (1) how likely it was that the rememberer was correct or (2) how easily the rememberer completed the pair. Practice was given only on some of the categories (the pairs involving Fruits, but not Professions, for instance) and on only some of the original pairs of the practiced categories. A cued recall test followed, with the category label as the cue. Anderson et al. found evidence for retrieval-induced forgetting when the practiced category pairs were remembered best, then the non-practice category pairs, and finally the non-practiced pairs from the practiced categories. Depending on instructions, we found a similar pattern both for the rememberer and the overhearer, thereby extending within-individual retrieval-induced forgetting to socially-shared retrieval-induced forgetting. The implications for the construction of a shared reality of the past are discussed.

Session A

Friday, 10:15-11:30 am

Pasadena Room, Wyndham Hotel

I Love Me….I Love Me Not: Do Narcissists Have High Self-Esteem, Low Self-Esteem, or Both?

Chair: ***Seth A. Rosenthal; Center for Public Leadership, John F. Kennedy School of Government, Harvard University***

Discussant: *Aiden P. Gregg; University of Southampton*

Summary: Do narcissists have high self-esteem? Social and Personality psychologists largely agree with clinicians that arrogance and grandiosity are core hallmarks of a narcissistic personality profile. Narcissists consider themselves superior to others and expect to be admired for it (APA, 2000). Research has also identified a robust positive relationship between narcissism and self-esteem. However, is narcissists' high self-esteem "genuine?" Is it adaptive? Does it mask underlying insecurities? In this symposium, we consider these, and related questions from multiple perspectives. Tracy and Robins propose that narcissists' self-esteem is more accurately characterized as fragile, rather than high or low; their data show that narcissists' "hubristic" pride makes them hostile and aggressive, whereas non-narcissistic self-esteem leads to "achievement-oriented" pride, agreeableness, and stability. Jordan contrasts narcissists' high self-reported self-esteem with their low implicit self-esteem; his research demonstrates that narcissistic grandiosity may conceal deep-seated self-doubts and insecurities, resulting in characteristic sensitivity and defensiveness. Rosenthal and Hooley offer five reasons that narcissists do not have high self-esteem; they assert that narcissists' purported high self-esteem is the result of imprecise definitions and inaccurate measurement. Pincus, Cain, and Ansell advise that narcissism's relationship to self-esteem depends on which definition of narcissism a researcher chooses; they propose an integrated model and discuss development of the Vulnerable Narcissism Scale as possible solutions to the problem. Finally, discussant Gregg (with collaborator Sedikides) interprets the findings, arguing that although narcissists appear to have low implicit self-esteem, research has overinterpreted (perhaps misinterpreted) the evidence, in particular, the statistical interactions between implicit and explicit self-esteem.

ABSTRACTS

NARCISSISM AS AN OVERARCHING FRAMEWORK FOR CONCEPTUALIZING FRAGILE SELF-ESTEEM. *Jessica L. Tracy, Richard W. Robins; University of California, Davis* – Over the past decade, a consensus has emerged that reducing self-esteem to a static average level (i.e., a single score) can deter a deeper understanding of the intrapsychic processes that produce fluctuations in self-evaluations (e.g., Kernis, 2003). These processes, we argue, are particularly important in understanding the regulatory strategies involved in narcissism—-a personality profile that produces self-esteem better characterized as fragile than as simply high or low (Tracy & Robins, 2003). We present an explanatory model of narcissism that takes a combined life history (developmental) and process-oriented (intrapsychic) approach, and emphasizes the essential role of shame and pride. In this framework, early childhood experiences contribute to the development of defensive self-esteem and dissociated implicit and explicit self-representations. These processes and representations contribute to contingent self-esteem, which leads to fluctuations in self-esteem over time, resulting in an unstable and fragile system. The system is fueled by feelings of shame and pride, combined with the individual's attempts to regulate these self-conscious emotions, often in maladaptive ways. To support our model, we present evidence from three studies that stable self-esteem and fragile narcissism have reliably distinguishable affective and personality correlates, when shared variance between narcissism and self-esteem is removed. The resulting suppressor effects reveal that narcissists tend to be hostile, angry, aggressive, and experience a maladaptive form of pride that we refer to as "hubristic"; whereas those with genuine self-esteem do not show aggression or hostility, are agreeable, conscientious, and emotionally stable, and experience a more adaptive, "achievement-oriented" pride.

NARCISSISTIC REACTIONS TO FAILURE? EXPLICIT SELF-ESTEEM, IMPLICIT SELF-ESTEEM, AND VULNERABILITY TO SELF-THREAT. *Christian H. Jordan; Wilfrid Laurier University* – Abstract: Narcissists' grandiose self-views may conceal deep-seated self-doubts and insecurities. Recent evidence suggests that although narcissists report having high self-esteem, they demonstrate more negative automatic associations to the self. In other words, narcissistic individuals tend to have high explicit but low implicit self-esteem (Jordan et al., 2003). More recent studies further suggest that such individuals may be especially vulnerable to self-threat, in that failure may be particularly likely to undermine their expressly positive self-views. In Study 1, participants rated themselves on a series of traits and also indicated how much each trait contributes to being a good leader. The correspondence between these two sets of ratings was taken as an indicator of self-assurance, or the extent to which participants felt they possess the qualities of a good leader. After describing a significant personal failure (compared to a mundane routine), participants with high explicit but low implicit self-esteem showed less self-assurance. In Study 2, these same individuals reported more aversive arousal, more negative mood, and more negative self-directed feelings (such as being angry and disgusted at themselves) after describing a personal failure. These effects were not found for individuals who had both high explicit and high implicit self-esteem. These findings suggest that one reason why individuals with high explicit but low implicit self-esteem-—who also tend to be narcissistic—-are characteristically defensive is that their low implicit self-esteem makes them acutely sensitive to self-threat, undermining their explicitly positive self-views.

THE FINE LINE BETWEEN CONFIDENCE AND ARROGANCE: FIVE REASONS THAT NARCISSISTS DO NOT HAVE HIGH SELF-ESTEEM. *Seth A. Rosenthal[1], Jill M. Hooley[2]; [1]John F. Kennedy School of Government, Harvard University, [2]Harvard University* – A wave of recent research suggests that narcissists have high self-esteem. Some authors even propose that narcissistic grandiosity is a FORM of high self-esteem (e.g., Baumeister et al., 2003). These findings have led to controversial assertions that narcissism is healthy and adaptive, while high self-esteem is, at best, overrated. We suggest that the notion that narcissists have high self-esteem, and that narcissism is adaptive while self-esteem may not be, have occurred largely because the definitions and measurement of the two constructs have been conflated. Accordingly, with data from four studies, we provide five reasons that narcissists do not have high self-esteem: (1) All measures of narcissism but one, the Narcissistic Personality Inventory (NPI), are unrelated or negatively related to self-esteem; (2) this positive relationship between the NPI and self-esteem is driven entirely by NPI subscales that measure self-esteem better than they measure narcissism; (3) a "construct valid" version of the NPI nominated by an expert panel of clinical narcissism researchers is uncorrelated with self-esteem; (4) the positive correlation between the NPI and self-esteem scales is driven entirely by narcissists' grandiosity and arrogance rather than by "genuine" positive self-appraisals, and (5) narcissists have low implicit self-esteem, the measurement of which is unaffected by overt narcissistic self-inflation. Taken together, these data suggest that it is critical to measure self-esteem and narcissism based on clear and specific definitions before determining empirically whether they are related. Further, using conservative definitions of the constructs yields robust results suggesting that narcissists do not have high self-esteem.

NARCISSISM AT THE CROSSROADS *Aaron L. Pincus, Nicole M. Cain, Emily B. Ansell; Pennsylvania State University* – Abstract: Research on narcissism is informed by three relevant sources: the DSM diagnostic system, social/personality research (most often using the NPI), and clinical/personality theory. All three sources have empirical limitations. DSM criteria sets often fail to identify cases of NPD in community samples (e.g., Maier et al., 1992) and individual criteria exhibit reliability and validity problems (e.g., Blais, et al., 1997; Gunderson, et al., 1991). Social/personality research using the NPI has ambiguities in both measurement (e.g., Kubarych, 2003) and identified relationships among narcissism and related variables like self-esteem (e.g., Brown & Zeigler-Hill, 2004). Contemporary theories of narcissism (e.g., Ahktar, 2003; Morf, in press; Pincus, 2005; Ronningstam, 2005) have moved from an emphasis on chronic grandiosity to broader conceptualizations of self-esteem vulnerability and deviant self-regulation strategies, but often with little associated empirical research. Neither the DSM nor objective assessment of narcissism (NPI) have kept up with changes in personality theory and clinical conceptualization. In this talk, we review the current status of the DSM, NPI, and theoretical approaches to narcissism. We discuss the fact that social/personality research on narcissism is at a crossroads: do we choose to study "normal narcissism" (e.g., Anderson, Miranda, & Edwards, 2001; Campbell, 2001) or do we begin studying a more maladaptive construct closer to clinical formulations? The pros and cons of following each path will be discussed. The development of the Vulnerable Narcissism Scale (Pimentel et al., 2004, 2005) and an integrated model of adaptive and maladaptive narcissism will be highlighted as possible solutions to current issues.

Session A
Friday, 10:15-11:30 am
Sierra/Ventura Room, Wyndham Hotel

METACOGNITION IN GROUPS: HOW METACOGNITIVE BELIEFS FACILITATE GROUP INTERACTION AND PERFORMANCE

Chairs: ***Torsten Reimer; North Dakota State University, University of Basel, Switzerland, and Verlin B. Hinsz, North Dakota State University***

Summary: One recent outgrowth of the groups-as-information-processors approach has been the exploration of metacognition in groups. According to this approach, metacognitions play a crucial role in the motivation, communication, learning, memory, and decision making of interacting groups. Metacognition in groups may be construed as the way members perceive their task and their group and the processes by which they monitor and control information processing. The purpose of this symposium is to (1) highlight the role and importance of metacognitions for our understanding of interacting groups and (2) discuss how the development and nature of metacognitions differ between groups and individuals. The symposium will present innovative research that considers how metacognitive beliefs can facilitate (or hinder) group processes and performance across a variety of different tasks. Elisabeth Brauner presents a study in which the development of a transactive knowledge system was facilitated by training in perspective taking but could not be improved by conventional techniques of individual metacognitive thinking. Maria Augustinova shows that beliefs about the knowledge distribution in a group may affect how thoroughly members process information, which in turn, affected actual group performance. Verlin Hinsz presents a study that indicates that groups make better feeling-of-knowing judgments than individuals. The groups' metacognitive superiority partially accounted for their superiority in actual performance on quiz questions. Each of these studies explores the area of metacognition in groups in a unique way. All contributors highlight its potential by providing innovative research directions on the role of metacognitions in information processing by groups.

ABSTRACTS

INDIVIDUAL AND SOCIAL METACOGNITION *Elisabeth Brauner; Brooklyn College, The City University of New York* – Knowledge about other people's knowledge is most commonly acquired in communication. Most of these knowledge acquisition processes will take place implicitly rather than explicitly. A theoretical model will be presented that encompasses such implicit and explicit processes in social interaction and includes metacognition on an individual as well as a social level. Individual metacognition will be defined as cognition about own cognition (Nelson, 1999), and social metacognition will be defined as cognition about other people's cognition (Brauner, 2002). Social metacognitive processes are particularly relevant for the development of cognitive interdependence as for instance described in the model of transactive memory (Wegner, 1987, 1995) or transactive knowledge systems (Brauner, 2002, 2004). Because perspective-taking can be seen as an interpersonal instance of metacognition, it is expected that perspective-taking will promote the acquisition of transactive knowledge, whereas individual metacognition should not. Two experiments were conducted to investigate the effect of metacognition on the development of transactive knowledge systems in interactive groups. Social metacognition was manipulated in the first experiment. Results show that training in social metacognition (perspective-taking) enhances the acquisition of transactive knowledge. In a further study, social as well as individual metacognition were manipulated. Results could be replicated with regard to social metacognition but show that training in individual metacognition does not lead to an enhancement of transactive knowledge. Results are interpreted in the light of implicit and explicit learning processes in interpersonal situations.

META-KNOWLEDGE ABOUT INFORMATION DISTRIBUTION AND COLLECTIVE REASONING *Maria Augustinova[1], Dominique Oberlé[2], Garold Stasser[3]; [1]University of Clermont-Ferrand, [2]University of Paris - Nanterre, [3]Miami University* – Past findings showed that biased information sampling in groups (e.g. dominance of information that is widely shared) might be a useful "tool" for collective consideration of information that is largely ignored by individuals working alone and thus lead to the better quality of collective reasoning. For instance, an additional falsification cue enhanced collective but not individual performance on Wason's selection task and it did so only when it was widely shared but not when it was only partially shared (i.e., given to only two group members out of four, [Augustinova, 2005]). However, individuals working alone seem to attend the additional falsification cue when they think that they have more task-relevant information than their future group members as compared to those thinking they have less or the same amount of relevant information (Augustinova, Oberlé, & Stasser, 2005). This paper examines the idea that the metaknowledge about information distribution moderates the biased information sampling. More importantly, it was hypothesized that the metaknowledge about differences rather than similarities in access to information may be beneficial for collective performance on Wason selection task. The performance data suggest that was indeed the case. Preliminary discussion data suggest that metaknowledge about similarities in access to information often serves to validate the emerging consensus on biased solution, whereas metaknowledge about differences in access to information is often used to discount such consensus and thus lead to more thorough information search and alternative consideration.

METACOGNITION CONTRIBUTES TO SUPERIOR GROUP PERFORMANCE ON COGNITIVE TASKS *Verlin B. Hinsz, Renee E. Magnan; North Dakota State University* – Some have argued that group superiority over individuals in cognitive task performance occurs because groups use more effective response strategies, although this has received limited empirical support. This presentation will describe a test of whether better metacognition in groups, reflecting more effective response strategies, partially mediates group superiority on cognitive tasks. Metacognition in groups reflects the degree group members know what they do and do not know. If group members have better metacognition about their knowledge, then they could use better strategies to respond on cognitive tasks. We tested the hypothesis that metacognition-based response strategies might contribute to the superiority of groups (relative to individuals) to answer questions more accurately. Individuals and six-person groups answered multiple choice questions dealing with mental health issues. Prior to the quiz questions, the respondents made metacognitive macro-level predictions about how accurately they felt they could answer questions correctly. Groups answered more quiz questions correctly than individuals. Groups also had better metacognitive accuracy than individuals about how well they would do on the quiz. The respondents' metacognitive accuracy was also predictive of the number of questions answered correctly. A mediation analysis revealed that metacognitive accuracy partially mediated the effect of group or individual respondent on the number of quiz questions answered correctly. The results of this experiment indicate that one reason groups are superior to individuals in cognitive task performance is that they use enhanced metacognition to respond more effectively on the task. Better metacognition in groups can also enhance group functioning in other arenas.

Session B

Friday, 1:15-2:30 pm

Oasis Hall 2, Convention Center

2006 INVITED ADDRESS

Arie Kruglanski, University of Maryland, College Park

Introduction: Jeff Simpson, University of Minnesota

THE PSYCHOLOGY OF TERRORISM: 'SYNDROME' VERSUS 'TOOL' PERSPECTIVES In this talk I distinguish between two psychological perspectives on terrorism, approaching it respectively as a 'syndrome' and as a 'tool'. According to the 'syndrome' view, terrorism represents a psychologically meaningful construct with identifiable characteristics on individual and group levels of analysis. According to the 'tool' perspective, terrorism represents a strategic instrument, that is, a means that any party may use in a conflict situation. Research thus far found little support for the 'syndrome' view. Terrorists do not seem to be characterized by a unique set of psychological traits or pathologies. Nor has research uncovered any particular 'root causes' of terrorism. The vast heterogeneity of terrorism's users is consistent with the 'tool' view, affording an analysis of terrorism in terms of means-ends psychology. The 'tool' view implies conditions under which potential perpetrators may find terrorism more or less appealing, hence offering guidance for further research as well as for the 'war on terrorism'.

Session B

Friday, 1:15-2:30 pm

Oasis Hall 3A, Convention Center

DOES SELF-ESTEEM MATTER?

Chair: ***Richard W. Robins; University of California, Davis***

Summary: The scientific utility of the construct of self-esteem has recently come under attack. Over a century after James, Cooley, and others laid the foundation for the scientific study of self-esteem, debate continues about its importance in predicting real-world outcomes (Baumeister, Campbell, Krueger, & Vohs, 2003). Specifically, does high self-esteem promote a happy, healthy, and productive life, or is it simply an epiphenomenon of significant life outcomes (Seligman, 1993)?

This symposium brings together leading researchers to debate the question: Does self-esteem matter? The four papers were selected to represent a broad spectrum of views on the usefulness of self-esteem. Krueger will summarize the findings of the APS Task Force on Self-Esteem (Baumeister et al., 2003), which raise doubts about the causal influence of self-esteem on real-world outcomes. Crocker and Niiya present evidence that positive outcomes such as goal attainment and academic achievement depend more on the psychological dynamics associated with the pursuit of self-esteem than on a person's level of self-esteem (i.e., whether it is high or low). Swann and colleagues show that self-evaluations have important effects on everyday behavior, but that such effects will only be found if researchers develop a more nuanced perspective on the conditions under which self-views are likely to guide a person's behaviors, thoughts, and feelings. Finally, Trzesniewski and colleagues use multi-method, longitudinal data to demonstrate that adolescents with low self-esteem subsequently experience a wide range of maladaptive outcomes, including poor mental and physical health, higher levels of antisocial behavior and aggression; and worse economic prospects.

ABSTRACTS

"WHAT WE CAN ASK SELF-ESTEEM TO DO, AND WHAT WE CANNOT" *Joachim I. Krueger; Brown University* – As a former member of the APS Task Force on Self-Esteem, I will dedicate one part of this talk to a review of the findings (Baumeister, Campbell, Krueger, & Vohs, 2003, Psychological Science in the Public Interest). Our massive literature review led us to conclusions that were surprisingly similar to the conclusions drawn by the California Task Force (Mecca, Smelser, & Vasconcellos, 1989). Although high self-esteem is associated with happiness and subjective well-being, it is a poor predictor (let alone cause) of desirable or otherwise socially responsible behavior. The research community faces the challenge of having to choose between abandoning the concept of self-esteem and how to design new studies that can produce perceptible Bayesian belief changes regarding the role of self-esteem. In the second part of this talk, I will discuss the relevance of some conceptual issues. When investigators seek to study the relevance of self-esteem for personal or social outcomes, it matters whether they conceive of self-esteem as an attitude, a personality trait, or a temporary affective state. Likewise, it matters how self-esteem is measured: as a global and unitary concept, as a profile of self-ascribed features, as a discrepancy between the real and the ideal self, or as an implicit attitude. I will explain why I prefer the feature profile approach (although this approach is typically associated with the measurement of the self-concept, not self-esteem), and why I am skeptical about the others.

"THE PURSUIT OF SELF-ESTEEM: CONTINGENCIES OF SELF-WORTH AND SELF-REGULATION" *Jennifer Crocker, Yu Niiya; University of Michigan* – Successful self-regulation is the willingness to exert effort toward important goals, while taking setbacks and failures as learning opportunities. We argue that successful self-regulation does not depend on one's level of self-esteem; rather, the pursuit of self-esteem as a goal often derails self-regulation. In domains of contingent self-worth people want to succeed and avoid failure, because the resulting boosts in self-esteem are pleasurable and drops in self-esteem are painful. However, self-esteem can become the overriding goal, leading to counter-productive behaviors such as self-handicapping to protect self-esteem on difficult tasks. Learning orientations, particularly the willingness to embrace failure for the learning it affords, can foster successful self-regulation in the face of difficulty or obstacles. We describe evidence from a series of laboratory studies showing that : (1) academically contingent students show larger boosts to self-esteem following success on academic tasks and drops in self-esteem following failure than less contingent students; (2) in the absence of practice, priming incremental theories of intelligence completely attenuates the drop in self-esteem following failure for highly contingent students; (3) whereas most students practice more when primed with incremental theories, when they are highly contingent, or when tasks are difficult, the combination of these factors derails self-regulation, such that highly contingent incremental theorists actually withhold practice on difficult academic tasks, presumably to protect their self-esteem; and (4) double-loop learning goals (i.e., viewing failure or criticism as a good learning opportunity), protect the self-esteem of highly contingent incremental theorists who practice and then fail.

"LOW SELF-ESTEEM PREDICTS POOR HEALTH, CRIMINAL BEHAVIOR, AND LIMITED ECONOMIC PROSPECTS" *Kali H. Trzesniewski[1], M. Brent Donnellan[2], Richard W. Robins[3]; [1]Stanford University, [2]Michigan State University, [3]University of California, Davis* – OBJECTIVE: Whether or not low self-esteem is a risk factor for maladaptive life outcomes is controversial. The most comprehensive review of self-esteem concluded, "…it is far from clear that interventions aimed at boosting self-esteem will be sufficient to produce positive outcomes. The seeming benefits of self-esteem could be a product of other factors that overlap with self-esteem, of subjective bias, and of reciprocal causal relationships" (Baumeister et al., 2003, p. 37). The goal of the present research is to provide a rigorous test of the hypothesis that low adolescent self-esteem is a risk factor for problematic adult adjustment. METHODS: Participants (N = 978) were members of the Dunedin Multidisciplinary Health and Development Study—a longitudinal investigation of health and behavior in a complete birth cohort. Self-esteem was assessed at ages 11, 13, and 15. At age 26, measures of adjustment (mental health, criminal convictions, physical health, economic prospects) were collected from participants, family members, friends, and court records. RESULTS: Adolescents with low self-esteem had poorer mental and physical health, worse economic prospects, and higher levels of criminal behavior during adulthood, compared to adolescents with high self-esteem. The long-term consequences of self-esteem could not be explained by adolescent depression, gender, or socioeconomic status. Moreover, the findings held when the outcome variables were assessed using objective measures and informant reports; therefore, the findings cannot be explained by shared method variance in self-report data. All told, this research suggests that low self-esteem during adolescence has negative real-world consequences during adulthood.

"DOES WHAT WE THINK OF OURSELVES MATTER? SELF-CONCEPT AND SELF-ESTEEM IN EVERYDAY LIFE" *William B. Swann Jr., Christine Chang-Schneider, Katie Larsen McClarty; University of Texas at Austin* – In contrast to the champions of self-esteem in the 1980s, recent commentators have been highly skeptical of the role of self-esteem in everyday life. We suggest that just as the early advocates were overly optimistic, recent critics have been unduly harsh. One problem is that the extravagant claims of advocates of the self-esteem movement have defined the debate, leading commentators to expect erroneously that self-esteem should have quite substantial relationships to a plethora of variables that are simultaneously influenced by numerous other powerful factors. We suggest that the starting point for any discussion of the effects of self-knowledge should be to note how it functions in everyday life: by positioning us in the world, telling us what qualities we possess (i.e., self-concepts) as well as the extent to which we are worthwhile (i.e., self-esteem). For this reason, self-knowledge should be primarily involved in outcomes that involve explicit or implicit evaluations. Thus, for example, self-views should predict how people react to evaluations from their peers, lovers, and employers. We review findings from several recent studies that support this argument. We conclude that a balanced view of the literature suggests that self-views are members of a larger class of beliefs and expectancies whose effects have been well documented and that the present challenge is to identify the conditions under which self-views are, and are not, apt to guide behavior.

Session B
Friday, 1:15-2:30 pm
Primrose Ballroom A, Convention Center

ANGER IN SOCIAL LIFE: GOOD OR BAD?

Chairs: ***Agneta Fischer; University of Amsterdam and Paula Niedenthal; University of Clermont-Ferrand***

Summary: This symposium focusses on the social functions of anger in everyday life. Anger has generally been described by its antagonistic tendencies and its close link to aggression. Indeed, the main function of anger would be to force a change in another person's behavior in order to reaech a better outcome for oneself. As a result, anger would imply negative consequences for one's relations with others. On the other hand, the positive effects of anger expression have also have been emphasized, but mainly at the level of the individual, that is, with respect to one's psychological well-being. In this symposium we focus on the functions of anger in different social contexts. First, it will be shown that anger may have different manifestations (Kuppens and Fischer). Second, we will consider both the automatic effects of anger, in terms of mimicry (Hess), as well as the more conscious and long term effects of anger (Fischer, Niedenthal). Third, anger may have different effects on others, depending on the social context (e.g., status of the other person), the nature of the interaction, and the elicitation of other emotions, like contempt.

ABSTRACTS

THE SOCIAL COSTS OF MIMICKING – WHY WE SHOULD NOT BOTH LOOK ANGRY *Agneta Fischer, University of Amsterdam* – The Chameleon effect (Chartrand & Bargh, 1999) refers to the hypothesis that people tend to unconsciously and unintentionally imitate the nonverbal behavior of their interaction partner. This tendency is posited to have a positive impact on the interaction and to foster affiliation. Yet, this behavior may also incur social costs, as signaling one's affiliative intent through mimicry may result in increased social demands. Hence the social context and the type of the emotion should influence the level of mimicry that is shown. In a series of studies we assessed facial mimicry for anger and happiness expressions in a variety of social contexts. Mimicry was found to be influenced by the gender composition of the dyad, the relative status of the interaction partners and the type of relationship with the interaction partner (member of an in- versus outgroup. Importantly, mimicry levels were influenced by the kind of emotion displayed

by the expresser. Mimicry was consistently found in happy contexts. When mimicry was found for anger contexts, then generally only for smiling episodes, which also occurred in this context. The results will be discussed in terms of the social costs of mimicry.

WHO RESPONDS HOW AND WHEN TO ANGER? *Peter Kuppens* – The aggressive expression of anger is often suppressed and replaced by other behavior. I will first give an overview of different types of behavior that can follow the experience of anger. It will then be shown how the display of these behaviors is determined by characteristics of the social environment and the person, affecting the possibility of positive and negative consequences attached to a particular behavior. Regarding social factors, it will be addressed how the status of the person one is angry at influences which type of behavior follows the experience of anger. The findings are interpreted in the light of the possible consequences specific anger behaviors may produce when displayed towards particular anger targets. Regarding person factors, it is shown how habitual anger behavior is related to personality and to the value attached to possible behavioral consequences. Finally, it is argued that the patterns with which different anger behaviors co-occur suggest a form of functional equivalence between them in terms of an underlying motivation to assert one's position (perception of the anger-eliciting event). This can be accomplished by either confronting the person one is angry at, or, by avoiding the other and social sharing (explaining why social sharing of anger generally does not result in emotional recovery).

BEAT THEM OR BAN THEM: THE SOCIAL FUNCTIONS OF ANGER AND CONTEMPT *Arnel Nugier* – In this talk the social causes and consequences of anger are examined by comparing them to another negative emotion, namely contempt. Both are considered hostile emotions characterized by offensive responses against another person. Yet, their causes and social implications seem to be very distinct, with contempt having far more serious negative implications for one's relations than anger. It is important to compare the antecedents and implications of both emotions in order to improve our insight in the destructive effects of specific emotional responses on social bonding. In a series of studies, using both autobiographical and vignette methods, we investigated the different causes and effects of anger and contempt responses. The results of these studies show that anger and contempt often occur together, but are clearly distinct. Anger is more often characterized by short term attack responses, and long term reconciliation, often resulting in relational improvement, whereas contempt is characterized by disparaging, rejecting, and socially excluding the other person, both in the short term, and the long term. In addition, we show that anger decreases over time, whereas contempt holds the same intensity or even increases over time. We also suggest that anger may turn into contempt especially when there is less intimacy with the other person, and less control over the behavior of the other person. Understanding Anger as a resonse to social control. Informal social control is the communication of disapproval by one individual to another individual (the perpetrator) who has transgressed a social norm. Although social control is intended to induce moral emotions, such as guilt, very often it elicits anger. We present the results of four studies that examined the conditions under which social control induces moral versus hostile emotions. In the first two studies, we investigated the role of the appraisal of legitimacy of social control as a determinant of these emotions. Participants imagined themselves in scenarios in which they engaged in uncivil acts and then received social control (or not). They then rated their appraisals and expected emotions. Results revealed that while social control intensified experiences of both moral and hostile emotions, the estimation of social control as illegitimate independently increased the experience of hostile emotions. In two additional studies, we tested the hypothesis that anger results when individuals make external attributions for their deviant behavior, because such an attribution would render the social control particularly illegitimate. Attributions were successfully manipulated in new scenarios and participants were led to take the perspective of either the deviant or an observer of the deviant act (actor/observer perspective). There was no influence of attribution on emotion for the individuals who took the actors point of view. However, observers thought that deviants would feel more hostile emotions than moral emotions upon the receipt of social control overall. In addition, observers of an act of deviance thought that the perpetrator would feel most hostility when the attribution was internal, and not external as expected. Anger as a response to social control is discussed.

Session B
Friday, 1:15-2:30 pm
Catalina Room, Wyndham Hotel

INTRAGROUP DYNAMICS OF EXCLUSION

Chair: ***Celia Gonzalez; New York University***

Summary: One need only visit a junior high school to witness social exclusion in action and observe its impact on interpersonal and intragroup dynamics. A complex set of skills is required to deal with the possibility of exclusion while maintaining connections with others in the social environment. This symposium highlights several means through which people manage their membership in social groups when exclusion has taken place or seems to be imminent. In the first talk the effects of exclusion on the perceptions of ingroups are described, and the consequences for alleviating feelings of exclusion are discussed. The focus of the second talk is on affective and pro-social vs. anti-social reactions to exclusion, and the possibility that these reactions are modified by the social context of the exclusion episode. The importance of ingroup identification for understanding responses to exclusion and for directing responsiveness to information conveying one's intragroup standing is discussed in the third talk In the final talk, rejection sensitivity and the centrality of group membership on one's identity are featured as pivotal moderators of the effects of exclusion on subsequent ingratiating behaviors. To forestall or circumvent the consequences of total social deprivation, group members seem to have become adept at using multiple methods of avoiding exclusion, regaining one's position within a group following exclusion threats, and coping with feelings of exclusion by pursuing alternate mean of fulfilling the desire for social connectedness. Taken together, these talks provide a multifaceted look at the complex and dynamic nature of these processes.

ABSTRACTS

MY GROUP IS "GROUPIER" THAN YOUR GROUP: SOCIAL EXCLUSION BIASES PERCEPTIONS OF INGROUPS *Wendi Gardner[1], Megan Knowles[1], Cynthia Pickett[2]; [1]Northwestern University, [2]University of California-Davis* – When experiences of social exclusion threaten an individual, several cognitive strategies may be used to restore a sense of belonging. Identifying more closely with one's ingroups, and perceiving those ingroups in turn as close, cohesive, and meaningful units may provide one possible defense. Prior research has shown that after an experience of social exclusion, individuals are more likely to identify, both on explicit and implicit measures, with social groups. The current studies examined alterations of ingroup perceptions as a response to social exclusion. In one study, students who relived a social rejection remembered past group events as more successful, and attributed such successes to group cooperation and teamwork as compared to students who relived an academic failure, a social acceptance, or a neutral control experience (all of whom attributed past group successes to their own individual efforts). In a second study, entitativity, or perceiving a group as a more unified entity, was examined as another group percep-

tion that may be altered in response to exclusion. As expected, individuals randomly assigned to experience social exclusion rated their own ingroups (e.g., Northwestern students, their Introduction to Psychology class) as possessing greater entitativity than equivalent outgroups (e.g., University of Chicago students, an Introduction to Philosophy class). These shifts in identity and ingroup perceptions presumably supply the excluded individual with a cognitive defense against feelings of exclusion reminding the individual that rather than being alone, they are embedded within positive and meaningful ingroups.

OSTRACISM AND GROUP MEMBERSHIP AND ITS RELATION TO ANTI-SOCIAL RESPONSES *Kipling D. Williams[1], Adrienne Carter[1], Lisa Zadro[2]; [1]Purdue University, [2]University of Sydney* – Our research focuses on the reflexive and reflective effects of being ostracized—ignored and excluded. Immediate reactions are uniformly negative, painful, and distressing. The anterior cingulate cortex, the same region that detects physical pain, is activated even during short bouts of ostracism. Reflexive distress is not moderated by many plausible moderators. For instance, there are no differences in the distress individuals report after being ostracized by outgroups or ingroups, nor does it matter whether the outgroups are rivals or vilified. Ostracized individuals' reflective responses to ostracism often involve attempts to increase subsequent inclusion. Group factors, however may derail pro-social motives and redirect the individual towards anti-social reactions. We are examining a variety of group factors that may moderate reflexive and reflective responses to ostracism. For one study, two other individuals ostracize (or include) individuals or dyads. When individuals share the ostracism experience with a co-target, they seek out the other, interact with them, form a strong bond, feel more empowered, and generally report less distress. We are examining whether these reactions lead them to retaliate. In another study, we investigate group-group ostracism, in which dyads are either included or ostracized by other dyads. Here, we seek to determine whether being a member of an ostracized dyad is generally less threatening but nevertheless lead to stronger senses of empowerment and anger. We discuss the role of group factors as they relate to subsequent attempts to fit-in with others versus retaliating and becoming aggressive toward others.

THE INTERPLAY OF IDENTIFICATION AND EXCLUSION *Celia M. Gonzalez, Tom Tyler; New York University* – Feeling excluded from a social group is not an unfamiliar experience. Previous research has demonstrated that people employ numerous strategies that may serve to restore inclusion. However, maintaining membership in a social group may be valuable to one group member but inconsequential (or even undesirable) to the next. As such, responses to feeling excluded from, or included in, a group depend on the subjective importance placed on group membership. In this series of studies, we examined the way that feeling included or excluded alters sensitivity to information that can be used to assess the state of one's connection to an in-group, specifically the fairness of the decision-making procedures used by an in-group representative in the course of an interaction. High identifiers who were made to feel excluded, relative to those made to feel included, were more attentive to the way they were treated by an in-group representative. This information was then reflected more strongly in subsequent judgments. In contrast, participants who were weakly identified with the group were more sensitive to the way they were treated when made to feel included rather than excluded. By demonstrating that enhanced sensitivity to information that conveys the quality of one's connection to an in-group can be evoked not only by exclusion concerns, but also by the sense of change in one's connection to the group in question, this series of studies points to the importance of taking into account the group context in which cues related to exclusion and inclusion are experienced.

SEEKING ACCEPTANCE FROM SOCIAL GROUPS: WHO TRIES TOO HARD? *Geraldine Downey, Rainer Romero-Canyas; Columbia University* – The pain of rejection is immediate and anger-producing. However, its ultimate consequences may depend on the longer-term reactions of those rejected. Do they grasp at opportunities for regaining acceptance or reject their rejecters? We propose that it depends on the person's level of rejection sensitivity (RS) and the centrality to the person's identity of the rejection source. According to the RS model, people who anxiously expect rejection more readily perceive it and respond more extremely. How they respond should depend on whether the rejection source is central to their identity. In the latter case, we expect that high RS individuals will try hard to regain acceptance even when the benefits are minimal. We tested this prediction in two experiments in which participants were led to believe they would be temporarily joining a compatible internet chat group. They were randomly assigned to receive accepting, mildly rejecting, and harshly rejecting feedback to their initial messages to their group. When given the opportunity to engage in behavior that might elicit acceptance, high-RS individuals showed more ingratiation than low RS individuals but only following harsh rejection. These findings held only for high RS men, a finding consistent with claims that social groups are more central to males' self-concept than to females' self-concept. Further suggesting that centrality of the rejection source to one's identity determines efforts to gain acceptance, RS was associated with ingratiation only in men induced to view themselves as compatible on important aspects of identity (e.g., ethnicity) with the harshly rejecting group.

Session B
Friday, 1:15-2:30 pm
Madera Room, Wyndham Hotel

ADULT ATTACHMENT, STRESS, AND PHYSIOLOGICAL RESPONSES

Chairs: ***Markus Quirin; University of Osnabrueck, Germany, and Omri Gillath; University of California, Davis***

Discussant: *Mario Mikulincer; Bar Ilan University, Israel*

Summary: Associations between parental caregiving, offspring's attachment style, and offspring's physiological reactions to stressful situations have been documented. They suggest that a person's orientation to relationships (e.g., attachment style) in adulthood might also affect responses to stress. So far, however, few studies have examined this possibility. Our symposium will showcase some innovative recent approaches to studying associations between relationship orientations and physiological reactions to stress. Specifically, Gillath et al. will present a study on the effects of attachment style and a stressful interview (about a relationship breakup) on salivary cortisol concentrations, showing an association between reactivity, recovery, and attachment anxiety. Diamond and Otter-Henderson, who will present the second talk, studied attachment style and cortisol level in a naturalistic situation – separations occurring when one partner left on a trip. They found an association between avoidance and waking cortisol level during the separation. Quirin and Kuhl will discuss a study in which attachment anxiety was related to high cortisol responses in a stressful situation but to lower baseline cortisol levels upon awakening at home in the morning. Baldwin et al. will describe a study showing that initial attention deployment toward a social threat, which might be a common response among insecure individuals, is associated with higher cortisol responses but can be changed through systematic training. Mikulincer, a well-known attachment researcher, will comment on the talks and raise questions for discussion and future research.

ABSTRACTS

CHANGES IN SALIVARY CORTISOL CONCENTRATION AS A FUNCTION OF ATTACHMENT STYLE AND ATTACHMENT-RELATED EMOTIONAL STATES *O. Gillath, P. R. Shaver, S. P. Mendoza, N. Maninger, E. Ferrer* – There is an extensive literature linking HPA activity to aspects of memory, attention, and emotion. Recently, correlations have been found between attachment style and cortisol production under stressful conditions (see Diamond, 2001, for a review). In studies reported to date, however, no one has systematically manipulated attachment-related states of security or insecurity to see how they interact with chronic attachment style to affect cortisol concentration. In the present study we examined effects of both dispositional attachment style and experimentally manipulated thoughts about secure and insecure relationship experiences on salivary cortisol concentration assessed over time. Participants, all having experienced at least one painful relationship break-up, were interviewed about two separate topics, and the order of the two interviews segments was counterbalanced. In one interview segment, participants discussed their painful break-up, and in the other they described an incident in which they were effectively helped or supported by a close relationship partner. Saliva was collected before the interviews began (to establish a baseline), again after each of the two interviews, and 20 minutes after the second interview (to examine recovery). Findings indicated that discussing attachment-related memories affected salivary cortisol concentration, with break-up memories being associated with a higher concentration of salivary cortisol. Moreover, anxious attachment, a form of insecurity associated in previous studies with poor emotion regulation, was related to slower recovery to baseline following the emotionally painful interview. The study adds to our understanding of some of the physiological underpinnings of situational and individual differences in attachment-related stress reactions.

HPA FUNCTIONING AND ATTACHMENT DYNAMICS IN COUPLES UNDERGOING PHYSICAL SEPARATION *Lisa M. Diamond, Kimberly Otter-Henderson; University of Utah* – Attachment theory suggests that physical separations from attachment figures should be experienced as stressful, and research on nonhuman primates has found that such separations between primate infants and their mothers are associated with elevated HPA reactivity, a physiological indication of stress. The present research examined whether brief physical separations between adult attachment figures, brought about by one partner's naturally-occurring travel (such as a business trip) were associated with changes in basal HPA functioning. In 31 cohabitating couples anticipating such a separation, the "homebound" partner provided morning salivary cortisol samples before, during, and after the separation (for each episode, 2 consecutive days were sampled). Results indicated that in couples who routinely underwent such separations, typically spending 1-2 nights apart each week, the homebound partner experienced a significant increase in waking cortisol levels during the separation episode compared to the pre-separation episode and the post-separation episode. Additionally, the increase from pre-separation to separation in frequently separated couples was significantly pronounced among more avoidant individuals. Finally, frequently separated couples showed post-separation cortisol levels that were significantly lower than their pre-separation levels, whereas this was not observed in other groups. This effect was particularly pronounced among more avoidant individuals. The findings will be discussed in terms of an attachment-theoretical perspective on the stress associated with persistent separations from one's attachment figure. They provide the first physiological evidence of separation-induced stress among human adults.

THE ROLE OF ADULT ATTACHMENT ANXIETY IN CORTISOL RESPONSE TO AWAKENING AND ACUTE STRESS *Markus Quirin, Julius Kuhl; University of Osnabrueck, Germany* – Attachment anxiety is thought to be caused, in part, by a lack of parental warmth and care during childhood. Many studies on rodents indicate that adverse rearing conditions can create persistent dysregulation of the HPA stress-system and impaired brain development. Analogously, it may be hypothesized that insecurely attached human adults would show HPA stress responses that deviate from those of securely attached adults. A study involving 42 adult women will be presented in which cortisol was assessed during a non-social stress task in the laboratory and over the course of two consecutive mornings at home. Attachment anxiety but not avoidance significantly predicted the cortisol response to acute stress and awakening. Specifically, attachment anxiety was positively related to the cortisol response to acute stress and negatively related to the cortisol response upon awakening. The latter finding corresponds with a phenomenon called hypocortisolism, typically associated with post-traumatic stress disorder and other disorders related to extreme stress. Despite the different patterns of association between cortisol and attachment anxiety in the lab and at home, chronic social stress (assessed with respect to the person's everyday life) was positively related to the awakening response. This seemingly paradoxical finding will be explained by a model of persistent counteraction and more recent findings on the role of the hippocampus in cortisol regulation. The data will be discussed in terms of the development of relationship orientations, the hippocampus, and their interaction.

AUTOMATIC ATTENTION TO SOCIAL THREAT PREDICTS CORTISOL RELEASE, SELF-EVALUATION, AND PERFORMANCE *Mark W. Baldwin[1], Stéphane D. M. Dandeneau[1], Jodene R. Baccus[1], Maya Sakelleropoulo[1], Jens C. Pruessner[2,3]; [1]McGill University, Montreal, Quebec, [2]McConnell Brain Imaging Center, Montre al Neurological Institute, Montreal, Quebec, [3]Douglas Hospital Research Center, Montreal, Quebec* – The human stress response begins with the perception of threat. Recent evidence implicates social threats, such as rejection and criticism, as particularly powerful triggers of the stress response. Building on recent work in the attachment and interpersonal cognition literatures, we argue that automatic attentional processes play a key role in shaping the perception of social threat. In our first study, cortisol release in response to a socially evaluative situation (being criticized while failing on difficult arithmetic problems) was found to be correlated with a pattern of attentional deployment toward social threats; specifically, frowning faces. In a second study we found that this attentional bias could be modified with a training task in which participants repeatedly located a single smiling face in a matrix of 15 frowning faces: After performing this exercise for 10 minutes, participants with a negative model of self did not show the negative attentional bias normally associated with low self-esteem (and still exhibited by their counterparts in a control condition). Finally, we tested whether modifying attentional habits in this way would show beneficial downstream effects on psychological, neuroendocrinological, and behavioral variables. Among a group of telemarketers, who are routinely faced with high levels of social rejection, those who used the attention-training task each morning for a week showed lower levels of cortisol during the workday, reported higher self-esteem and lower stress, and were more confident and successful at work. These findings reveal an early-stage cognitive process through which working models of the self influence stress.

Session B

Friday, 1:15-2:30 pm

Pasadena Room, Wyndham Hotel

AUTOMATIC PROCESSES IN EMOTION REGULATION

Chair: ***Iris Mauss; University of Denver***

Discussant: *James Gross; Stanford University*

Summary: Emotion regulation serves a crucial function for individuals' functioning. While considerable advances have been made in the study of the controlled processes involved in emotion regulation, much less is understood about automatic processes in this context. This is surprising, as theoretical expectation suggests that automaticity should play an important role in emotions and their regulation. This symposium will feature current research that uses novel methods and a wide range of measures to explore automatic processes in emotion regulation. Zemack-Rugar and colleagues investigated whether emotion-regulation goals can be pursued even when the emotion to be regulated itself is nonconscious. Using affective priming, they show this to be the case, as well as that this process has important implications. Mauss and Gross will present studies that examine the effects of automatic emotion regulation on individuals' affective responses to laboratory anger provocations. These studies suggest automatic emotion regulation as an effective and possibly "cost-free" way to manage negative emotional impulses. Ayduk and colleagues investigate how individuals can regulate automatic emotional responses associated with rejection sensitivity. They show that outcomes such as attention to emotional stimuli or hostile behaviors can be avoided by individuals with high cognitive control ability. Bonanno and Coifman's presentation will explore how automatic dissociation of verbal from autonomic responses is linked to emotional experiences in clinical settings, suggesting that, surprisingly, such dissociation can have positive emotional outcomes. Discussant Gross will integrate the papers, highlighting their contributions to our understanding of the elusive automatic processes involved in emotion regulation.

ABSTRACTS

SPECIFIC, NONCONSCIOUS EMOTIONS, EMOTION REGULATION, AND SELF-CONTROL BEHAVIOR *Yael Zemack-Rugar, James R. Bettman, Gavan J. Fitzsimons; Duke University* – Individuals pursue emotion-regulation goals using a host of behaviors, including the adjustment of self control levels; individuals can either increase or decrease self-control in an attempt to regulate emotions. This research examines whether such utilization of self-control for emotion-regulation can be automatically pursued and, more importantly, whether emotion-regulation goals are pursued even when the negative emotion itself is nonconscious. In four studies we demonstrate that specific, equally valenced (negative) emotions can be subliminally primed, remain inaccessible to conscious awareness, and still differentially affect self-control behaviors. The first two studies show that participants subliminally primed with either a sad or guilty emotion show no differences in their conscious emotion ratings, but show significant predictable differences in their self-control choices. To our knowledge, this is the first demonstration of the effects of specific nonconscious emotions on behavior. The last two studies examine whether the observed effects are indeed driven by emotion-regulation goals. To rule out a purely semantic explanation (whereby the subliminally primed words are ideomotorically linked to the observed behaviors; Prinz, 1990), a time delay is added. If the observed effects are semantic, a time delay should erase them. However, such time delay is expected to have no effect on the results if they are driven by an emotion-regulation goal, as goals persist until satisfied. The results of the first two studies replicate, suggesting that the effects of nonconscious emotions found in this research have a motivational component.

COOL, CALM, AND UNCONSCIOUS: AUTOMATIC EMOTION REGULATION AND RESPONSES TO AN ANGER PROVOCATION *Iris B. Mauss[1], James J. Gross[2]; [1]University of Denver, [2]Stanford University* – Successful control, or down regulation, of negative emotions is a task of fundamental importance for individuals' well-being, social functioning, and health. However, prior research suggests that such control is difficult to achieve, and that it may be associated with the "physiological cost" of greater cardiovascular responding (e.g., greater blood pressure). This effect is thought to be caused by the effort involved in the execution of control. Effortless, or automatic, emotion control might pose a solution to this dilemma. The studies to be presented assessed whether automatic emotion control indeed effectively lowers the experience of negative emotion, and whether it occurs with maladaptive autonomic physiological responding. To address this question, a novel measure for individuals' implicit evaluation of emotion control was developed by adapting the Implicit Association Test. Then, it was tested whether this measure predicted actual emotion experience and autonomic physiology in response to a laboratory anger provocation. Results indicate that implicit positive evaluation of emotion control is associated with decreased anger experience but not with deliberate attempts to control emotion. Importantly, it is not associated with maladaptive cardiovascular activation but rather with an adaptive, "challenge" pattern of cardiovascular responding. These findings suggest automatic emotion control, in contrast to some forms of deliberate emotion control, as an effective and adaptive way to manage negative emotional impulses. In the longer run, automatic emotion regulation might have positive effects on individuals' well-being, social functioning, and health.

THE EFFECT OF COGNITIVE CONTROL ON AUTOMATIC EMOTION REGULATION IN REJECTION SENSITIVITY *Ozlem Ayduk, Anett Gyurak, Natalie Castriotta; University of California, Berkeley* – People high in Rejection Sensitivity (RS) anxiously expect, readily perceive and react to rejection with hostility. Previous research also shows however, that self-control ability may serve as a protective factor against RS. Drawing from this research, this study (N = 71) examined whether cognitive control ability -- operationalized as resistance to interference in the Classic Color Stroop paradigm, moderated high RS individuals' attentional bias to emotional information and their hostile behavior in close relationships. Attentional bias to emotional information was assessed by interference in an Emotional Stroop task including rejection and general negative words. As hypothesized, cognitive control ability interacted with RS in predicting attentional bias to emotional information and hostile behavior. Specifically, high RS-high cognitive control participants showed lower levels of attentional bias to emotional cues than high RS-low cognitive control participants, suggesting that they were more effectively able to shift attention away from affectively salient information. Similarly, high RS-high cognitive control individuals reported lower levels of hostile conflict behavior towards their current romantic partners than their counterparts with low cognitive control. Furthermore, mediation analysis indicated that the interaction between RS and cognitive control in predicting conflict behavior was partially mediated by attentional bias to emotional information. That is, high RS-high cognitive control individuals were lower in hostility towards their partners than high RS-low cognitive control individuals in part because they show less susceptibility to attentional bias to emotional information. The implications of these findings for automatic emotion regulation in the RS dynamics are discussed.

VERBAL-AUTONOMIC RESPONSE DISSOCIATION *George A. Bonanno, Karin G. Coifman; Teachers College Columbia University* – Most theorists agree that emotion regulation involves both controlled and automatic processes. Considerable advances have been made in the study of controlled emotion regulation processes. However, methodological and measurement issues have limited the investigation of the automatic aspects of emotion regulation. We describe a form of emotion regulation behavior—referred to as Affective-Autonomic Response Discrepancy (AARD)—that appears to involve automatic processes. AARD is operationally defined by a relatively low self-reported experience of negative affect coupled with elevated levels of autonomic arousal (e.g., heart rate, skin resistance) in response to an obvious stressor event. Indirect evidence for the automaticity of AARD is suggested by several convergent sources. AARD is consistently observed in individuals categorized by questionnaire as repressive copers. Abundant evidence indicates that repressors also evidence avoidant behavior in tasks that tap automatic processes, such as rapid attentional deployment. However, AARD does not correlate with measures of deliberate avoidant behaviors. Additionally, AARD correlates with clinical interviewer ratings of the avoidance of emotional awareness, as well as with ratings of the appearance of reduced suffering. Consistent with theoretical arguments linking laughter with the automated reduction of distress, AARD correlates positively with genuine laughter but not intentional or polite laughter during interviews about stressful events. Finally, AARD has been associated with increased facial displays of both negative and positive emotions, and with the increased experience of positive affect. We close with a brief discussion of how future research might provide more direct evidence for the automatic nature of this behavior.

Session B
Friday, 1:15-2:30 pm
Sierra/Ventura Room, Wyndham Hotel

RECENT DEVELOPMENTS IN DYADIC ANALYSIS

Chair: ***Gwen Seidman; New York University***

Discussant: *Niall Bolger; Columbia University*

Summary: Although dyads and dyadic processes are of fundamental importance to social psychology, many researchers continue to be perplexed about how dyadic data should be analyzed. Among the issues that cause confusion are (a) how to simultaneously take account of individual and dyadic levels of analysis, (b) how distinguishable dyads (e.g., heterosexual couples) differ from indistinguishable dyads (e.g., gay and lesbian couples) in terms of statistical analyses, (c) when it is reasonable to consider relationship processes to be stable over time, (d) how general approaches can be adapted to special samples and designs in dyadic research. In this symposium we invite methodologists who have contributed to the literature on dyadic data analysis to talk about recent developments with a view to helping researchers choose appropriate analytic strategies. The discussant will take the perspective of a consumer of statistical advice when discussing the talks.

ABSTRACTS

THE BASICS OF MULTILEVEL MODELING WITH DYADIC DATA *Deborah A. Kashy; Michigan State University* – Multilevel modeling is a relatively new statistical technique that is particularly useful for the analysis of dyadic data. This talk is intended to provide a brief introduction to how multilevel modeling can be applied to dyadic data. It also describes how multilevel modeling can be used to estimate the components of the Actor-Partner Interdependence Model (APIM). The APIM is a simple yet compelling model of dyadic behavior. It specifies that when two people interact or are involved in a relationship, each person's outcomes are affected by both their own inputs, actor effects, as well as their partner's inputs, partner effects. The APIM is being increasingly used in the social sciences. For example, investigators have used it in research investigating such varied topics as emotion, health, leisure activities, communication competence, commitment, relationship violence, and attachment style. Issues covered will include definitions of key concepts, data organization, model parameters and constraints required in the dyadic case, and differences in models for nondistinguishable and distinguishable dyads. Finally, implementation of multilevel modeling analyses with SAS, SPSS, and HLM6 will be discussed.

MODELS FOR DYADIC REPORTS ON DAILY DIARIES *Patrick E. Shrout; New York University* – We present a framework for studying variation in daily diary reports from both members of dyads when the number of time points is large (e.g. 25 or more). Diary data can provide important insights into dyadic processes of interest to social psychologists, including husband-wife, parent-child, college roommates and coworkers. We focus on diary designs that request data at equally spaced intervals, but we consider inevitably missing data that make actual data patterns uneven in spacing. Our approach is to specify a baseline model that allows for time-invariant and time-varying dependence at the individual and dyadic levels. We then consider alternative models that describe possible processes for the patterns of dependence. The approach can be adapted for both distinguishable dyads (e.g. mother, daughter) and exchangeable dyads (e.g. college roommates). We discuss how the approach can be implemented using statistical software for both structural equation models and for multi-level models. We illustrate the approach with daily diary data from members of intimate couples over a four week period.

A GENERAL FRAMEWORK FOR DYADIC DATA ANALYSIS *Richard Gonzalez[1], Dale Griffin[2]; [1]University of Michigan, [2]University of British Columbia* – We present a general framework for assessing several types of dependencies in dyadic data. The framework extends the generalized linear model, which permits several types of data such as normally distributed or binary data, to a multilevel context. The framework allows for dependencies due to time (longitudinal data) and social groupings (such as dyads); it can handle a variety of different dyadic models such as the actor-partner model and the latent variable model; it can deal with complicated social groupings that emerge in social psychology studies. Various estimation techniques such as maximum likelihood or generalized least squares may be used. The advantages of a general framework include the ability to create new "hybrid" models and the ability to make use of other results in the generalized linear context such as handling missing data. We will demonstrate the implementation in programs such as HLM, SAS, and R.

THE ONE-WITH-MANY DESIGN: THE FORGOTTEN DYADIC DESIGN *David A. Kenny; University of Connecticut* – In the one-with-many design, one person has many dyadic relationships, but each of the person's partners is in a relationship with only that one person. Examples of the design are: Each informant lists the set of persons on whom he or she could rely on for social support; patients of different doctors are surveyed about the quality of care that is provided; persons are asked to rate how jealous they were in their three previous romantic relationships; and persons rate how supportive members of their social network are. Although the design is used in about 1 out 6 published dyadic papers, it has received relatively little formal treatment in the literature. A key design issue, common in dyadic analysis, is whether members are distinguishable or indistinguishable. For data in which members are distinguishable (e.g., mother, father, and peer rate a child), confirmatory factor analysis is the best method of analysis. For data in which members are indistinguishable (e.g., interaction partners in a diary study), multilevel modeling is the method of choice. However, it is still possible, though

not simple, to use multilevel modeling with distinguishable dyads and to use confirmatory factor analysis with indistinguishable members. For some one-with-many studies, it is possible to obtain information similar to what is obtained in the Social Relations Model. Several detailed examples of the analysis of the design are presented.

Session C

Friday, 2:45-4:00 pm

Oasis Hall 2, Convention Center

SOCIAL-PSYCHOLOGICAL EXPLANATIONS OF HARMFUL BEHAVIORS: WHERE DOES RESPONSIBILITY LIE?

Chair: ***Arthur G. Miller; Miami University***

Discussant: *John Darley; Princeton University*

Summary: Scholars of evil and violence, apprehensive that readers will consider their explanations condoning, typically deny exonerating the perpetrators of harm and suffering. For example, Staub (1989): "Although outrage is easier to feel in the face of uncomprehended evil, to understand is not necessarily to forgive." Baumeister (1997), however, disagrees: "Unfortunately, there is ample reason to fear that understanding can promote forgiving. Seeing deeds from the perpetrator's point of view does indeed change things in many ways." Drawing a clear line between explanations and excuses seems both necessary and exceedingly complex. In this symposium, Art Miller considers the exonerating ramifications as particularly hazardous for social psychology, where key explanatory constructs are seen as diminishing intentionality and responsibility. Illustrative here are controversies surrounding explanations of the Holocaust. Susan Fiske highlights social psychology's most enduring lesson--the extraordinary susceptibility of most people to contextual influences from peers and superiors. Those powerful in controlling others' situations may bear significant responsibility for influencing harm-doers. Lee Ross discusses the implications of classic social-psychological conceptions of person vs. situation and person x situation interaction in assessments of perpetrator responsibility. He also explores the balancing of justice and utilitarian considerations in the punishment of malefactors. Bertram Malle analyzes situational explanations, their exonerating implications, and the role of intentionality. Encountering harmful actions may induce observers to perceive intentionality even when unwarranted, in turn exacerbating resistance to social-psychological accounts. John Darley's perspective as discussant reflects his seminal contributions to our understanding of social influence, organizational corruption, moral judgment, punishment, and justice.

ABSTRACTS

EXONERATING HARM-DOERS: SOME PROBLEMATIC IMPLICATIONS OF SOCIAL-PSYCHOLOGICAL EXPLANATIONS When a social-psychological explanation of harm-doing has been communicated, a prototypical message is that the actor was strongly constrained by situational pressures (e.g., presence of non-responding bystanders) and/or by automatically operative cognitive (e.g., stereotypes) and motivational processes (e.g., in-group biases). Inferences regarding constraints operating upon perpetrators are inversely related to judgments of intentionality, controllability, and responsibility (e.g., Weiner, 1995). Thus, the attributional features of social-psychological explanations, in conjunction with their emphasis on normative, non-pathological processes underlying harmful attitudes and actions, converge on a relatively condoning image. In contrast, dispositional explanations (e.g., racist, authoritarian, sadistic), which seem highly correspondent with the harm they ostensibly explain, are likely to be construed as more punitive--and more appealing, even deserved, given that instinctive reactions of laypersons to violence or extreme suffering will typically be dispositional inferences about perpetrators made in anger, perhaps outrage. That social psychologists do not, in their theorizing, explicitly absolve perpetrators hardly immunizes them from charges of leniency. With ample empirical support for their interpretations, they understandably will disavow accusations of being "soft" on perpetrators. Are their denials, however, convincing? One could anticipate heated resistance from those who, for conceptual, political, perhaps emotional reasons, regard the exonerating implications as unacceptable. Illustrative here are vehement criticisms directed at generalizing findings from Milgram's obedience research to the Holocaust (e.g., Berkowitz, 1999; Fenigstein, 1998; Mandel, 1998). Evidence contrasting the effects of a situation- vs. disposition-based explanation of the Holocaust on impressions of perpetrators is described. Counterarguments to the exoneration charge are also considered.

THE POWER OF THE SITUATION AS POWERFUL MESSAGE TO POWER-HOLDERS Society holds individuals responsible for their actions, as the Abu Ghraib court-martials recognize, but social psychology suggests we should also hold responsible peers and superiors who control the social context. Social-psychological evidence emphasizes the power of social context--in other words, the power of the interpersonal situation. Social psychology has accumulated a century of knowledge about how people influence each other for good or ill. Meta-analysis reveals the size and consistency of such empirical results. Recent meta-analyses document reliable experimental evidence of social context effects across 25,000 studies of 8 million participants (Richard, Bond, & Stokes-Zoota, 2003); a subset of these meta-analyses are relevant to understanding the evil of prisoner abuse. Abu Ghraib resulted in part from ordinary social processes, not just extraordinary individual evil, social psychology argues. As an example, we cite these existing meta-analyses to describe how the right (or wrong) social context can make almost anyone aggress, oppress, conform, and obey. Virtually anyone can be aggressive if sufficiently provoked, stressed, or disgruntled. What is the implication of peers and superiors controlling social contexts, if they themselves do not necessarily realize the power of the situation? We suggest that social psychology's message needs to be an integral feature of organizational and military training, because decision-makers can know and should know the power of the social situation, for which they are responsible.

SOCIAL PSYCHOLOGY'S P X S VIEW OF BEHAVIOR, AND THE "JUST" TREATMENT OF MALEFACTORS This paper discusses the problem of reconciling our criminal justice system's conception of accountability and free will with the classic (Person X Situation interaction) approach that social psychology adopts in accounting for behavior in general. My particular focus is the weighing of various types of "excuses" or mitigating factors in assessing personal responsibility and deciding upon punishment for malefactors. The distinctions made by the legal system, I contend, reflect a lay conception of behavioral causation and personal choice that accords well with subjective impressions and conventional views, but one that upon closer examination is neither empirically nor logically nor even ethically defensible. I try to explain why the goal of simultaneously achieving effective social control, satisfying the human need for catharsis and a sense of appropriate retribution, and yet acting justly in light of an informed understanding of the determinants of human behavior is so illusive. While I defend the legitimacy of the first and second of these three goals, I argue that a logically coherent account of behavioral causation would compel us to treat transgressors with more compassion than they typically receive. In particular, I maintain that such compassion is both just and warranted because a resort to

punishment (as opposed to educational or therapeutic intervention) is less a judgment about the willfulness and malevolence of the actor than a concession of our imperfect understanding of the way in which biological and situational factors interact to produce behavior and thus of our inability to prescribe truly appropriate remedies.

HOW BAD IS IT? THE ROLE OF EXPLANATIONS AND INTENTIONALITY IN EVALUATIONS OF OBJECTIONABLE BEHAVIOR People's evaluations of objectionable behavior are shaped by two central forces: the behavior's perceived intentionality and the explanation offered for it. How can people (including social psychologists) alter these two forces to render an objectionable behavior intelligible, perhaps more acceptable? On the explanation side, it has been claimed that situational explanations can have exonerating power. This claim invites clarification of two issues: Do people perceive situational explanations as exonerating, and what really are situational explanations? I briefly introduce a theory of behavior explanation that helps pinpoint what situational explanations are, and I summarize empirical findings from our lab that suggest limits to their exonerating power. Behavior explanations (whether situational or not) most effectively shift evaluations when they alter the perceived intentionality of the behavior. As long as it is seen as intentional, there is limited room for exoneration. Only when the audience can be convinced that the behavior was unintentional is there a possibility for exoneration. One obstacle to exoneration by unintentionality is ordinary people's tendency to see objectionable behaviors as intentional. Recent studies suggest that if a behavior has sufficiently negative consequences (e.g., death, destruction), people not only strongly blame the agent but also consider the behavior intentional even if key components of intentionality are missing. The social psychologist who tries to explain objectionable behaviors may therefore face a dilemma: either the explanations are not effective in diminishing blame or, if they are, people regard them as too lenient because they unjustifiably deny intentionality.

Session C

Friday, 2:45-4:00 pm

Oasis Hall 3A, Convention Center

ANIMAL SOCIAL PSYCHOLOGY REVISITED: HARNESSING THE BROAD AND UNIQUE BENEFITS OF ANIMAL RESEARCH IN SOCIAL AND PERSONALITY PSYCHOLOGY

Chair: ***Sam Gosling; University of Texas at Austin***

Discussant: *Robert Zajonc; Stanford University*

Summary: In the 1935 Handbook of Social Psychology, more than a third of the chapters were devoted to work on nonhuman subjects. Two decades later, in the 1954 Handbook, the attention to nonhuman studies had faded significantly; already, Hebb and Thomson saw cause to draw attention to the importance of animal studies, warning in their chapter that social psychology will "be dangerously myopic if it restricts itself to the human literature" (p. 532). Fifteen years later Zajonc's (1969) text Animal Social Psychology again highlighted the value of research on non-human social behavior, revealing a large animal literature that was "entirely surprising in scope, quality, and significance" (p. v). Unfortunately, 35 years later, the idea of using nonhuman animals seems to have largely disappeared from contemporary social psychology—none of the chapters in the latest (1998) Handbook of Social Psychology focused on nonhuman animals, and studies of nonhuman animals rarely appear in mainstream social psychological journals. Yet there are myriad ways animal studies can inform human social and personality psychology. This symposium will illustrate the varied and unique contributions that animal studies can make to social psychological research, just as they have contributed to many other areas of research in psychology. The talks will focus on the conceptual and methodological benefits that permit animal studies to augment human research (e.g., increased experimental control, transgenic methods, phylogenetic analyses). Discussion will consider the challenges and opportunities associated with re-connecting the bridges between human and animal research on social behavior.

ABSTRACTS

COMPARATIVE AND PHYLOGENETIC METHODS IN SOCIAL AND PERSONALITY PSYCHOLOGY *R. Chris Fraley, Claudia Chloe Brumbaugh; University of Illinois at Urbana-Champaign* — Research in evolutionary psychology tends to be human-centric, focusing on psychological traits that purportedly evolved over the course of human history. This orientation tends to overlook the fact that many features of "human" nature, such as mate guarding, attachment, aggression, and altruism, are common to a wide variety of species. By focusing on the distribution of these traits across multiple species, it is possible to systematically test hypotheses about the evolution and function of psychological traits. Comparative phylogenetic methods offer one means by which to do so. Comparative phylogenetic methods allow researchers to study the covariation among behavioral, morphological, or ecological traits across species while taking into account the evolutionary histories of those traits. To illustrate the potential of these methods we report a phylogenetic analysis of attachment behavior. Our discussion focuses on the potential of comparative and phylogenetic methods for advancing the science of social and personality psychology.

PERSONALITY IN RHESUS MONKEYS: CAUSES, CONSEQUENCES, AND CORRELATES *John P. Capitanio; California National Primate Research Center, University of California, Davis* — Like human primates, nonhuman primates show between-individual variation and within-individual consistency in behavioral expression across time and situation. Such stability is presumably reflected in underlying physiological processes. In the past twelve years, we have been exploring the causes and consequences of individual differences in personality in rhesus monkeys, and have examined correlates of personality in a number of domains, including behavioral, social, neuroendocrine, immune, and disease. While exploratory and confirmatory factor analyses have suggested a four-factor structure to personality in adult male rhesus monkeys, our emphasis has been on Sociability, which reflects a general tendency to affiliate. We have found, for example, that high-Sociable animals show greater immune and cardiac responsiveness to social events, such as pairings with unfamiliar animals and separations from familiar companions. Most recently we have been exploring central neurochemical and genetic correlates of Sociability, and our data suggest that Sociability is associated with more sensitive dopaminergic systems. Our research program supports the idea of evolutionary continuity between human and nonhuman primate personality, and suggests that the study of personality in multiple species can lead to fruitful advances in our understanding of the causes and consequences of variation in stable individual traits.

SEX DIFFERENCES IN COMPETITION, STRESS, AND INTERACTION: A CROSS-SPECIES PERSPECTIVE *Amanda C. Jones, Robert A. Josephs; University of Texas, Austin* — The relationship between social interaction and stress has long interested psychologists. Real-world competitive contexts provide a useful paradigm for examining social stress because they are social, stressful, and have ecological validity. Previous research on competition has focused primarily on males and on the effects that competition has on the competitors. Here, we examine men and women, using salivary cortisol to compare people's

reaction to participation in a dog agility competition, people's post-competition actions towards their dogs, and how these actions influenced dogs' stress levels. We recorded explicit outcomes (win/loss), emotional ratings of performance (i.e., "how do you 'feel' that your team did"?), and coded how people behaved towards their dogs after competition. Two main findings emerged: sex differences in humans, and the "contagiousness" of stress levels from humans to dogs. Men's and women's cortisol reactions were predicted by different variables: women's stress was influenced by their emotional assessment of the performance whereas men's stress was influenced by explicit outcome (win/loss). Stressed men then showed more punitive behaviors (e.g., yelling) towards their dogs, leading to elevated stress in their dogs. In contrast, stressed women showed more affiliative behaviors (e.g., petting) towards their dogs, dampening their dogs' stress responses. This research has important implications for cross-species interactions, and has potential as a model for stressful human-human interactions.

Session C
Friday, 2:45-4:00 pm
Primrose Ballroom A, Convention Center

WHY DO PEOPLE HELP THEIR COMMUNITIES?

Chair: ***Tom Tyler; New York University***

Summary: Social psychologists have a long history of interest in studying why people are motivated to help others. This interest is reflected in extensive literatures on why people help particular needy others, as well as in the studies of why people help groups. Most recently social psychologists have joined other social scientists in recognizing that the vitality of communities is linked to the willingness of the people within those communities to work together for the common good. Such efforts can involve joining voluntary groups, engaging in activities such as conserving resources, or cooperating with community leaders to address community problems. Irrespective of form, these activities share the common feature of reflecting a desire on the part of people to take actions that serve a broader purpose than the advancement of self-interest. And to the degree that people are so motivated, their actions have the consequence of creating social capital, which is argued to be a key feature of effective communities. In fact, recent research on communities suggests that leaders find it difficult to govern and to manage the problems of communities unless they can draw upon or create a reservoir of social capital. The speakers in the symposium will address three psychological questions: "What motivates people to undertake community benefiting actions?"; "How can such actions be encouraged?"; and "Are there common psychological motivations underlying such actions, or are different actions distinctly motivated?". Each will also discuss how social psychology can contribute to discussions about how to shape the viability of communities.

ABSTRACTS

RECYCLING THE CONCEPT OF NORMS TO PROTECT THE ENVIRONMENT *Robert Cialdini; Arizona State University* – Social norms have a strong impact on human behavior; but that impact can only be established through a pair of theoretical refinements that have not be traditionally or rigorously applied. First, norms can refer either to what is commonly done (descriptive norms) or what is commonly approved (injunctive norms) in a society. Second, although the norms of a society may be always in place, they are not always in force; they will activate behavior only when they have been activated first. For example, norm activation strategies are found to substantially increase the willingness to engage in conservation actions such as reusing reusable resources; helping to keep collective environments clean; and recycling resources. In one compelling demonstration is was found that public service ads crafted with an awareness of the psychology of norm activation increased recycling behavior 25%. The implications of these assertions for creating persuasive communications are examined in the realm programs designed to encourage citizens to take pro-environmental action in their communities.

PAYING FOR SANCTIONS IN SOCIAL DILEMMAS: WHEN ACCOUNTABILITY AFFECTS THE CONTRIBUTIONS OF THE RICH *David De Cremer; Tilburg University* – Public good dilemmas (i.e. delivery of the public good or service depends on whether the group surpasses a certain threshold or not) are pervasive in communities. In order to solve them societies often make use of sanctioning systems. The literature on sanctioning systems, however, has largely failed to focus on the costs that sanctioning systems incur for society. To date, some evidence exists that people are willing to contribute toward the existence of a sanction system, but, it is fair to note that we have not gained any insights yet about the circumstances under which and the people who are willing to pay more. In the present research, it was assumed that the rich might not pay more than the poor for a sanctioning system, because the installment of it would signal that social and moral norms are not involved. As a result, the rich should not feel morally and socially obliged anymore to pay more. The results of an experiment supported this line of reasoning, but indicated that the rich did start to pay more when their decisions were made publicly identifiable. A second experiment showed that identifiability only worked if the rich expected to be evaluated publicly in a morally harsh and strictly manner. Finally, a third experiment showed that identifiability only worked among the rich when they thought that they would be evaluated by the whole group. These findings address the question of how communities benefit and are harmed when they seek to gain cooperation using sanctions.

THE ROLE OF COMMUNITY IN VOLUNTEERISM AND OTHER FORMS OF SOCIAL ACTION *Mark Synder[1], Allen M. Omoto[2]; [1]University of Minnesota, [2]Claremont Graduate University* – In this presentation, we examine the role of a psychological sense of community in volunteerism and other forms of social action. First, we present a theoretical analysis of the construct of psychological community and suggest how it encourages volunteerism and likely also benefits recipients of volunteer services. Then, we review illustrative empirical evidence from multi-site, longitudinal field studies conducted in conjunction with community-based AIDS service organizations that document correlates of community. For example, the more that volunteers are motivated by community concerns and the more that, over time, they integrate their volunteerism into their personal communities (e.g., by introducing clients to friends and family members), the better their clients' health. For recipients of service, the more they connect to broader communities and have larger social networks, the more they engage in health maintenance behaviors, the less severe their functioning problems, and the better their mental health. Moreover, volunteering builds community. For example, our longitudinal data reveal that volunteers' social networks increasingly include other people they have recruited into volunteerism. And, increased connections to community seem to increase involvement in other forms of social action (e.g., charitable giving, activism). In our recent field-based experimental work, we are beginning to disentangle some of the cyclical processes that link sense of community, volunteerism, and social action. Of particular relevance to this symposium, we discuss potential ways that sense of community can be created as well as utilized to promote volunteerism and other forms of social action meant to benefit the common good.

INSTRUMENTAL AND IDENTITY BASED MOTIVATIONS FOR HELPING ONE'S COMMUNITY *Tom Tyler; New York University* – Recent discussions of the motivations underlying the motivation to help one's community have focused upon instrumental issues. People are viewed as helping their community when they think that others in their community would also help them, i.e. as being motivated by reciprocity. Studies are presented which contrast this instrumental explanation to an identity based model which argues that when people identify with a community by merging their sense of self with the community, issues of self and group interest become indistinguishable. People's sense of self becomes linked to the community, and people help the community to sustain a favorable sense of self. Under such circumstances, the findings indicate, the degree to which people help is linked to information about community status. Two aspects of status are important: pride in the status of one's community and the judgment that one is respected by others in the community. Both aspects of status shape identification and helping, but respect seems particularly important. The influence of status is shown in studies of the willingness to join community groups working to solve community problems such as crime and disorder. These findings suggest that community leaders can most effectively energize their constituents through strategies which encourage identification with the community. Several such strategies are outlined.

Session C

Friday, 2:45-4:00 pm

Madera Room, Wyndham Hotel

ADAPTIVE VS. MALADAPTIVE PROCESSING OF NEGATIVE EMOTIONS: A MULTI-LEVEL ANALYSIS

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

Discussant: *James W. Pennebake; The University of Texas, Austin*

Summary: A fundamental assumption in theory, research, and clinical practice on emotion regulation is that it is helpful to process and "work-through" negative emotions. For example, expression and analysis of emotions about traumatic events has been associated with physical and mental health benefits. However, efforts to constructively analyze negative emotions can easily become hazardous by entangling individuals in rumination, which further exacerbates negative affect. Given these conflicting findings, a key need is to distinguish the processes and conditions that differentiate adaptive from maladaptive ways of processing negative emotions. In this vein, the goal of this symposium is to present research on the basic mechanisms underlying different emotional regulation processes (e.g., reflection vs. rumination), their adaptive value, and their basic science and clinical implications.

This symposium brings together a panel of speakers whose collective research efforts span multiple levels of analysis (clinical, social-personality, social-cognitive neuroscience), but focus on the same core phenomenon – adaptive vs. maladaptive emotional processing. Nolen-Hoeksama will present a theoretical model and research differentiating reflection from brooding. Kross, Ayduk, & Mischel will present data on cognitive mechanisms differentiating rumination from reflection, discussing their long-term implications for emotional adjustment. Ray, Ochsner, & Gross will discuss high trait ruminators' ability to cognitively reappraise negative emotional events and stimuli and present data on the physiological and neural correlates of these processes. Finally, drawing from his own research on the benefits of emotional expression, Pennebaker will present an integration of the three talks and discuss their theoretical and clinical implications.

ABSTRACTS

THE EASI MODEL OF ADAPTIVE AND MALADAPTIVE SELF-REFLECTION. *Susan Nolen-Hoeksama; Yale University* – Self-reflection, the process of focusing on one's experiences, thoughts, and feelings, has been the topic of a great deal of research in recent years. In their review of the literature on self-focused attention, Mor and Winquist (2002) concluded that rumination was the form of self-reflection most strongly and consistently related to depressive and anxiety symptoms. But how do some people, when confronted with a difficult situation, self-reflect in adaptive ways without becoming distressed, negative in their cognitions, and disrupted in problem-solving processes? What are the basic cognitive and neural processes that lead to harmful rumination? Drawing upon the literatures on rumination, self-regulation, mood regulation, problem-solving therapy, and cognitive science, I propose a model of adaptive self-reflection in the context of a distressing situation, and contrast adaptive self-reflection with maladaptive rumination. This model has four Components: Examine, Appraise, Shift, and Implement, and will be referred to as the EASI Model of Self-Reflection. The EASI model is a model of adaptive and maladaptive self-reflection, not just interpersonal problem-solving. The steps in the EASI model are intended to apply to any period of self-reflection, whether it be focused on an interpersonal problem or on the memory of a past event, consideration of some attribute of the self, a recent or anticipated interaction with another person, and so on. In this talk, I will review support for the EASI model, and propose new research directions.

WHEN ASKING WHY DOESN'T HURT: PSYCHOLOGICAL MECHANISMS DISTINGUISHING REFLECTIVE VERSUS RUMINATIVE PROCESSING OF NEGATIVE EMOTIONS. *Ethan Kross[1], Ozlem Ayduk[2], Walter Mischel[1]; [1]Columbia University, [2]University of California, Berkeley* – How can people effectively manage negative thoughts and feelings surrounding unresolved aversive experiences? In previous research we found that two critical mental operations function in tandem to facilitate adaptive, reflective (rather than maladaptive, ruminative) processing of negative emotions (Kross, Ayduk, & Mischel, 2005). One is the adoption of a self-distanced (rather than a self-immersed) perspective. The other is a "why" focus on the specific reasons underlying one's negative experience (rather than a "what" focus on the specific felt emotions experienced). The combination of these operations (i.e., why focus from a self-distanced perspective) is important because jointly they serve to attenuate emotional reactivity by directing the individual's attention to a less concrete and more abstract analysis of his or her experience. Thus, the individual can re-represent the experience and the emotions it elicited in relatively cool cognitive terms, making sense of them without reactivating their aversiveness. In this talk, we present new data from a short-term longitudinal study that examined both the immediate and long-term implications of the distanced-why strategy for adaptive emotion-regulation. Consistent with our previous findings for anger-eliciting events, results indicated that the distanced-why strategy enabled individuals to focus on recalled depression-related experiences without reactivating excessive negative affect compared to a rumination condition. Furthermore, the distanced-why strategy also helped buffer individuals against negative affect when cued to recall the eliciting negative experience again one day later and served to reduce rumination over time (relative to the rumination group). The theoretical and applied implications of these findings will be discussed.

COGNITIVE FLEXIBILITY IN UNEXPECTED PLACES: EVIDENCE FROM THE BODY AND BRAIN THAT RUMINATORS CAN REAPPRAISE. *Rebecca D. Ray[1], Kevin Ochsner[2], James Gross[1]; [1]Stanford University, [2]Columbia University* – This talk examines the relationship between two basic processes at the cognition-emotion interface: cognitive reappraisal and rumination. Cognitive reappraisal decreases experiential and physiological responses to negative events by changing how the

event is interpreted (Gross, 2001). Rumination sustains negative emotional responses by repetitively attending to negative events and feelings (Morrow & Nolen-Hoeksema, 1990). One reason why individuals ruminate may be that their cognitive inflexibility prevents them from doing otherwise (Davis & Nolen-Hoeksema, 2000) or they may simply lack the capacity for cognitive reappraisal. We will present two studies that probe trait ruminators' capacity to utilize reappraisal to down-regulate emotional responses and challenge this hypothesis. In Study 1, participants were instructed to either ruminate or reappraise a recent unresolved angry event. Overall, the reappraisal group reported less anger and exhibited less central and peripheral sympathetic activation than the rumination group. Surprisingly, high trait ruminators assigned to reappraise reported the lowest levels of anger of all. To investigate by what mechanism trait ruminators are accomplishing this, Study 2 measured brain activation while participants were being instructed to simply view and to reappraise negative emotional slides. High trait ruminators successfully decreased their negative responses on reappraisal compared to the view trials, and when so doing showed greater decreases in activation in regions such as the medial prefrontal cortex and the amygdala on reappraisal compared to the look trials. This evidence suggests that ruminators have the cognitive flexibility to represent emotional material in less evocative ways but that they are motivated not to.

Session C

Friday, 2:45-4:00 pm

Pasadena Room, Wyndham Hotel

NEW DIRECTIONS IN THE PSYCHOLOGY OF RELIGIOUS FUNDAMENTALISM

Chair: ***D Conor Seyle; University of Texas at Austin***

Summary: Early research in religious fundamentalism, a form of religious belief in which the believer perceives his or her religious group to be wholly correct, completely inerrant, and endowed with a special relationship with God (Altemeyer & Hunsberger, 1992; 2004) demonstrated the existence of fundamentalism across several different religious groups and established some connections between the psychology of fundamentalism and other individual characteristics. A new wave of research in religious fundamentalism, spurred on by recent events in America and abroad that demonstrate the profound consequences of fundamentalist patterns of belief, extend this research to identify the connections between religious fundamentalism and other psychological processes. The four speakers in this symposium represent a growing interest in religious fundamentalism: its causes, behavioral consequences, and relations to other psychological processes. Friedman's research on the role of religious fundamentalism in terror management shows that religious fundamentalism may moderate mortality anxiety, a basic element of human behavior (Greenberg et. al, 1990). Seyle & Swann show that many of the phenomena associated with religious fundamentalism may be related to the way that group members construct the relationship between their individual and social identities. Napier & Jost demonstrate the connections between fundamentalism and political conservativism. Agosti uses an analysis of the language used by fundamentalists responding to moral dilemmas to show the relationship between fundamentalism and social identity. Taken together, these four talks present an overview of the growing potential of research in the psychology of religious fundamentalism to contribute to our understanding of human psychological processes.

ABSTRACTS

RELIGIOUS FUNDAMENTALISM AND TERROR MANAGEMENT *Mike Friedman;Texas A&M University* – Though religious beliefs might be reasonably expected to impact terror management, very little research has been conducted on this topic. The present research explores the impact of religious fundamentalism on the terror management process. Two studies are presented. In the first study, participants were exposed to a mortality salience (MS) or control prime, and then rated pro and anti worldview essays. Results showed that low fundamentalists showed the typical pro-worldview defense pattern (displaying preference for the pro-worldview essay) after the MS manipulation. However, highly fundamentalist participants showed no worldview defense after contemplating their own mortality. Content analyses of the MS essays revealed that high fundamentalists viewed death with greater equanimity than low fundamentalists, and that these attenuated reactions moderated the worldview bias of highly fundamentalist individuals. The second study was designed to demonstrate that fundamentalist beliefs serve as a buffer against death awareness. Participants were asked to read and evaluate neutral written passages, or passages from the Christian bible. In the critical experimental condition, participants read the four gospel accounts of the resurrection of Jesus, and were then asked to explain contradictions and inconstancies contained in those passages. After contemplating such contradictions, high (but not low) fundamentalists evidenced greater implicit awareness of death, suggesting that religious fundamentalism serves as a defense against mortality concerns. Follow up analyses revealed that this effect was strongest amongst highly fundamentalist participants who accepted the validity of the challenges to their beliefs. Together, these studies suggest that fundamentalism can be an important terror management mechanism.

RELIGIOUS FUNDAMENTALISM, SELF, AND SOCIAL IDENTITY: THE CASE FOR IDENTITY FUSION *D. Conor Seyle, William B. Swann Jr.; University of Texas at Austin* – The psychology of extremism in general, and religious fundamentalism in particular, is characterized by a willingness to perform actions which are often quite harmful to the individual involved, but beneficial to the group as a whole. One explanation for this fact is found in the hypothesized state of identity fusion, defined as a relatively permenant state in which group members align with the group in such a fashion that the perceived boundaries between their identity as a group member and their identity as an individual become blurred. Several studies are presented which show that measures of identity fusion are associated with high scores on the Altemeyer-Hunsberger religious fundamentalism scale (1992), and with greater endorsement of items related to support for extremist behaviors. These effects exist independently of scores on identification scales, as would be predicted by social identity theory (Tajfel & Turner, 1986), and measures of overlap between the description of the personal identity and the social prototype of the group, as would be predicted by self-categorization theory (Turner, 1985). It is concluded that identity fusion represents a new way of looking at the psychology of religious fundamentalism, and extremist attitudes toward group membership in general.

ON THE RELATIONSHIP BETWEEN RELIGIOUS FUNDAMENTALISM AND POLITICAL CONSERVATISM *Jaime L. Napier, John T. Jost; New York University* – Previous research has shown that psychological variables such as need for structure and order and perceptions of threat can predict political conservatism (Jost, Glaser, Kruglanski & Sulloway, 2003). The current research extends this motivated social cognition model of ideology to religious fundamentalism to provide a psychological explanation for the association between fundamentalism and political conservatism. Using data from the World Values Survey for the United States (N=1,200), we find evidence that the relationship between these two belief systems is not simply the result of agreements in isolated areas such as gay rights or abortion opposition.

For example, the desire for more religion in society and the view that politicians must believe in God are significant predictors of political conservatism even when adjusting for belief in God. Additionally, opposition to income equality and opposition to government aid are significant predictors of religious fundamentalism after controlling for political affiliation. Using structural equation methods, we examine how needs for order, structure, and security and fear of threat variables relate to political conservatism and religious conservatism in an effort to identify underlying psychological mechanisms that explain why these two ideologies tend to co-occur. We compare American data to data from countries around the globe.

THE LANGUAGE OF RELIGIOUS FUNDAMENTALISTS *Alberto Agosti; University of Texas at Austin* – Outside of a purely individual dimension religion exists in the form of texts, traditions, and symbols, and in a narrower perspective, religion exists in individual's behaviors, rites, and habits. Religion can be conceptualized as a cognitive phenomenon in that every religious system includes a set of explicit and implicit propositions held to be true (Spiro, 1987). Following this path we can observe the relationship between particular forms of religious commitment and the organization of thought. Whether religion is considered a cognitive organization of beliefs or a cognitive schema itself (McIntosh, 1995), there is no doubt that the beliefs system affects how people structure their understanding of the world. This is especially true for religious fundamentalists, where the system of beliefs is presumed to have a broad and profound reach in the individual's worldview. One interesting way of looking at religious fundamentalism from a cognitive perspective is through the analysis of language (Pennebaker & Francis,1996; Pennebaker, 2002). Data is presented from an analysis of written essays not strictly related to religious topics. Significant differences in patterns of pronoun use, religious words, and other linguistic categories support the theory that sees religious fundamentalists as having a stronger group identity than nonfundamentalists.

Session C

Friday, 2:45-4:00 pm

Sierra/Ventura Room, Wyndham Hotel

GOAL PURSUIT: CHALLENGING CONVENTIONS AND EXTENDING THE CONSTRUCT

Chair: ***Georgia Pomaki; University of British Columbia***

Discussant: *Brian R Little; Harvard University*

Summary: The first two studies of this symposium question the existing framework regarding the role of rumination and depression in goal pursuit. Although rumination often negatively influences well-being, Natalie Ciarocco provides evidence that when goals are not attained, action rumination may actually be beneficial to subsequent goal progress. Despite previous research showing that a negative outlook can shape individuals' goals, Pomaki and colleagues present evidence from a cross-lagged study with a refined operationalization of goal pursuit that goal self-efficacy predicts depressive symptoms rather than the converse; goal self-efficacy also moderates the effects of neuroticism. The symposium continues with three papers that extend our knowledge on goal pursuit in important areas. To begin, how do people regulate their pursuit of goals that are desired but not self-determined, such as health goals? Daniel Bailis shows in a series of studies that less self-determined health goals predict goal performance, attitude change, and health locus of control. The role of time in goal pursuit has also been largely understudied. Thomas Webb and Paschal Sheeran present predictors of taking a strategic decision to withhold action in order to conserve energy during the pursuit of an important goal. The final paper in the session extends the consequences of goal pursuit to the social environment. Kai Sassenberg examines how the emergence of alternative goals influences social discrimination. Our discussant (Prof. Brian Little) will not only offer an integrated analysis of these findings, but will also highlight how they represent challenges to our existing view of goal pursuit.

ABSTRACTS

REFLECTING ON UNFULFILLED GOALS: THE BENEFICIAL EFFECTS OF RUMINATION *Natalie Ciarocco; Florida Atlantic University* – When an important goal is unfulfilled, it is not uncommon for people to experience repetitive, intrusive, and persistent patterns of thought known as rumination. However, the usefulness of rumination is unknown. A wealth of research on rumination has come to the consensus that rumination is detrimental to many aspects of one's life. To date there is very little evidence for the usefulness or benefits of rumination. The present work examines the potential benefits of three subtypes of rumination (i.e. action, task irrelevant, and state rumination) as theorized by Mikulincer (1996). In Studies 1-3, participants were given false negative feedback about their performance on a task and asked to ruminate about it before engaging in a comparable task. In Studies 1 and 2, the rumination consisted of a thought-listing task corresponding to a particular subtype of rumination. Action rumination alone significantly improved task performance. In Study 3, the rumination consisted of a thought-verbalization task in which participants' verbalizations were audio recorded and subsequently coded into subtypes of rumination. Only action rumination was positively correlated to performance. In Study 4, participants were asked to recall a ruminative event corresponding to a particular subtype of rumination. Participants displayed enhanced performance only after recalling events of action rumination. Together these studies indicate that action rumination has the potential to benefit the ruminator. While rumination can be harmful to the self, there are particular contexts in which rumination may be useful, helping to explain why rumination so often occurs when goals are unfulfilled.

GOAL SELF-EFFICACY AND DEPRESSIVE SYMPTOMS: CROSS-LAGGED EFFECTS AND THE ROLE OF NEUROTICISM *Georgia Pomaki[1], Laura ter Doest[2], Stan Maes[2]; [1]University of British Columbia, Canada, [2]Leiden University, The Netherlands* – The relationship between personal goals at work and well-being is now well-established (for a review, see Pomaki & Maes, 2002). Although positive cognitions, such as goal self-efficacy, during goal pursuit could provide a pathway through which goals influence well-being, most research has been cross-sectional (but see Salmela-Aro and Nurmi, 1996). Do weaker goal self-efficacy cognitions lead over time to depressive symptoms? Or alternatively, are depressive symptoms themselves responsible for the emergence of negatively tinted thoughts about personal goals? Relationships between work goal self-efficacy and depressive symptoms were investigated in a two-wave study of 123 health care employees spanning a 2-year period. Cross-lagged models were tested and compared in structural equation modeling analyses. The results suggest that goal self-efficacy cognitions predicted depressive symptoms two years later, supporting. These findings support cognitive/self-regulatory theories positing that dysfunctional cognitions form a vulnerability factor in depressive symptoms. We found no evidence that depressive symptoms predicted goal self-efficacy. Neuroticism is an important predisposing factor in the emergence of depressive symptomatology. Recently, researchers have underscored the importance of examining the relationship between personality and goals, especially because goals provide the opportunity to counteract negative personality influences (Elliot & Thrash, 2002). The moderating role of goal self-efficacy in the relationship between neuroticism and depressive symptoms was examined. Longitudinal analysis that controlled for baseline levels of depressive symptoms revealed that employees who scored higher on neuroticism had fewer depressive symptoms two years later

when they reported higher goal self-efficacy, compared to the employees who reported weaker goal self-efficacy.

THE EXTERNAL WORLD SEEN THROUGH THE EYES OF SELF-DETERMINED GOAL PURSUIT *Daniel S. Bailis; University of Manitoba, Canada* – When people are pursuing a highly self-determined goal, they pay special attention to internal aspects of the pursuit, such as interest and enjoyment. The same goal, seen from a less self-determined perspective, looks different: The pursuit continues despite a lack of interest or enjoyment, on the basis of perceived interrelationships between this pursuit and others, including broad motives such as avoiding punishment, gaining social acceptance, and appearing competent. Goals in the health domain exemplify both perspectives; the latter one holds particular interest for this research. I present a series of studies that illustrate how such goal pursuits, the less self-determined they are, become correspondingly more sensitive to variations in the external world (notably other than rewards or praise). In these studies, in which participants were either adult members of a health-promotion facility or undergraduates with a physical activity goal, those with less self-determined goals showed a heightened response to external variation in the following ways: (a) greater motivation for and self-reported frequency and negativity of social comparison; (b) a relationship between recalled social support and performance of physical activity; (c) attitude change that resulted from exposure to experimentally manipulated persuasive messages about a physical activity setting; and (d) significant changes in health locus of control beliefs longitudinally over 4 years, such that chance attributions became more common and were projected to overtake internal ones at a younger age.

WHAT FACTORS PREDICT WHEN PEOPLE ACQUIESCE? *Thomas L. Webb[1], Paschal Sheeran[2]; [1]University of Manchester, [2]University of Sheffield* – The present research proposes that when people are forewarned about an important upcoming event (e.g., a job interview) they take a strategic decision to conserve energy by acquiescing toward interim tasks (e.g., housework). The present study adopted a questionnaire design both to investigate the prevalence of strategic acquiescence and to identify the factors that predict the occurrence of acquiescence. 172 participants were asked to give a brief description of a time when they had an important task or event coming up. Next, participants answered questions about the nature of the upcoming task (motivation to succeed, anticipated self-regulatory demand, and perceived performance) and the days leading up to this event (acquiescence, expectations about the benefits of acquiescence, physical and mental fatigue, ego-depletion, and mood). Most participants reported a degree of acquiescence (Mean = 4.35, 7-point scale). Multiple regression indicated that acquiescence was most likely to occur when the participant (a) anticipated high self-regulatory demands, (b) believed acquiescence would be beneficial, (c) was highly aroused, and (d) was not depleted. The implications of this study for experimental work on acquiescence will be outlined and preliminary findings will be described.

SIDE-EFFECTS FROM ALTERNATIVE GOALS AND IMPLEMENTATION INTENTIONS ON OUTGROUP DEROGATION *Kai Sassenberg; Friedrich-Schiller-University Jena* – Most research on goal achievement focuses on the striving towards one single goal. Only recently, research based on goal systems theory (Kruglanski et al., 2002) has demonstrated that it is worthwhile to take the activation of and the commitment to several goals taking place at the same time into account. A real life example for which this is especially relevant is the context of tolerance, because tolerance is a goal that can only be pursued during the achievement of other goals (e.g. the equal opportunity choice of a good employee). The research presented in this talk studied the side effects for tolerance and social discrimination resulting from the activation of alternative goals on two levels: goals and implementation intentions. Study 1 and 2 show that the mere activation of an alternative goal undermines tolerance endorsement and increases social discrimination. Study 3 and 4 show that furnishing an alternative goal with an implementation intention increases out-group derogation (i.e. social discrimination), when it aims at an in-group, but reduce out-group derogation when it aims at a similar out-group. Overall the results indicate that research on goal achievement (e.g. tolerance) should not be limited to a focal goal but take other goals and intentions that are activated or pursued at the same time into account.

Session D
Friday, 4:15-5:30 pm
Oasis Hall 2, Convention Center

FORGIVENESS MEETS TIME-HONORED THEORIES IN SOCIAL/PERSONALITY PSYCHOLOGY

Chair: *Eli J. Finkel; Northwestern University*

Summary: Few topics have burgeoned more over the past decade than the study of forgiveness. A PsychInfo search reveals that three times as many forgiveness papers have been published since 1996 than were published over the previous 129 years combined. This recent emergence is even more striking in social/personality psychology, with 96% of the forgiveness papers ever published in Journal of Personality and Social Psychology, Personality and Social Psychology Bulletin, and Journal of Experimental Social Psychology coming out in the past decade. The time has come for major theoretical integrations of the forgiveness literature, and this symposium strives to link cutting-edge empirical findings to time-honored theories in social/personality psychology. First, Rusbult and her colleagues employ Interdependence Theory to investigate how the forgiveness process unfolds over time and how it develops as a dyadic process involving both the victim and the perpetrator. Second, Finkel and Molden employ Regulatory Focus Theory to investigate how activation of a promotion orientation (emphasizing advancement) versus a prevention orientation (emphasizing security) influences the likelihood of forgiving partners toward whom one experiences high versus low levels of trust and commitment. Third, Karremans and Aarts employ Automaticity-relevant social-cognitive principles to investigate how forgiveness can be automatically elicited in response to transgressions perpetrated by close, but not nonclose, others. And fourth, Shaver and Mikulincer employ Attachment Theory to investigate how attachment working models moderate forgiveness processes. Together, the four talks indicate that social/personality psychology theories provide exciting perspectives on the forgiveness process and inspire creative, new lines of empirical research.

ABSTRACTS

INTERDEPENDENCE THEORY AND FORGIVENESS *Caryl E. Rusbult[1], Madoka Kumashiro[1], Eli J. Finkel[2]; [1]Vrije Universiteit Amsterdam, [2]Northwestern University* – Abstract: Interdependence theory is a useful means of understanding forgiveness, in that it helps illuminate two relatively under-studied aspects of this phenomenon: First, the theory helps explain why victims' immediate reactions to transgressions center on grudge and vengeance-seeking, elucidating how and why victims find their way to benevolent, forgiving reactions. Data from two experiments and two retrospective studies revealed findings that are consistent not only with the interdependence theory prediction that forgiveness is a temporally extended phenomenon, but also demonstrating that: (a) victims' immediate reactions are rather automatically vengeful, and are driven largely by the severity of the transgression; whereas (b) victims' later reactions are tempered by a benevolent, partner-oriented "psychological transformation" of the transgression – a transformation that is

driven by empathy for the perpetrator as well as by strong commitment to the relationship. A second interdependence theory contribution serves as an antidote to the "victim-focused" approach that characterizes many studies of forgiveness. This contribution rests on the insight that forgiveness is inherently interpersonal, such that both victim and perpetrator play critical roles in the process. Data from a cross-sectional survey study and a three-wave longitudinal study revealed findings that are consistent with the proposition that perpetrators play a central role in the forgiveness process, demonstrating that perpetrators' post-transgression acts of atonement and amends help to explain victim tendencies to forgive above and beyond psychological processes that reside within the victim per se.

REGULATORY FOCUS THEORY AND FORGIVENESS *Eli J. Finkel, Daniel C. Molden; Northwestern University* — Abstract: Forgiveness inherently involves self-regulation. This talk examines how the distinct self-regulatory processes described by Regulatory Focus Theory (Higgins, 1997) influence the circumstances under which people forgive interpersonal transgressions. Regulatory Focus Theory distinguishes between two basic motivational orientations: promotion and prevention. A promotion orientation emphasizes advancement and may thus lead individuals to focus on the gains that could be realized from relationship repair following transgressions. A prevention orientation emphasizes security and may thus lead individuals to focus on the losses that could be suffered from continued relationship conflict following transgressions. We suggest that distinct aspects of one's relationship with the transgressor may make interpersonal gains versus losses differentially salient. Trust, for example, represents the expectation that one will experience good outcomes from a relationship and is likely to highlight the potential gains of continuing the relationship. Commitment, in contrast, represents one's dependence on a relationship partner and is likely to highlight the potential loss of ending the relationship. Building on these ideas, we predict that trust in one's partner should facilitate forgiveness more strongly among those in a promotion versus a prevention focus, whereas commitment to one's partner should facilitate forgiveness more strongly among those in a prevention versus a promotion focus. Two studies experimentally manipulating promotion versus prevention orientation provide strong support for both hypotheses, as does a third study assessing forgiveness in ongoing romantic relationships. This third study, which employs a 14-wave prospective design, also reveals the hypothesized pattern of results in analyses predicting change in forgiveness over time.

AUTOMATICITY AND FORGIVENESS *Johan Karremans[1], Henk Aarts[2]; [1]Radboud University Nijmegen, [2]Utrecht University* — Abstract: Hitherto, the literature on forgiveness has almost exclusively focused on the role of deliberative processes (e.g., attribution processes) in determining forgiveness. However, we argue that in the context of close relationships, forgiveness can be relatively automatically evoked in response to an offense, without much deliberation. This prediction is based on the rationale that, over time, people may learn that a forgiving response, as compared to a retributive response, toward an offense of a close partner generally results in positive outcomes (i.e., both relationship and personal well-being). Moreover, because transgressions in close relationships tend to occur quite frequently, a forgiving response may become habitualized and may therefore become part of the mental representation of the relationship with the close other. Four studies provide evidence relevant to the general hypothesis that a forgiving response can be evoked relatively automatically in close relationships. Studies 1 and 2 demonstrate that the subliminal presentation of close others (versus nonclose others or a control word) induces relatively high level of forgiveness toward various offenses. Study 3 provides insight into the cognitive processes that underlie the closeness-forgiveness link, demonstrating that a transgression of a close other (compared to a nonclose other) leads to enhanced accessibility of the construct of forgiveness. Finally, Study 4 demonstrates that forgiving responses toward a close offender are less dependent on cognitive resources than are forgiving responses toward a nonclose offender, suggesting that forgiveness is a relatively effortless, habitual process in close relationships. Implications for theorizing on how people forgive are being discussed.

ATTACHMENT THEORY AND FORGIVENESS *Phillip R. Shaver[1], Mario Mikulincer[2]; [1]University of California, Davis, [2]Bar-Ilan University* — Abstract: According to attachment theory, adults' behavior in close relationships and their subjective construal of these relationships are shaped by mental representations (working models) of self and others established during previous relationships. In this lecture, we report findings from two new studies that extend existing research on attachment working models by focusing on the way they moderate forgiveness of a partner who has been disloyal, inconsiderate, or hurtful. In the first study, undergraduates completed scales tapping attachment orientations, disposition to forgive, and dimensions of the subjective experience of forgiveness. In a second study, we examined the attachment-forgiveness link in the context of marriage and assessed daily fluctuations in the tendency to forgive one's spouse. Each evening for 21 days, both members of 55 newlywed couples were asked to rate the extent to which they forgave their spouse that day, after they had noted positive and negative behaviors exhibited by the spouse that day. Overall, avoidant attachment was associated with lower dispositional forgiveness and a more negative experience of forgiveness episodes. Anxious attachment was not significantly associated with the disposition to forgive, but it was associated with experiencing "forgiveness" in conjunction with lowered self-worth. In the diary study, both anxiety and avoidance significantly predicted lower levels of forgiveness across the 21 days, a pattern observed even on days when participants perceived their spouse to be available, attentive, and supportive. We place these new findings in a broader array of recent findings concerning the interplay of the attachment and caregiving behavioral systems.

Session D
Friday, 4:15-5:30 pm
Oasis Hall 3A, Convention Center

IDEOLOGY: ITS RESURRECTION IN PERSONALITY AND SOCIAL PSYCHOLOGY

Chair: ***John T. Jost; New York University***

Discussant: *Arie W. Kruglanski; University of Maryland*

Summary: Ideology was left for dead by sociologists and political scientists more than a generation ago. Present day political realities have shown that yesterday's "end of ideology" pronouncements were shortsighted and, at best, excessively optimistic. Like it or not, ideology is back.

In response to recent events, personality and social psychologists have resurrected the study of ideology, exploring its antecedents, contents, and consequences with new and better theoretical and methodological tools. Much of this work builds on but goes well beyond an earlier legacy of research on the authoritarian personality. It suggests, among other things, that the appeal of conservative, reactionary, and fundamentalist ideologies is enhanced by dispositional and situational needs to manage uncertainty and threat (e.g., Jost, Glaser, Kruglanski, and Sulloway, 2003).

Current work on ideology casts serious doubt on commonly held assumptions that (a) all ideologies serve the same social and psychological functions, and (b) that there are no meaningful cognitive or motivational differences between ideologies of the left and right. In this symposium, an independent and diverse collection of researchers

identify important ideological asymmetries in response to such related stimuli as perceptions of social decline (Eibach, Libby, and Ehrlinger), moral impurity (Haidt), societal threat (Lavine and Feldman), and increasing terror alert levels (Willer). These findings demonstrate the theoretical and practical utility of examining political ideology as the product of motivated social cognition.

ABSTRACTS

IDEOLOGY OF THE GOOD OLD DAYS: PSYCHOLOGICAL CAUSES AND POLITICAL CONSEQUENCES OF PERCEPTIONS OF SOCIAL DECLINE. *Richard P. Eibach[1], Lisa K. Libby[2], Joyce M. Ehrlinger[3]; [1]Yale University, [2]Ohio State University, [3]Stanford University* – Criticism of present social conditions and glorification of the past are prominent themes in conservative discourse, especially its more reactionary forms. Public opinion surveys reveal that perceptions of social and moral decay are widespread and that people sometimes perceive decline when trends are actually improving. We have found that such beliefs can play a causal role in support for conservative agendas: our participants became more politically conservative when led to believe that social conditions were declining. Thus, understanding the sources of perceived social decline may help explain popular support for conservative social movements. Our research seeks to explain the sources of illusory perceptions of decline by linking them to a general judgmental bias that leads people to mistake changes in themselves for changes in the world. Many changes that people commonly experience during the lifecourse including the transition to parenthood, rising competence, the accumulation of responsibilities, and physical aging, alter perspectives in ways that cause people to perceive social decline. When people do not realize that such personal changes have altered their perceptions, they mistakenly conclude that conditions are deteriorating. We use converging evidence from surveys of people actually undergoing each developmental transition and laboratory models of the transition processes to demonstrate how these and other changes lead people to perceive specific patterns of social decline. After examining the judgmental biases that produce illusory perceptions of decline we draw on broader models of ideology and system justification to explain how the rhetoric of decline functions to support conservative ideology.

THE FIVE INTUITIVE FOUNDATIONS OF THE CULTURE WAR. *Jonathan Haidt; University of Virginia* – Morality has long been thought to come from outside—from God, society, or parents into children, who are empty vessels. In contrast, I present the theory of "intuitive ethics" in which five cognitive/affective modules generate intuitions about social events. The modules respond to issues of suffering/harm, reciprocity/fairness, ingroup/outgroup, hierarchy/duty, and purity/piety. (This theory draws heavily on the works of A. Fiske and R. Shweder.) Cultures create variable sets of virtues that are grounded in and constrained by the five modules. I present evidence that conservatives value virtues based on all five modules, while liberals value virtues based primarily on the first two (and often see the practices and virtues of conservatives as vices). This approach differs from system justification theory in viewing conservativism as a direct expression of moral values, rather than as a form of defensively motivated cognition.

THE CAUSES AND CONSEQUENCES OF IDEOLOGICAL ASYMMETRY IN AMERICAN POLITICS. *Howard Lavine, Stanley Feldman; Stony Brook University* – There are strong indications that ideological polarization in American politics has increased in recent years. According to the logic of political competition in the U.S., ideological feelings should be bipolar: self-identified liberals and conservatives should have warm feelings toward their own group and cold feelings toward the opposing group. However, there is evidence of a consistent and long-standing asymmetry in ideological affect: conservatives dislike liberals far more than liberals dislike conservatives. In this research, we explore both the psychological origins of this ideological asymmetry and its political consequences. Several studies suggest that various forms of threat selectively increase social intolerance and rejection of deviate opinions among right-wing individuals. If conservatives react more strongly than liberals to threat, then an asymmetry in outgroup ideological animosity should increase in the presence of threat. We clarify the causal role of threat – as well as the mediating role of individual differences in dogmatism and intolerance of ambiguity – by determining whether an experimentally-induced threat to conservative values (gay rights) increases conservatives' dislike for liberals more than a comparable threat to liberal values (prayer in public schools) increases liberals' dislike for conservatives. Then, using national survey data, we demonstrate the net Republican advantage of this ideological asymmetry in presidential elections from 1972 to 2004. This research provides insights into the ways in which liberals and conservatives respond to threats to their basic values, and some of the psychological mechanisms by which ideological conflict develops.

THE EFFECTS OF GOVERNMENT-ISSUED TERROR WARNINGS ON PRESIDENTIAL APPROVAL RATINGS. *Robb Willer; Cornell University* – This study investigates the possibility that government-issued terror warnings could increase support for the president. The contention is supported anecdotally by the large increase in presidential approval immediately following the attacks on the United States of September 11, 2001. Additionally, social identity, system justification, and terror management theories all suggest that fear of external attacks leads to increased support for standing leaders. To evaluate this proposition, I conducted several time-series analyses of the relationship between government-issued terror warnings reported in the Washington Post between February 2001 and May 2004, and Gallup poll data on Americans' opinions of President George W. Bush. Across several regression models, results showed a consistent positive relationshi[p between terror warnings and presidential approval. I also found that government-issued terror warnings increased support for President Bush's handling of the economy. This suggests a halo effect whereby fear of external attack improves perceptions of the president even on issues unrelated to terrorism. Analyses intended to determine the duration of these effects were inconclusive.

Session D
Friday, 4:15-5:30 pm
Primrose Ballroom A, Convention Center

POWER AND THE SELF

Chair: ***Ana Guinote; University of Kent, UK***

Discussant: *Dacher Keltner; University of California at Berkeley*

Summary: Powerful individuals compared to powerless individuals are perceived, and act, in more variable ways (e.g., Guinote, Judd, & Brauer, 2002). However, surprisingly little attention has been given to the mechanisms that underlie increased individuation of powerful individuals. The present symposium addresses factors that contribute to the increased individuation of powerholders. We provide evidence that power magnifies the expression of traits and dispositions, increases executive control and reliance on accessibility knowledge, and provides individuals with a greater sense of optimism. These self-regulatory mechanisms can contribute to the understanding of a variety of phenomena described in the power literature. In particular, they can contribute to the greater actual individuation of powerful individuals, the greater perceived variability that others have of them, action

facilitation, and the more unequivocal goal pursuit of powerful compared to powerless individuals.

The symposium includes 4 contributions. Chen will focus on power and self-expression, and the consequences of powerholders' self-expression for the perceptions that others have of them. Gruenfeld will demonstrate that powerful individuals have greater optimism, both in relation to events that they control and events that they do not control. Guinote will focus on the effects of power on cognition, in particular on reliance on accessible knowledge and the ability to inhibit distractor information. Dacher Keltner will act as a discussant.

ABSTRACTS

SOCIAL POWER AND SELF-EXPRESSION *Serena Chen, Carrie A. Langner; University of California, Berkeley, University of California, San Francisco* – Recent theorizing proposes that high-power individuals' behavior tends to be state- and trait-consistent, whereas low-power individuals' behavior is governed by situational constraints (Keltner, Gruenfeld, & Anderson, 2003). Put differently, high power elicits behavior that expresses one's inner states and traits, whereas low power inhibits expression of one's true, inner self. Extending prior research examining this broad proposition (e.g., Anderson & Berdahl, 2002), the present studies tested the hypothesis that power differences not only influence self-expression, but also have consequences for how high- and low-power individuals are perceived by others. In one study, pairs of participants who varied in their level of dispositional power, and who held opposing attitudes on the issue of affirmative action, engaged in a discussion of the issue. Supporting a link between power and self-expression, lower dispositional power was associated with more self-silencing during the discussion. Independent observers were able to discern these self-expression differences in that higher self-silencing scores were linked to lower ratings of participants' visible disagreement with their partners. Another study tested the hypothesis that power differences in self-expression are associated with differences in the degree to which people are self-verified (i.e., viewed by others in a manner consistent with their own self-views). This study showed that dispositionally high power participants were more likely to be verified by a confederate after an interaction when they occupied a high (interviewer) rather than low power (applicant) role during the interaction.

POWER AND OPTIMISM *Deborah Gruenfeld; Stanford Graduate School of Business* – In this research we explore the possibility that power can affect general feelings about one's fate and the likelihood of experiencing positive outcomes. Specifically, we show in a variety of circumstances that power leads to optimism, about events that are personally relevant and within one's domain of control, as well as events that are personally relevant but outside of one's control. We hypothesize that the effects of power on optimism are mediated by perceived control, which tends to spill over from situations in which power actually implies control to situations in which power and control are unrelated. These results are observed in a range of studies that employ multiple operationalizations of power and multiple measures of optimism. These include a national internet sample of working people who reported their respective positions within a company hierarchy and their optimism about their personal and professional futures, undergraduates primed with power who filled out the Attribution Style Questionnaire, and participants who imagined themselves in an ambiguous organizational conflict scenario involving power asymmetries and were asked to predict the conflict's outcomes.

POWER, INHIBITION, AND ACCESSIBILITY *Ana Guinote; University of Kent, UK* – Power magnifies the expression of personality traits (Keltner et al., 2005). Yet powerful individuals often respond more to situational influences (Guinote & Trope, 2005). The present paper presents an account that can potentially explain this apparent contradiction. Accordingly, power increases executive control, in particular the ability to inhibit distractor information present in the visual field, and induces a narrower focus of processing based on accessible knowledge. A series of studies will be presented indicating that: 1) powerful individuals rely more on accessible knowledge: using the ease of retrieval paradigm (Schwarz et al., 1991) powerful individuals favoured more an attitude object after generating few compared to many favourable arguments; 2) powerful individuals are better able to inhibit distractor information present in the visual field, a result obtained in studies using an Eriksen Flanker task (Eriksen & Eriksen, 1974) and the framed line test (Kitayama et al., 2003). Furthermore, increased inhibition facilitates action; 3) whether powerholders respond more in line with prior knowledge structures or situational influences depends on the relative accessibility of these constructs.

Session D

Friday, 4:15-5:30 pm

Catalina Room, Wyndham Hotel

STIGMA IN AN AGE OF POLITICAL CORRECTNESS: IRONIC BENEFITS OF LOW STATUS

Chair: ***Michael I. Norton; Harvard Business School***

Discussant: *Chris Crandal; University of Kansas*

Summary: For members of majority groups, interactions with members of stigmatized groups are a challenging task, since any evidence of prejudice may lead to a damaging accusation of bias. A large body of empirical work has documented a slow change in behavior towards members of stigmatized groups from overt to more subtle forms of bias: Due to norms of political correctness which have emerged over the last 20 years, the momentum of this shift from overt bias to subtle bias against such individuals has carried forward – in a few key instances, though certainly not in all – to bias in favor of members of these groups. The research presented in this symposium explores the resulting ironic effects of stigma, focusing in particular on tracking how the discomfort and unease experienced by members of majority groups when interacting with members of stigmatized groups can lend social power and status to stigmatized individuals. Mendes shows that while evaluations and liking are more favorable toward stigmatized individuals, subtle and automatic responses indicate strong bias against the stigmatized. Norton, Dunn, and Ariely explore the consequences of this threat, demonstrating that the desire to make such interactions go smoothly gives stigmatized individuals unexpected persuasive power. The final two talks explore different aspects of this increased social power: King and Hebl show that having social ties to stigmatized individuals lends credentials to members of majority groups, while Crosby, Monin, and Richardson focus on the status that members of stigmatized groups have in determining when racism has occurred.

ABSTRACTS

OVERCORRECTION, COMPUNCTION, OR MISATTRIBUTION? THE FRACTIONATION OF AUTOMATIC AND CONSCIOUSLY CONTROLLED MEASURES IN RESPONSE TO STIGMATIZED PARTNERS *Wendy Berry Mendes; Stanford University* – Interactions with stigmatized partners can engender responses such as anxiety, discomfort, and stress. However, researchers often observe positive responses such as greater liking and more favorable evaluations of stigmatized partners. In four experiments, responses to stigmatized versus non-stigmatized partners during social interactions were examined. Physiological and non-verbal responses suggested more avoidance and

defeat responses (threat) when interacting with stigmatized partners compared to non-stigmatized partners, yet participants reported greater liking and ascribed more positive traits to stigmatized partners. This apparent fractionation in responses was explored using a multi-measure framework. It was hypothesized that consciously controlled measures, those that allow for correction, would be related to more positive responses directed toward stigmatized partners, whereas automatic measures would reveal more negatively-toned or biased responses toward stigmatized partners. The relationships between automatic measures were strongly correlated and did not differ depending on whether the partner was stigmatized or not. Specifically, greater physiological threat was related to more defeat responses, including freezing and avoidance posture. In contrast, the relationship between automatic and consciously controlled measures did differ depending on the stigmatized status of the partner. When participants interacted with non-stigmatized partners the expected relationship occurred—greater liking and positive evaluations were associated with benign physiological responses and more approach behavior. However, among participants interacting with stigmatized partners positive evaluations and greater liking for their partner were associated with more avoidance behavior and malignant physiological responses. A final experiment attempts to identify whether these effects can be attributed to overcorrection, misattribution, or compunction.

BLACK IS THE NEW WHITE: THE PERSUASIVE APPEAL OF STIGMA *Michael I. Norton[1], Elizabeth W. Dunn[2], Dan Ariely[3]; [1]Harvard Business School, [2]University of British Columbia, [3]Massachusetts Institute of Technology* – Stigmatized minorities may have an advantage in persuading majority group members during face-to-face interactions due to the greater self-presentational demands such interactions elicit. Contrary to models which predict greater persuasive impact of members of ingroups, White participants were more convinced by persuasive appeals delivered by a Black interaction partner than by a White interaction partner. When interacting with a Black partner, participants engaged in greater positive self-presentation, which in turn made them more susceptible to their partner's persuasive appeal (Study 1). This persuasive benefit of stigma was eliminated when participants were exposed to the same partners making the same arguments on video, rather than in person, decreasing self-presentational demands (Study 2). Study 3 showed that people are unaware of the persuasive power of stigma in face-to-face interactions, a blindness that may increase their susceptibility to persuasion during such interactions. Finally, we explore the generalizability of the self-presentational model to other stigmatized groups, such as individuals with disabilities.

MORAL CREDENTIALING BY ASSOCIATION: DO FRIENDSHIPS WITH STIGMATIZED INDIVIDUALS PROVIDE LICENSE TO DISCRIMINATE? *Eden B. King, Michelle Hebl; Rice University* – Despite strong social norms to appear egalitarian, there is some evidence that individuals disclose negative attitudes toward stigmatized individuals if they are first given the opportunity to establish that they are not prejudiced (Monin & Miller, 2001). In a series of studies, we extend this work by investigating whether these "moral credentials" can be gained through volitional, strategic relationships with stigmatized individuals. In the first study, White participants chose or were assigned to write about a positive or negative experience with an ethnic minority. Participants who chose to write about a positive experience subsequently responded with more prejudice than their counterparts, confirming our expectation that credentials can be gained through volitional associations with stigmatized individuals. In follow-up studies, we clarified the strategic nature of such associations by informing some participants that they would be discussing a controversial, racially-charged topic. Results indicated that, given forewarning, participants tended to choose to write about positive experiences with close minority friends. Furthermore, choosing to write about these experiences was related to the expression of prejudice. Additional evidence suggested that individuals low in internal motivations to suppress prejudice (Plant & Devine, 1998) were most likely to express prejudice after gaining credentials through their associations. In summary, the results of this series of studies suggest that individuals can and do use their friendships with ethnic minorities to credential themselves strategically.

LOOKED AT, BUT NOT LISTENED TO: FOCUSING ON THE REACTION OF MINORITY MEMBERS WHEN DECIDING IF DISCRIMINATION HAS OCCURRED *Jennifer Randall Crosby, Benoît Monin, Daniel Richardson; Stanford University* – How do members of majority groups determine what constitutes discrimination and how to respond to it? In five studies, we examine how they attend to the reactions of minority group members when making those decisions. In Studies 1 and 2, participants indicated that, when encountering incidences of possible discrimination, they were most likely to look to members of (potentially offended) minority groups to determine the appropriate response. Study 3, using eye-tracking, confirmed that participants looked more at a minority group member when a potentially racist comment was made, but only when the minority individual could hear (and presumably react to) the comment. Studies 4 and 5 examined how the reaction of White and Black observers actually affected how non-Black participants viewed ambiguous incidences of anti-Black discrimination. Blacks were more influential than Whites when they spoke against their own interests by denying discrimination. However, Blacks who said that some or all of the situations presented were discriminatory were not significantly more influential than Whites who called everything discrimination, and were less influential than Whites who "chose their battles" - taking a strong stand on a few issues, while denying discrimination on others. These studies suggest that the standing of minority individuals may have ironic consequences: They are looked at because they are expected to react, but for that very reason, their reaction does not carry much weight in deciding if discrimination actually occurred.

Session D
Friday, 4:15-5:30 pm
Madera Room, Wyndham Hotel

GETTING OVER YOURSELF: NEW EVIDENCE ON THE BOUNDARIES AND CONSEQUENCES OF PROJECTION AND PERSPECTIVE-TAKING

Chair: ***Daniel Ames; Columbia University***

Summary: When people intuit other peoples' intentions and feelings, they sometimes overestimate the correspondence between themselves and others—as suggested in work on false consensus, for instance. Other times, perceivers overestimate the differences. Work on self-serving biases finds that perceivers often see themselves as special, while stereotyping research shows that wrongheaded or misapplied stereotypes may lead perceivers to exaggerate self-other differences. In these talks, we review new evidence about the self's role in social judgment and the perils and processes of "getting over oneself" in understanding others.

Going beyond our own perspectives is not necessarily easy or natural. Pronin and Fleming suggest that speakers often fail to understand what listeners will find revealing and interesting. Listening to oneself, they find, improves perspective-taking. Ku and Galinsky show that vivid instructions are needed to push interviewers beyond their own points-of-view and adopt the perspective of interviewees. They also reveal that different forms of perspective-taking have different limitations and benefits.

Going beyond one's own perspective also introduces new challenges and distortions. Ames argues that initial perceptions of dissimilarity can draw perceivers away from projection and toward stereotyping, yet perceived similarity/dissimilarity may itself be susceptible to distortion. Epley, Caruso, and Bazerman find that perspective-taking can actually lead to more selfish behavior, working against cooperation when perceivers adopt cynical theories about others' behaviors.

Together, these talks reveal new research directions on the processes and consequences—both good and bad—of getting over oneself in social judgment, with implications for domains including close relationships, negotiation/conflict, and stereotyping/prejudice.

ABSTRACTS

REVEALING ONESELF IN SOCIAL INTERACTION: WHEN SPEAKERS MISUNDERSTAND WHAT LISTENERS FIND REVEALING *Emily Pronin, John Fleming; Princeton University* – Desires to know and understand those around us, and to be known and understood by them, are fundamental in human relationships. The present research concerns asymmetries in the information that is perceived to be revealing by those who offer it (speakers), versus those who receive it (listeners). These studies document a general error in perspective-taking whereby speakers and listeners differ in their perceptions of what disclosures are intimate and self-revealing, versus banal and uninformative. Studies 1-2 show that speakers feel that what reveals the most about themselves is information about what is important to them (e.g., family, career), whereas listeners find such information to be relatively unrevealing, particularly in comparison to individuating information about speakers (e.g., unusual traits). Further analyses suggest that when speakers consider what will be revealing to listeners, they fail to take a listener's perspective. In essence, they make their assessment by conducting a within-person analysis (considering their different traits, and looking for those that are uniquely important), whereas listeners conduct a between-persons analysis (considering different people, and looking for traits that are unique to the speaker). Study 3 shows that inducing speakers to take a listener's perspective on themselves – by literally having them listen to a recording of their speech – leads them to share listeners' perceptions of what information is revealing about themselves. Taken together, these studies suggest that speaker—listener asymmetries in the experience of social interactions can hamper people's efforts to feel known and understood, and to feel they know and understand others.

THE BENEFITS AND LIMITS OF PERSPECTIVE-TAKING FOR INTERGROUP ATTITUDES, EXPECTANCY CONFIRMATION, AND NEGOTIATIONS *Gillian Ku[1], Adam D. Galinsky[2]; [1]London Business School, [2]Northwestern University* – We investigated the benefits and limits of two different processes (self-other overlap and awareness of constraints) that underlie the effects of perspective-taking on interpersonal and intergroup relations. Previous research has shown that perspective-taking improves intergroup attitudes by increasing self-other overlap. In two experiments, we demonstrate that because of self-concept application, perspective-taking only improves out-group evaluations when the perspective-taker has high self-esteem. This finding suggests an irony of perspective-taking: it builds off egocentric biases to improve outgroup evaluations. Perspective-taking also increases awareness of constraints faced by the target of perspective-taking. In three experiments using a trait-hypothesis interview paradigm, we found that perspective-taking led interviewers to seek more expectancy-disconfirming information. The reduction in the confirmation bias occurred because perspective-takers were more likely to notice the constraining nature of the interview questions. However, confirmation bias was attenuated only when the perspective-taking instructions were particularly vivid and descriptive. In a final experiment, we explored the consequences of two different types of perspective-taking (cognitive and empathy) for competitive social interaction. Whereas empathy made one's negotiation partner feel more satisfied with how they were treated, only cognitive perspective-taking allowed the negotiator to appreciate the other side's interests and to develop integrative and creative solutions. Although the benefits of perspective-taking are extensive (decreasing prejudice, reducing the confirmation bias, and producing integrative negotiation solutions), perspective-taking is not a panacea for intergroup relations. Rather, it depends on the type of perspective-taking (pallid or vivid; cognitive or empathy) and characteristics of the person (low or high self-esteem).

PROJECTION AND STEREOTYPING IN SOCIAL JUDGMENT: A SIMILARITY-CONTINGENCY MODEL *Daniel Ames; Columbia University* – Inferences about others' mental states are central to everyday social life. Our intuitions about what the people around us think, want, and feel govern whom we hire, blame, trust, and love. Some research suggests that perceivers succumb to an egocentric projective impulse, assuming others think, want, and feel what they themselves think, want, and feel. Another tradition of work describes how stereotyping pervades our social judgment, with social category assumptions driving mental state inferences. Each of these inferential processes surely explains part of the ordinary "magic" of mindreading, but there is no reconciliation that addresses which of these tools is used when. The present work develops such an account, suggesting that perceptions of similarity moderate projection and stereotyping in judgments about individuals' and groups' mental states. In one experiment, I manipulate perceptions of similarity to a series of target individuals, showing that when similarity is heightened, higher levels of projection and lower levels of stereotyping emerge. In a second experiment, I manipulate both perceived similarity and stereotype content, again finding that similarity is linked positively with projection and negatively with stereotyping. In a third study, the same pattern of effects emerges for perceptions of group attitudes. Perceivers appear to rely on their (malleable and fallible) initial sense of similarity to targets to shift between projection and stereotyping. This work helps us better understand how mental state inferences are formed, and also sheds light on the interface between two of the most widely-studied social psychological processes: stereotyping and egocentric projection.

WHEN PERSPECTIVE TAKING INCREASES TAKING: REACTIVE EGOISM IN SOCIAL INTERACTION *Nicholas Epley[1], Eugene M. Caruso[2], Max H. Bazerman[2]; [1]University of Chicago, [2]Harvard University* – People working within groups tend to reason egocentrically, claiming a larger share of resources or responsibility for themselves than others believe is justified. Such egocentric biases can create intergroup conflict, and reducing them is an intuitive and commonly recommended method for conflict resolution. We have found, however, that reducing egocentrism in group interactions can have some unexpected costs. In particular, considering others' interests and concerns can highlight competing motivations and self-interested goals that people would have otherwise overlooked. To compensate for others' self-interest, people may react by behaving more selfishly or egoistically themselves. Such reactive egoism among those who consider others' perspective may therefore increase the very conflict that that perspective taking was meant to reduce. In two experiments involving social dilemmas, those who considered others' perspectives claimed it was fair for them to take less of a fixed resource, but actually behaved more selfishly by taking more of those resources, compared to those who did not consider others' perspectives. Two additional experiments demonstrated that such reactive egoism occurred because considering others' perspectives highlighted others' self-interested goals and motivations that would have otherwise gone overlooked, and reactive egoism is therefore enhanced in competitive groups and negotiations where individuals have divergent goals. This suggests that one common approach to conflict resolution between and within groups can have unfortunate consequences on actual behavior.

Session D

Friday, 4:15-5:30 pm

Pasadena Room, Wyndham Hotel

DO EMOTION-BASED SKILLS SHAPE SOCIAL SUCCESS?

Chairs: ***Elizabeth Dunn; University of British Columbia and Marc Bracket; Yale University***

Discussant: *Jack Mayer; University of New Hampshire*

Summary: Just as intellectual abilities shape academic success, emotional abilities may shape social success. Yet, in contrast to the extensive body of research on intellectual abilities and academic success, relatively little is known about whether, how, or why emotional skills foster social flourishing. The present symposium examines these issues by drawing on research conducted at a variety of levels, from the brain to the dyad. In part through the use of fMRI, Gray shows that emotional intelligence is related to logical reasoning about social problems. Dunn examines individual differences in the capacity to envision one's own emotional future, an ability that supports interpersonal understanding. Brackett studies the role of emotional skills in romantic couples and finds that relationship outcomes are an interactive effect of each partner's emotion-related skills. Wranik demonstrates that the emotional skill of optimism may actually have interpersonal costs, despite the intrapersonal benefits optimism provides. Serving as discussant, Jack Mayer will describe the implications of these emerging findings for our understanding of the complex relationship between emotion-based skills and social success.

ABSTRACTS

TITLE: EMOTION-BASED SKILLS PREDICT FASTER REASONING ABOUT SOCIAL EXCHANGE *Jeremy R. Gray, Deidre L. Kolarick-Reis; Yale University* – In behavioral and fMRI studies, we tested the hypothesis that logical reasoning about social exchange is supported in part by affect. Forty-eight undergraduates performed a computerized, laboratory version of a classic logical reasoning task, the Wason card selection task, with three problem types: social (social exchange), precautionary (physical hazard), and descriptive (abstract). Social reasoning was strongly related to precautionary reasoning even when controlling for descriptive reasoning, partial r= .74, implying considerable overlap between social exchange and precautionary reasoning. Nonetheless, higher Emotional Intelligence (EI, from the MSCEIT) predicted faster response times (RT) on social contract problems, whereas higher Harm Avoidance (from the TCI) predicted faster RT on precautionary problems. The selective association suggests an affective enhancement of logical reasoning and providing the strongest extant support for domain-specific (specialized) mechanisms. In a follow-up fMRI study with 16 participants, we found that EI predicted brain activity during social but not precautionary reasoning in the frontal pole (BA 10), providing converging evidence for the relation between EI and social reasoning.

INDIVIDUAL DIFFERENCES IN EMOTIONAL TIME TRAVEL ABILITY *Elizabeth W. Dunn; University of British Columbia* – People commonly go astray in predicting their own emotional responses to future events. Such affective forecasting errors have detrimental consequences for both intrapersonal and interpersonal well-being. Although recent research has identified short-term interventions that reduce affective forecasting errors in particular situations, very little research has examined whether some people are simply better forecasters than others across situations. The present research therefore examined whether people high in emotional intelligence (EI) would make more accurate affective forecasts across two very different situations. Participants who had completed the MSCEIT (an ability-based measure of EI) were asked to predict their emotional reactions to the American presidential election and to receiving their term paper grade. Participants then reported their actual emotional reactions when these events occurred. Individuals who were higher in EI exhibited greater forecasting accuracy across both events. In particular, greater forecasting accuracy was predicted by higher scores on Branch 4 of the MSCEIT (which measures emotion management). Thus, to the extent that understanding oneself is a precursor to understanding others, individuals who are high in emotional intelligence may experience greater social success because of their enhanced ability to predict their own future emotional reactions.

EMOTIONAL INTELLIGENCE AND RELATIONSHIP QUALITY AMONG DATING AND MARRIED COUPLES *Marc Brackett[1], Ashley Cox[1], Stanley Gaines Jr.[2], Peter Salovey[1]; [1]Yale University, [2]Brunel University* – To examine whether emotional intelligence (EI) was (a) related to self-assessed relationship quality and (b) whether couples were similar to each other in EI, an ability measure of EI and measures of relationship quality were administered to 102 heterosexual couples. Relationship quality was assessed by measuring perceived respect and affection from partners, reports of positive and negative behaviors (e.g., sharing feelings versus heated verbal arguments), and the type of interpersonal strategies that couples employed in response to problems in the relationship. Results indicated that female partners were significantly higher in EI than male partners. EI scores also were moderately correlated within couples, indicating a tendency for high EI individuals to have partners who also were high in EI. In addition, as predicted, couples in which both partners were high in EI reported better-quality relationships than couples with both partners low in EI. High EI couples as compared to low EI couples were particularly less likely to report using destructive strategies (e.g., yelling, screaming, leaving) in response to dissatisfaction in the relationship. The effects of having at least one person with high EI in the relationship is discussed.

OPTIMISM MAY HAVE PARADOXICAL EFFECTS IN SOCIAL INTERACTIONS *Tanja Wranik; University of Geneva, Switzerland* – Optimism has been linked to emotional intelligence and social competence. Past research also has suggested that optimists cope well with uncertainty and failure in achievement situations and remain productive and motivated for future challenges. However, little is known about how optimists cope with failure when working with others towards a common goal. The aim of this study was to systematically examine cognitive evaluations and emotions of optimists and pessimists in three cooperative achievement situations (N=130). In each study, two participants worked together on a complex task and received false failure feedback. Cognitive appraisals and emotions were assessed at three time points: before the task, after the task, and following failure feedback. Although optimists reported more positive and less negative emotions than pessimists in response to failure, optimists were also more likely to experience anger, irritation, and frustration directed at the partner and to believe that they could have performed better with a different partner. Results also suggest that blaming the partner may be an emotion regulation strategy for optimists. This suggests that the regulation strategies and emotions that are beneficial for the self-esteem and future motivation of optimists at the intrapersonal level may have interpersonal costs. Drawing on these findings, the complexities of predicting social success on the basis of emotion-based skills will be discussed.

Session D

Friday, 4:15-5:30 pm

Sierra/Ventura Room, Wyndham Hotel

SPSP TRAINING COMMITTEE WORKSHOP: VARIETIES OF CAREER PATH EXPERIENCE

Chair: ***Yuichi Shoda, University of Washington, Seattle***

Pursuing a traditional academic career is not the only way Ph.Ds in social and personality psychology can contribute to science and society. This workshop presents examples of non-traditional career paths, with first hand accounts of the challenges and rewards. Workshop participants will then brainstorm about questions and issues related to seeking and preparing for such careers. Please come and share your thoughts and experiences, and help the SPSP community identify more ways to contribute.

Session E

Saturday, 10:15-11:30 am

Oasis Hall 2, Convention Center

AGGRESSION: CAUSES AND CONSEQUENCES

Chair: ***Jean M. Twenge; San Diego State University***

Summary: Why people hurt others has been a central question in social psychology since the beginning of the field. This symposium presents current research on why people are aggressive and how aggression might be prevented. In the first talk, Craig Anderson finds that individuals high in trait aggression elicit aggression from others, which then leads to more aggression. Thus through a vicious circle, highly aggressive people create a hostile social environment. In the second talk, Jean Twenge shows that the link between social rejection and aggression depends on the exact situation. Rejected people are aggressive toward lone targets and those high or low in status, but not toward neutral members of another group; in addition, the level of rejection is linearly correlated with aggression. The experiments presented in Nathan DeWall's talk show that aggression is an impulse usually restrained by active self-control. When people's self-control is depleted through another task, they are subsequently more likely to lash out with aggression. Last, Brad Bushman's talk shows that narcissists, who are usually more aggressive when insulted, back away from these aggressive tendencies when they believe they are similar to a target (sharing the same birthday or a unique fingerprint pattern). These talks show clear causes for harmful aggressive behavior (trait aggression, rejection, loss of self-control, narcissism), while also demonstrating that aggression can be prevented under some circumstances.

ABSTRACTS

CREATING ONE'S OWN AGGRESSIVE SOCIAL ENVIRONMENT: TRAIT AGGRESSION AND THE CYCLE OF VIOLENCE *Craig A. Anderson, Katherine E. Buckley, Nicholas L. Carnagey; Iowa State University* – One hundred forty-two male and female pairs of college undergraduates completed several personality scales and competed in a competitive reaction time (CRT) task, a measure of aggressive behavior. The CRT task consisted of 25 trials in which the participant and his/her partner set noise blast punishments for each other and then responded as quickly as possible to an auditory tone by clicking a mouse button. The pattern of wins and losses was controlled by the computers (13 wins, 12 losses) and was the same for each person, but the noise level delivered on the "lose" trials and displayed on the computer screen after each trial was in fact the level set by the participants and partners. As predicted by the General Aggression Model, both the participant's and the partner's level of trait aggression were positively related to overall level of aggression by the participant. Further analyses revealed the same effects of trait aggression on noise settings on early trials and on late trials. Furthermore, the partner trait aggression effect on participant noise blast settings on late trials was mediated by partner noise settings on early trials. Supplementary analyses revealed trait aggression and early-trial noise settings on hostile and instrumental aggressive motives. Overall, the results document how a personality trait (i.e., trait aggression) can create a social environment that induces the expression of that trait (i.e., aggressive behavior) in a cycle of social exchanges.

SITUATIONAL MODERATORS OF AGGRESSION AFTER SOCIAL REJECTION *Jean Twenge, Janet Cacho, Charles Im; San Diego State University* – Previous research showed that socially rejected people are more aggressive even toward innocent targets. Three experiments explore the limits of this effect, demonstrating that rejected people respond with aggression when the need to belong cannot be fulfilled. In the first experiment, rejected and accepted participants played a noise-blast aggression game with targets described as members of another group (neutral), accepted by another group, or rejected by another group. Rejected participants were not aggressive toward the neutral group member but were significantly more aggressive toward both accepted and rejected targets from another group. The second experiment found that rejected participants again were not aggressive toward a neutral member of another group, but were aggressive to a lone target. A final experiment assigned participants to be rejected by one person, two people, three people, or the entire group of four other people. Aggression was a linear function of rejection level – the more people rejected the participant, the more aggressive s/he was. Thus aggression after rejection is limited: the rejection must be severe, and the target an improbable source of friendship.

VIOLENCE RESTRAINED: EFFECTS OF SELF-REGULATORY DEPLETION ON AGGRESSION *C. Nathan DeWall, Roy F. Baumeister, Tyler Stillman, Matthew T. Gailliot; Florida State University* – Man's inhumanity to man has vexed and puzzled thinkers for centuries. Social scientists have sought the root causes of aggression and violence and discovered a great many answers, such as frustration, innate aggressive urges, and the need to influence the behavior of others. However, some inner responses may reduce aggressive feelings and perhaps even prevent aggressive impulses from being translated into violent actions. In 5 studies, the authors tested the hypothesis that self-regulation is an important inner faculty that enables people to resist temptation and hold back from acting on their aggressive impulses. In all studies, depleted capacity for self-regulation (caused by prior, even irrelevant acts of self-regulation) increased aggressive responding, especially after an insulting provocation. When participants were insulted and their self-regulatory strength was depleted (i.e., after completing previous tasks that required self-regulation), participants were more likely to aggress. When the urge to aggress was relatively weaker (i.e., when participants were not insulted), self-regulatory depletion did not increase aggressive behavior. Thus, the current findings suggest that people have a limited ability to refrain from aggressive and other antisocial behaviors.

REDUCING NARCISSISTIC AGGRESSION *Brad Bushman[1], Sara Konrath[1], W. Keith Campbell[2]; [1] University of Michigan, [2]University of Georgia* – Violent, aggressive behavior constitutes a serious social problem in the United States. Many factors contribute to this violence. Among them, the self-regard of the perpetrators has been a theoretically important but empirically controversial cause. Several studies have shown that aggression results from a combination of inflated self-regard (e.g., narcissism) and ego threat. In two studies we tested the hypothesis that narcis-

sistic aggression after an ego threat would be reduced if participants believed they shared a similarity to the person who threatened their ego. First, participants completed measures of self-esteem and narcissism. In Study 1, participants received a negative evaluation from either a purported student partner or from their experimenter. Participants were led to believe that their partner either had the same or a different birthday from them. Finally, we gave all participants an opportunity to aggress against their partner. The results showed that narcissists showed lower levels of direct aggression when their partner had the same birthday as them. In Study 2, participants first had their fingerprints taken. Next, they received either a positive or negative evaluation from their partner. Participants were told that they shared the same rare fingerprints with their partner, shared the same common fingerprints, or did not share the same fingerprints (control). The results showed that narcissists who had been negatively evaluated were much less aggressive against a partner who had the same rare fingerprints. These results suggest that psychological overlap can reduce narcissistic aggression.

Session E
Saturday, 10:15-11:30 am
Oasis Hall 3A, Convention Center

SELF-CONTROL PROCESSES: NEW THEORETICAL AND EMPIRICAL DIRECTIONS

Chairs: ***Ayelet Fishbach; The University of Chicago and Yaacov Trope; New York University***

Summary: Self-control is an important mental function that underlies success across many life domains (e.g., academic, social, and professional success). The present symposium brings together a group of researchers who are investigating the representation of self-control dilemmas, the nature of self-control behaviors, and the consequences of self-control for the successful pursuit of one's goals. These researchers will describe several recent research programs that have been inspired by the major theoretical approaches in this area. Specifically, Ayelet Fishbach will present research on the substitutability between socially imposed control and self-control in counteractive control processes. Matthew Lieberman will present a neurocognitive model of the self-regulatory consequences of putting affect into words and the role of automatic and deliberate processes play in self-control. Ran Kivetz will present research on reverse self-control, namely, how people pre-commit to indulgence. Walter Mischel will present a framework for investigating the mechanisms underlying willpower, based on the Hot/Cool Systems model of self-regulation, and supporting research on affect regulation. Finally, Yaacov Trope will present a construal level theory of self-control and describe new research testing this theory. Collectively, these talks will represent the multiple perspectives and underlying commonalities in the study of self-control.

ABSTRACTS

THE SUBSTITUTABILITY OF SOCIALLY IMPOSED CONTROL AND SELF-CONTROL *Ayelet Fishbach; The University of Chicago* – In many life situations the attainment of important goals comes at the expense of low priority desires or temptations. How for example, do dieters forgo food temptations in order to lose weight? How do students finish a long and boring task when they could be watching TV? Our previous research has shown that in response to temptation, people counteractively bolster the value of an overriding goal. The stronger the temptation is, the more they value that goal. However, people's exposure and response to temptation does not occur in a social vacuum. Social partners, groups, and organizations may institute incentives, sanctions, or rules that are designed to help individuals overcome temptations. For example, organizations may require their members to maintain their health by undergoing periodical medical check-ups or, at a more informal level, individuals sometime criticize their friends for eating unhealthy food or excessively watching TV. In my presentation, I will address the effect of social controls on self-control. I suggest that in the presence of socially imposed control, self-control becomes superfluous, as social control is sufficient to maintain a high probability of acting according to one's goals. The result is that in these situations individuals do not engage in self-control. In particular, while under socially imposed control, individuals who face strong temptations do not counteractively bolster the value of goals, and they do not impose sanctions on themselves for failing to adhere to the goals. The self-regulatory implications of the substitutability between self-control and socially imposed control will be discussed.

DISRUPTION THEORY: A NEUROCOGNITIVE MODEL OF THE SELF-REGULATORY BENEFITS OF PUTTING FEELINGS INTO WORDS *Matthew Lieberman; University of California, Los Angeles* – Putting feelings into words has long been thought to be one of the best ways to manage and regulate negative feelings and the behavioral consequences of those feelings. The mechanisms by which these benefits accrue remain largely unknown. In this talk, I will present a series of studies using functional magnetic resonance imaging (fMRI), transcranial magnetic stimulation (TMS), physiological measures, and behavior that examine the role of 'affect labeling' in regulating affective responses in several modalities (brain, body, behavior). In particular, I will focus on the right ventrolateral prefrontal cortex and its role in both labeling affect and in disrupting affective responses. Critically, these studies suggest that this disruption process occurs in the absence of any intention to regulate one's affect. These findings suggest, paradoxically, that truly automatic processes can be disrupted by controlled processes and that our conception and definitions of automaticity and control may be in need of revision. I will also discuss why this disruption process may have evolved in humans. Finally, I will discuss how disruption theory can be used to address issues of affect regulation in clinical disorders.

HYPEROPIA: A THEORY OF REVERSE SELF-CONTROL *Ran Kivetz; Columbia University* – Our religions, mythologies, and fables admonish us to overcome temptation, exercise self-discipline, and focus on the future (see Adam and Eve, Odysseus, and the Ant and the Grasshopper). This universal espousal of prudence is reflected in the vast literature on self-control, which is premised on the notion that people are short-sighted (myopic) and easily tempted by hedonic "sins," such as smoking, overbuying, and indulging in tasty but unhealthy food. The present research proposes that people often suffer from a reverse self-control problem, namely excessive farsightedness ("hyperopia") and future-biased preferences. Such hyperopia leads people to deprive themselves of indulgence and instead overly focus on acting responsibly, delaying gratification, and doing "the right thing." The talk addresses the antecedents and consequences of hyperopia and demonstrates that people (a) require special entitlement justifications to indulge (e.g., through hard work or perceived excellence); (b) perceive themselves as suffering from insufficient indulgence, and consequently, correct this imbalance in their lives by pre-committing to future hedonic experiences; and (c) regret (in the long-run) their supposedly farsighted acts of choosing virtue over vice. Consistent with the notion that hyperopia involves time-inconsistency, it is shown that people pre-commit to indulgence when the consequences of their decisions are delayed but reverse their decision when the consequences are imminent. The talk also highlights the key role of guilt and attempts to reconcile myopia and hyperopia using a distinction between self-control lapses and self-control dilemmas.

DEMYSTIFYING WILLPOWER: HOT/COOL SYSTEM INTERACTIONS IN SELF-REGULATION *Walter Mischel[1], Ozlem Ayduk[2], Ethan Kross[1]; [1]Columbia University, [2]University of California, Berkeley* – The concept of "willpower" has survived a century of historical vicissitudes within psychology. Beginning with William James who made it central for the field's agenda, to its banishment as unscientific at the height of behaviorism, to its resurgence within contemporary psychology in an explosion of work on "self-regulation," the concept's popularity has waxed and waned. Currently, this now vigorously pursued and intensively researched – but still elusive – construct is more center stage than ever. This talk presents a framework for investigating the mechanisms underlying willpower, based on the Hot/Cool Systems model of self-regulation (Metcalfe & Mischel, 1999). The Hot/Cool model casts the mechanisms underlying "willpower" in terms of the interaction between a hot, impulsive "go" system, and a cool, cognitive "know" system. This framework is used to understand the mechanisms involved in the regulation of appetitive impulses, illustrated with findings from four decades of research on delay of gratification in children. The talk will then illustrate with new, relevant research findings how this framework is currently being used to identify the mechanisms involved in the regulation of defensive impulses and automatically triggered negative emotional responses (e.g., anger; depression) that occur in social, interpersonal contexts. Applied and theoretical implications of this framework will be discussed.

CONSTRUAL LEVELS AND SELF-CONTROL *Yaacov Trope[1], Kentaro Fujita[1], Nira Liberman[2]; [1]New York University, [2]Tel Aviv University* – We present a model of self-control based on construal level theory (Trope & Liberman, 2003), and review supporting empirical evidence. We propose that self-control dilemmas arise when the action implications of high level construals (representations that extract global, primary features of a situation) conflict with the action implications of low level construals (representations that specify local, secondary features). In self-control conflicts, when one makes decisions or acts in accordance with the action tendency that is associated with high level construal of the situation, one exerts self-control. In contrast, if one makes decisions or behaves in accordance with the action tendency associated with low level construal of the situation, one experiences self-control failure. Self-control is enhanced when individuals are able to see the proverbial forest beyond the trees. Consistent with this proposal, we review a series of experiments that demonstrate that priming high level construals of situations, in contrast to priming low level construal of situations, leads to greater self-control. For example, generating category labels for objects (high level construals) versus exemplars (low level construals) led to stronger behavioral intentions to participate in activities requiring self-control and less positive evaluations of temptations. Priming of high level construal (compared to low level construal) also decreased preferences for immediate over delayed outcomes and increased physical endurance. These studies indicate that levels of construal do influence self-control and suggest new ways of improving how individuals and groups resolve personal and social conflicts.

Session E
Saturday, 10:15-11:30 am
Primrose Ballroom A, Convention Center

CONSCIOUS AND NONCONSCIOUS SELF-REGULATION: A LOOK AT THE WHOLE REGULATORY SYSTEM

Chair: ***Kathleen D. Vohs; University of Minnesota; Carlson School of Management***

Summary: The idea that conscious and nonconscious self-regulation are two parts of an integrated system has been proffered for decades, but only recently have researchers begun to include both processes in their empirical and theoretical work. The five researchers in this symposium will address key questions such as, What are the similarities between conscious and nonconscious self-regulation? What kinds of differential effects do they produce? How do they interact with each other? Gollwitzer's work speaks to the differential outcomes of conscious and nonconscious self-regulation. In the context of goal hindrances, Gollwitzer finds that explicit goals can produce more successful outcomes at times, but sometimes implicit goals are better: the crucial moderator is goal content. Vohs shows similarities between nonconscious and conscious self-regulation, insofar as they both consume self-regulatory resources — albeit to differing degrees. Shah examines how conscious and nonconscious processes enable people to shift attention among multiple goals. Moreover, his research demonstrates that "shedding" some goals increases well-being. Strack proposes a reflective-impulsive model, which fully integrates conscious and nonconscious processes. His model depicts self-regulation as a case in which reflective and impulsive processes conflict, and uses the model to show which pathway will determine behavior. Carver concludes the panel with an exploration of ideas that have emerged from numerous subfields of psychology and discusses the implications that those ideas may have for thinking about conscious versus nonconscious regulation. In sum, this symposium's integration of conscious and nonconscious self-regulation will help make genuine advances in our understanding of the executive self.

ABSTRACTS

WHEN PROBLEMS ARISE: DIFFERENTIAL CONSEQUENCES OF IMPLICIT VERSUS EXPLICIT GOALS *Peter M. Gollwitzer, Elizabeth J. Parks, Gabriele Oettingen; New York University* – Self-regulation should be differentially successful as a function of whether goals are implicit (primed) versus explicit (consciously-set) under conditions of disruptions in goal pursuit. Disruptions prompt people to ask what purpose is served by their behavior: Explicit goals answer this question by referring to the previously set goal; implicit goals, conversely, demand a difficult search for a plausible purpose. We predicted that depending on the task, an easily-detectable goal can be beneficial to performance but can also cause problems. This prediction was supported in four studies demonstrating that the superiority of implicit versus explicit goals ultimately depends goal content. In Study 1, participants who worked on mathematical problems with an explicit high-achievement goal outperformed implicit high-achievement goal participants when hindrances arose. In Study 2, participants violating a social norm on the basis of an explicit goal felt less agitated than participants with an implicit goal. In Study 3, participants worked on a task requiring speed and accuracy. Those who experienced a conflict between an explicit goal to be accurate and an implicit goal to be fast were slower compared to participants for whom the same "go fast" and "be accurate" conflict was implicitly primed. In Study 4, anx-

ious participants performed worse on a learning task when given an explicit high-achievement goal relative to when given an implicit high-achievement goal. Explicit goal participants discovered the high-achievement goal faster than implicit goal participants, which raised anxiety and subsequently reduced performance. Hence, goal content determines whether implicit or explicit self-regulation is most effective.

NONCONSCIOUS AND CONSCIOUS SELF-REGULATION AND THE DEPLETION OF SELF-REGULATORY RESOURCES *Kathleen D. Vohs, University of Minnesota* – Self-regulation consumes a limited resource, but prolonged practice (such as habitually dieting) allows some self-regulatory activities to become automatized. The current research tested the hypothesis that nonconscious self-regulation consumes fewer resources than conscious self-regulation. In Study 1, participants resisted the temptation to eat candy, after which self-regulation was measured by persistence at unsolvable puzzles. New dieters (conscious regulators) were the least persistent, nondieters (who do not regulate food intake) persisted longest, and persistence of veteran dieters (the nonconscious regulators) fell in between. Study 2 manipulated emotion regulation either by explicit instruction or nonconscious priming; a third group was not given implicit nor explicit emotion-regulation goals. Participants watched a disgusting video, which served as the context for emotion-regulation. Subsequently, participants' attention control abilities were measured as an index of self-regulatory resource availability. Once again, the nonconscious regulators fell in between the conscious regulators (who were the most depleted and thus showed the worst attention control) and non-regulating controls (who were least depleted and thus showed the best attention control). Study 3 used a read-aloud task as the context for self-regulatory resource expenditure. Participants were given explicit instructions to be expressive, were primed to be expressive, or were given no prime nor instructions. Subsequent breath-holding was the measure of self-regulatory ability. Results showed the predicted linear effect such that conscious self-regulators performed worst, non-regulating controls performed best, and nonconscious regulators' performance fell in between. In sum, nonconscious self-regulation is not as depleting as fully conscious self-regulation, but is still somewhat depleting.

AUTOMATIC AND DELIBERATE GOAL MANAGEMENT *James Y. Shah[1], Shawn Bodmann[2], Deborah Hall[1]; [1]Duke University, [2]University of Wisconsin-Madison* – An important, although perhaps under-examined, component of effective self-regulation is the manner in which people consciously and nonconsciously "juggle" various pursuits and resolve goal conflict to ensure successful attainment of as many goals as possible. The current talk will detail recent research examining the deliberate and automatic mechanisms involved in the strategic ways in which people shift attention among various goals. Two studies will be presented that employ a multiple-goal computer paradigm that allows for the examination of simultaneous goal pursuit. These studies find evidence that goal shifting is both strategic and automatic. Moreover, goal shifting has implications for well-being and the effectiveness of goal pursuit. Specifically, goal shifting was found to affect task performance and self-reported mood, effects that were moderated by both individual differences and qualities of the goals involved (such as the goals' overall difficulty and value). This presentation will also focus on how multiple goals are managed by automatically dropping some goal pursuits for the sake of pursuing other goals. In another study, we find that the criteria for dropping goals may be different from the criteria for adopting goals. Last, we will present a final study suggesting that the "shedding" of low utility goals has significant benefits for well-being. The current research will be discussed in terms of its implications for the role of automaticity and conscious control in effective goal management.

REFLECTIVE AND IMPULSIVE DETERMINANTS OF SELF-REGULATION *Fritz Strack[1], Roland Deutsch[2]; [1]University of Wuerzburg, [2]Ohio-State University* – Much of human behaviour is thought to arise from both conscious and nonconscious sources and past theoretical accounts have often separated these joint forces, or only considered one pathway. We propose a reflective-impulsive model that integrates both processes and suggests that reflective and impulsive processes reciprocally generate human behavior. The reflective-impulsive model explain regulatory (and beyond) responses as a function of two interacting mental systems that have different operating principles: The more conscious, reflective system creates and transforms knowledge; the more nonconscious, impulsive system generates associative links that are stored and later activated when appropriate. Self-regulation can be understood as a situation in which impulsive and reflective mechanisms produce antagonistic behavioral consequences. The model has been used to predict the circumstances under which self-regulation will occur and which system will ultimately determine the behavioral outcome. We will discuss multiple studies that use the model to illustrate how self-regulatory behavior is produced by the interaction of the reflective and impulsive paths.

IMPULSE, CONSTRAINT, AND TWO-MODE MODELS OF HUMAN FUNCTIONING *Charles S. Carver, University of Miami* – I was led to think about conscious versus non-conscious self-regulation in a circuitous way: by thinking about an issue in personality. Views of personality must address observable regularities in behavior, including individual differences. One salient difference is the tendency to behave impulsively versus deliberatively. Different theories approach this variable in different ways. A review of theoretical positions led me to an idea that has been discussed for some time in cognitive and social psychology and some parts of personality and developmental psychology, and which seems to be emerging more broadly as a guiding theme: The idea is that there are two distinct modes of interacting with the world. One of them is associative and automatic and relatively non-conscious; the other is rule-based and deliberative and relatively conscious. This argument implies that people have two separate guidance systems, which at any given moment may be in agreement or in conflict with each other. If the non-conscious associative one is more basic, it is always influencing behavior. If the conscious deliberative one is harder to maintain, its actions can be disrupted or temporarily suspended by many kinds of circumstances. In such circumstances, non-conscious regulation dominates. This general view helps organize a number of phenomena both within and outside personality and social psychology, and it raises a number of questions about issues such as the nature of personal responsibility for actions.

Session E
Saturday, 10:15-11:30 am
Catalina Room, Wyndham Hotel

EGOSYSTEM AND ECOSYSTEM: TWO MOTIVATIONAL ORIENTATIONS FOR THE SELF

Chair: ***Jennifer Crocker; University of Michigan, Institute for Social Research***

Discussant: *Barbara L. Fredrickson; University of North Carolina*

Summary: This symposium presents interdisciplinary evidence for two motivational systems for the self: a self-focused egosystem associated with the fight-or-flight response, and an other-focused ecosystem associated with caregiving and prosocial motivation. These two motivational systems are associated with distinct goals, physiological systems, emotional states, relationships with others, and experience of flow. Each system has distinct costs and benefits, but on the whole egosystem motivation has greater costs to physical and mental health, and even financial outcomes, than does ecosystem motivation. Stephanie Brown argues that other-focused motivation down-regulates the fight-or-flight stress response, with beneficial effects for health. She presents

physiological evidence from two experimental studies demonstrating that (a) altruistic behavior speeds recovery from cardiovascular stress, and (b) that the pattern of recovery is inconsistent with predictions from psychological hedonism and conforms instead to those derived from the "other-focused" model. Paul Zak presents experimental data on the neuroeconomics of trust, showing that the neuroactive hormone oxytocin facilitates trust between strangers, and appears to induce cooperative behaviors. Juliana Breines describes an experience sampling study showing that within-person increases in ecosystem goals are associated with positive affective and motivational states whereas within-person increases in egosystem goals have largely negative emotional and motivational consequences. Finally, Julie Garcia shows that motivations for disclosing a concealable stigma can be grouped into egosystem and ecosystem goals, and ecosystem goals (but not egosystem goals) lead to increased disclosure and improvements in psychological well-being over time. Taken together, the research presented here provides strong evidence for egosystem and ecosystem motivations.

ABSTRACTS

ALTRUISM AND SOCIAL REGULATION OF THE STRESS RESPONSE *Stephanie L. Brown, University of Michigan* — A growing body of evidence implicates altruistic behavior (helping others at a cost to the self) in producing health benefits such as enhanced longevity (e.g., Brown, Nesse, Vinokur, & Smith, 2003). However, to this date, there are no published experimental studies that have examined the effects of altruistic behavior on health-related outcomes. Two traditions of research in the social sciences provide insight into the mechanisms by which altruism might influence health. From the standpoint of psychological hedonism, for example, we might expect altruistic behavior to influence health to the extent that it produces pleasurable consequences or positive emotion, which has been linked to improved health (e.g., Fredrickson, Mancuso, Branigan, & Tugade, 2000). Alternatively, a new emerging paradigm for the social sciences raises the possibility that human social behavior can be guided by an other-focused motivational system (Brown & Brown, in press; Henry & Wang, 1998; Sober & Wilson, 1998; Taylor et al., 2000), which is restorative for health and directly regulates the fight-or-flight stress response (Carter, 1998; Heaphy & Dutton, 2005). Thus, according to this perspective, altruism may produce health benefits by predisposing individuals to engage the more healthy "other-focused" stress response, independent of the hedonic value of the altruistic activity. In this talk, I report the results from two experimental studies that demonstrate that (a) altruistic behavior speeds recovery from cardiovascular stress, and (b) that the pattern of recovery is inconsistent with predictions from psychological hedonism and conforms instead to those derived from the "other-focused" model.

THE NEUROECONOMICS OF TRUST *Paul J. Zak, Center for Neuroeconomics Studies, Claremont Graduate Center* — The traditional view in economics is that individuals respond to incentives, but absent strong incentives to the contrary selfishness prevails. Moreover, this "greed is good" approach is deemed "rational" behavior. Nevertheless, in daily interactions and in numerous laboratory studies, a high degree of cooperative behavior prevails—even among strangers. A number of recent experiments from my lab have demonstrated that the neuroactive hormone oxytocin facilitates trust between strangers, and appears to induce cooperative behaviors. In rodents, oxytocin has been associated with maternal bonding, pro-social behaviors, and in some species long-term pair bonds, but prior to the work reviewed here, the behavioral effects of oxytocin in humans had not been studied. This presentation discusses the neurobiology of positive social behaviors and how these are facilitated by oxytocin. My experiments show that positive social signals cause oxytocin to be released by the brain, producing an unconscious attachment to a stranger. Oxytocin can be considered a physiologic signature for empathy. Neuroeconomics uses neuroscience measurement techniques to identify the neural substrates associated with decisions using behavioral tasks from economics. Neuroeconomic methods, which eschew deception and motivate attention to task by using monetary incentives, are a useful way to examine social behaviors.

EFFECTS OF EGO-SYSTEM AND ECO-SYSTEM AND GOALS ON PSYCHOLOGICAL EXPERIENCE *Juliana Breines, University of Michigan* — Using experience sampling methodology, we investigated the within-person effects of ecosystem and egosystem goals on momentary experiences of negative affect, positive affect, subjective vitality, flow, perceived autonomy, connectedness with others, and self-esteem in a sample of 48 female college students sampled in a total of 1816 contexts. At least four times a day participants used a hand-held computer to indicate what they were doing and why they were doing it. Ecosystem goals were assessed with "Because it has value for others," whereas egosystem goals were assessed with "because it has value for me." Hierarchical linear modeling analyses revealed that when participants were motivated to do something of value for others they experienced significantly decreased negative affect, and increased positive affect, vitality, autonomy, flow, self-esteem and feelings of connectedness with others, relative to their own baselines of these states, whereas when they were motivated to do something because it has value for themselves they experienced significantly decreased positive affect, vitality, flow, and autonomy, and increased negative affect, relative to their own baselines. These within-person effects were moderated by individual differences in depressive symptoms; more depressed participants experienced more benefits (significantly greater positive affect and lower negative affect) from ecosystem goals than less depressed participants. These results support the view that ecosystem goals, specifically being motivated by concern for others, has psychological benefits not conferred by egosystem goals. Furthermore, they suggest that ecosystem goals may improve the affective experience of people who are high in depressive symptoms.

MOTIVATIONS TO DISCLOSE A CONCEALABLE STIGMA: ANTECEDENTS AND CONSEQUENCES OF EGOSYSTEM AND ECOSYSTEM GOALS *Julie A. Garcia, Stanford University* — Because the decision to disclose a concealable stigma can lead to both costs and benefits, it is important to understand when disclosure has positive effects and when it has negative effects. I propose that the effects of disclosing a stigma depend on the motivations of the discloser. Specifically, disclosure will have more positive consequences when decisions to disclose or conceal a stigma are guided by concern for something larger than the self (ecosystem goals) than when they are guided by concern for gains and losses to the self (egosystem concerns). This study examined motivations for disclosing or concealing a concealable stigma, to test the hypotheses that: 1) these motivations load on two factors corresponding to egosystem and ecosystem goals; 2) ecosystem motivations for disclosure have more positive effects on disclosure and psychological well-being; and 3) rejection sensitivity and low self-esteem are associated with higher egosystem and lower ecosystem motivations. Forty-five people with depression and 48 sexual minorities participated in a diary study and reported disclosure opportunities everyday for two weeks. Participants also completed measures of goals and well-being before and after the daily reports. People with egosystem goals not only disclosed significantly less, but also experienced lower psychological well-being when they did disclose. On the other hand, people with ecosystem goals disclosed more, experienced greater psychological well-being while doing so, and showed improvements in well-being over time. These results suggest that the consequences of disclosure depend on whether the goal of the disclosure is related to egosystem or ecosystem motivations.

Session E

Saturday, 10:15-11:30 am

Madera Room, Wyndham Hotel

REALITY, ILLUSION, AND INFLUENCE IN INTIMATE RELATIONSHIPS: THE PIVOTAL ROLES OF LAY THEORIES AND INDIVIDUAL DIFFERENCES

Chair: ***Garth Fletcher; University of Canterbury***

Summary: The powerful roles played by both lay theories and associated individual differences in intimate relationship contexts have been increasingly documented by personality and social psychologists. This symposium includes five presentations that present recent work dealing with this broad topic. Several common themes emerge. First, all presentations test models in which chronically accessible knowledge structures (i.e., lay theories that may predate local relationships) influence affect, behavior, or cognition in intimate relationships. The nature of these knowledge structures ranges from ideal standards and beliefs (Fletcher/Simpson and Karney), to partner expectations (Collins et al.), to attachment working models (Klohnen/Luo), to self-esteem (Murray at al.). Second, the presentations demonstrate how cognitive/affective knowledge structures not only influence intra-individual processes but also inter-personal processes: What starts out in Jane's mind affects not only Jane's behavior, but also the contents of her partner's mind and his subsequent behavior. Third, the research in this symposium supports the propositions that both illusion (bias) and realism (accuracy) can co-exist in relationships and that both are adaptive. Accordingly, prior lay theories and knowledge structures routinely bias subsequent cognitions and perceptions (sometimes incorrectly, Murray et al.). However, such lay theories are also often rationally based on real-world events and constraints (Collins et al., Fletcher/Simpson, Karney, Murray et al.), and partner judgments are often quite accurate (Klohnen/Luo). This symposium presents a fascinating snapshot of the way in which current research and theorizing on intimate relationships are expanding our understanding of both basic social cognitive processes and the social psychology of intimate relationships.

ABSTRACTS

HOW LAY THEORIES ABOUT MARRIAGE DIFFER ACCORDING TO INCOME: EVIDENCE FROM SURVEY RESEARCH. *Benjamin R. Karney; Rand Corporation* – Research on intimate relationships has been conducted mostly on samples composed primarily of white, middle-class, college educated couples. Yet the findings from this research are now informing policies and interventions targeting low-income communities. Do high- and low-income communities view marriage and relationships in the same way? Do they face the same sorts of challenges? To address these questions, these analyses drew from telephone surveys with a stratified random sample of 4500 residents of Florida, plus 1500 residents of California, Texas, and New York. Questions addressed attitudes towards marriage, standards for satisfying marriages, and perceptions of current relationship problems. Analyses compared responses to these questions across levels of SES, controlling for ethnicity, current relationship status, gender, and age. With respect to attitudes, results indicated that, contrary to conventional wisdom, low-income groups reported more traditional views and greater value for marriage than did middle- and high-income groups. With respect to standards, low-income groups were significantly less likely to view support, communication, and shared values as crucial elements of a good marriage, and more likely to endorse the value of steady employment and adequate savings. With respect to relationship problems, low-income groups were equally likely to report problems with communication and parenting, but significantly more likely to report problems with substance abuse, finances, and fidelity. These results suggest that low-income couples perceive economic and structural challenges to play a greater role in their relationships than the cognitive and interpersonal variables that are the focus of much research currently being applied to this population.

PERCEIVED PARTNER RESPONSIVENESS SHAPES BOTH SUPPORT-SEEKING BEHAVIOR AND PERCEPTIONS OF SUPPORT RECEIVED DURING A STRESSFUL TASK. *Nancy Collins, Heidi Kane, AnaMarie Guichard, Maire Ford; University of California, Santa Barbara* – We often take for granted that people seek social support when they experience stressful life events, and that receiving support will be helpful in reducing stress and enhancing well-being. But, as we have learned from our research with couples, people differ greatly in their willingness to seek social support. After all, asking for help and support can be risky; and individuals may only be willing to seek support if they have confidence that their efforts will be met with kindness and understanding. That is, people may only be willing to seek support if they expect that their partner will be responsive to their needs. Such expectations may be rooted either in individual differences in perceived responsiveness (attachment style) or in relationship-specific experiences with a particular partner. This talk will present findings from a laboratory study of married couples (N=94) in which we created a stressful event (a speech task) for one member of the couple and then examined that person's support-seeking behavior, motivations, and perceptions. Preliminary analyses revealed that spouses high in perceived responsiveness (PR) sought more support as their level of stress increased, whereas those low in PR sought less support. In addition, when asked why they wanted (or didn't want) support, those high in PR had more positive situation-specific expectations (e.g., they believed that their partner would reduce their anxiety and increase their confidence) than those low in PR. Finally, individuals high in PR experienced their spouse's actual support behavior during the task as more helpful and supportive.

FOR BETTER OR WORSE? SELF-ESTEEM AND THE CONTINGENCIES OF ACCEPTANCE IN MARRIAGE. *Sandra L. Murray, Dale W. Griffin, Paul Rose, Gina Bellavia; State University of New York at Buffalo* – In reciting marriage vows, people about to be wed promise to love one another "for better or worse." However, such vows may not ring equally true for low and high self-esteem people. The results of a longitudinal daily diary study examining the origins and consequences of perceiving a spouse's acceptance and love as contingent on professional success will be discussed. In this study, both members of 154 married couples completed a standardized diary for 21 days. Multilevel analyses revealed that low self-esteem men and women felt more accepted and loved by their spouse on days when their professional lives were marked by success, and low self-esteem women felt less accepted and loved on days when their professional lives were marked by failure. No such spill-over effects between people's professional and relationship lives emerged for people high in chronic self-esteem. Importantly, these effects emerged in analyses that controlled for the spouse's expression of love each day, suggesting that the contingencies low self-esteem people perceive are largely imagined. Over the longer term, however, such mistaken impressions of contingency created a self-fulfilling prophecy. Specifically, a one-year longitudinal follow-up revealed that spouses who initially felt less accepted across days reported decreased satisfaction, and that men became especially distressed when their wives felt less accepted initially and (incorrectly) perceived their husband's acceptance and love as being more contingent on professional success.

PARTNER PERCEPTIONS IN NEWLYWEDS - DOES IT PAY TO BE ACCURATE, OR BIASED, OR BOTH? *Eva C. Klohnen, Shanhong Luo; University of Iowa* – Over the last few years, substantial research attention has focused on understanding whether accurate or biased partner perceptions are adaptive for romantic relationship functioning. Of particular focus have been three perceptual processes: Being accurate in one's partner perceptions; showing a similarity bias—that is, perceiving one's partner as more similar to oneself than warranted; and having a positivity bias—that is, perceiving one's partner as more positively than warranted. In spite of substantial progress in this area of study, many unanswered questions remain. Inconsistencies in findings are largely due to methodological complexities that involve conceptualizing and operationalizing accuracy using a correlational approach and bias using a difference score approach. In our study of 290 newlywed couples, we take a novel person-centered approach to testing the importance of all three major perceptual processes (accuracy, similarity bias, and positivity bias) in partner perceptions for self-report-based and observer-rated relationship satisfaction. We measured a broad range of individual differences domains, including the Big Five, Attachment, Affectivity, and Emotion expression. Results show that for both husbands and wives (1) being accurate and being systematically biased in one's perceptions are independent, (2) all three perceptual variables are strongly predictive of both self- and observer-based relationship satisfaction, (3) accuracy and bias make substantial independent contributions to the prediction of satisfaction, (4) positivity bias tends to have an inverted U-shaped (i.e., curvilinear) association with satisfaction, and (5) ego-resiliency and attachment security (low avoidance and low anxiety) predict being both more accurate and more biased in one's partner perceptions.

LAY THEORIES IN INTIMATE RELATIONSHIPS: THE ROLE OF IDEAL STANDARDS *Garth J. O. Fletcher; University of Canterbury* – This talk describes and summarises a program of recent research and theorizing concerning the role of ideal standards in intimate relationships. In broad terms this work illustrates the powerful role played by expectations and standards, both in terms of initial mate selection and ongoing evaluations and judgments of ongoing intimate relationships. Several general theoretical questions are addressed: (a) how does this work contribute to a general theory of the relationship mind?, (b) what contribution can evolutionary psychology make in this domain?, (c) how domain-specific is relationship cognition?, and (d) to what extent are relationship/partner judgments illusions or rooted in reality? In addition, recent research (including scale-development, cross-sectional, and longitudinal correlational designs) reveals evidence that higher perceived discrepancies between the importance attached to ideal standards and perceptions of the partner are associated with a) more negative evaluations of the relationship, b) higher rates of dissolution, and c) stronger regulation desires and more strenuous partner-regulation attempts. Moreover, consistent with prior theorizing, these studies provide evidence that: (a) regulation attempts are funneled through three specific mate-evaluation categories (warmth/trustworthiness, attractiveness/vitality, and status/resources), rather than being a function of sentiment override, (b) perceived discrepancies between standards and perceptions comprise the key proximal-level driver of relationship evaluations, rather than simply perceptions of the partner or ideal standards alone, (c) perceived discrepancies between standards and perceptions of the actor influence both the self and partner perceptions of the partner, and (d) relationship and partner standards are based on relevant perceptions of self-perceived mate value.

Session E
Saturday, 10:15-11:30 am
Pasadena Room, Wyndham Hotel

ON REFINING AND DEFINING STEREOTYPE THREAT: THE ROLE OF COGNITION, SITUATIONAL CUES, AND SELF-EVALUATIVE CONCERNS

Chairs: ***David M. Marx; University of Groningen and Diederik A. Stapel, University of Groningen***

Discussant: *Claude M. Steele; Stanford University*

Summary: Considerable research has documented the adverse effects of stereotype threat on targets' test performance. However, if researchers want to move beyond mere observation of stereotype threat effects and pinpoint ways to alleviate the negative outcomes of threat, research needs to focus on the antecedents and psychological experiences of targets in those threatening situations. Accordingly, this symposium presents four lines of research that center on three core aspects of the threat experience (i.e., cognition, situational cues, and self-evaluative concerns) and how these aspects further our understanding of stereotype threat theory.

Specifically, the first presentation extends earlier work on stereotype threat and working memory by showing that reductions in working memory capacity are due to targets' tendency to avoid negative emotion-related stimuli within a threatening testing environment. The second presentation demonstrates how non-targets' endorsement of traditional social roles can create a stereotype threat situation for stereotyped targets. The third presentation explores how situational cues within stereotyped domains (e.g., math, science) can signal to targets how they may be judged as a function of their social identity, which then affects their motivation and sense of belongingness. The fourth presentation shows that the experience of stereotype threat is necessarily linked to concerns about confirming a negative stereotype associated with targets' social self, and is thus distinguishable from mere priming effects.

This symposium presents a new generation of research identifying some of the key determinants of stereotype threat, which provide novel insights into targets' experience in threatening testing and academic situations.

ABSTRACTS

A STRESS-INDUCED COGNITIVE DEFICIT MODEL OF STEREOTYPE THREAT *Toni Schmader, University of Arizona* – In this presentation, we outline a framework for thinking about stereotype threat effects in terms of the cognitive deficits that lead to lower performance on complex cognitive tasks. Our initial work showed that stereotype threat reduces test performance among women and minorities on tests of intellectual ability by reducing their working memory capacity. Building from these data, we present a model that integrates stereotype activation, performance vigilance, physiological responses, appraisal processes, and emotion regulation processes as separate but interrelated components that could contribute to these cognitive deficits. In addition to reviewing past data in support of the larger model, two experiments are presented to test the specific role that emotion regulation and appraisal plays in reducing working memory capacity of individuals in situations of stereotype threat. In Study 1, women under stereotype threat showed a greater tendency to avoid anxiety related stimuli when they were anticipating an upcoming math exam. Furthermore, this pro-

cess of anxiety avoidance predicted lower working memory capacity. Study 2 used a reappraisal manipulation to avert this emotion regulation process. Results showed that instructing Latinos that anxiety is not necessarily bad for performance made them less like to avoid anxiety-stimuli when expecting to take a test of intelligence and their working memory capacity was equivalent to that of Whites in this condition. These results highlight how the interaction of cognitive and affective responses contributes to performance decrements caused by negative stereotypes.

TREATING THEIR FEMALE COLLEAGUES ACCORDING TO TRADITIONAL GENDER ROLES: HOW SOME MEN CREATE AN ENVIRONMENT HIGH IN STEREOTYPE THREAT *Steven J. Spencer, University of Waterloo* – In a series of experiments we examine how men's interactions with women can create stereotype threat. Engineering students are paired with an opposite-sex partner to discuss a newspaper article, and then individually take an engineering test. Men who endorse traditional gender roles treat their female interaction partners according to these gender roles by being more dominant and showing more sexual interest in their female partners than other men. Women who are treated in this way perform worse on the engineering test than women who are not. In Study 1 we examined the correlation between men's and women's endorsement of traditional gender roles and women's test performance. The more their male interaction partners endorsed traditional gender roles, the worse women did on the test. Women's own endorsement of traditional gender roles, however, had no relation to their performance. In Study 2, male participants interacted with a female confederate. The more these male participants endorsed traditional gender roles the more they dominated the discussion, the closer they sat to their partner, and the more they looked at her body. In Study 3, a male confederate interacted with female participants while either behaving like the men who endorsed traditional gender roles or the men who did not. When the confederate behaved like the men who endorsed traditional gender roles, the female participants did worse on the subsequent engineering test. Together these studies suggest that men's behavior can create stereotype threat.

UNDER THREAT?: THE EFFECTS OF GROUP IDENTITY CONTINGENCIES ON PSYCHOLOGY AND PHYSIOLOGY *Mary C. Murphy, Stanford University* – This talk focuses on the concept of group identity contingencies, an extension of social identity and stereotype threat theories. Specifically, this research centers on the question: how do people come to know the value and meaning of their social identities in a specific context? We propose that one answer is the idea of perceived identity contingencies, derived from situational cues. Perceived identity contingencies, as we have conceptualized them, are perceived possible consequences of how the setting, and those within the setting, may treat particular individuals based on one of their social identities. Study 1 tests our cues hypothesis that people discern the value and meaning of their identity through a reading of situational cues in a math, science and engineering context. Results demonstrate that a manipulation of contextual cues affects participants' levels of vigilance, motivation, physiology and sense of belonging. In Study 2 we manipulate a different set of cues, in this case the context itself, and directly measure the effect on perceived identity contingencies. Studies 3 and 4 show the effect of identity contingencies on important outcome variables, such as belonging, and examines the process by which cues affect these outcome variables. This research has important implications for understanding the process of social identity threat and how we might diffuse this threat in educational and organizational settings. By understanding which cues lead to perceived identity contingencies, it may be possible to manipulate the environment to be identity-safe, where identity threat and stereotype threat can be minimized.

DISTINGUISHING STEREOTYPE THREAT FROM PRIMING EFFECTS: ON THE ROLE OF THE SOCIAL SELF AND THREAT-BASED CONCERNS *David M. Marx, University of Groningen* – It has been argued that priming negative stereotypic traits is sufficient to cause stereotype threat. The present research challenges this assumption by showing how stereotype threat is a situational predicament that links one's performance to the concerns about confirming a negative group stereotype, while trait priming does not involve such a link. Thus, whereas stereotype knowledge is sufficient for stereotype activation to result in general priming effects, such knowledge is not sufficient for stereotype threat. For stereotype threat both "knowing" and "being" the stereotype are necessary. Accordingly, in three experiments we argue and demonstrate that stereotype threat is necessarily linked to concerns about confirming a negative stereotype associated with the social self: Our first two experiments show that stereotype threat adversely affects targets' (but not non-targets') math (Experiment 1) and emotion (Experiment 2) performance and threat-based concerns because only targets' social self is linked to the negative group stereotype. Trait priming, however, harms both targets and non-targets' performance but has no effect on their threat-based concerns. In Experiment 3, we demonstrate that mere social self activation, even in non-threatening testing situations, leads to underperformance and heightened threat-based concerns for targets, while leaving non-targets' performance and threat-based concerns virtually untouched. Taken together these experiments underscore the critical role of participants' threat-based concerns in distinguishing between stereotype threat and trait priming effects: high concern = stereotype threat, low or no concern = trait priming.

Session E
Saturday, 10:15-11:30 am
Sierra/Ventura Room, Wyndham Hotel

TAKE IT FROM THE TOP: HOW TOP-DOWN PROCESSES AFFECT BASIC PERCEPTION

Chairs: ***Emily Balcetis; Cornell University and Kerri L. Johnson; New York University***

Summary: Johnny Nash famously said, "I can see clearly now – the rain is gone." As Nash's lyrics imply, people tacitly assume perceptions are veridical representations of reality. Much research, however, calls this supposition into question and instead suggests our vantage is "cloudy" at best. Recent cognitive research, for example, reveals that perception is both selective and malleable; it changes with the perceiver's cognitions, emotions, and even surroundings (e.g., Long & Toppino, 2004). Because perception is prone to bias from many sources, some of these may be inherently social.

This symposium provides reports from an emerging literature that reveals how basic perception can be molded by variables that have been traditionally considered to be exclusive to social and personality psychology–such as emotion, motivation, and culture. Kitayama will explore how the cultural differences that guide interpersonal interactions also affect more fundamental perceptual processes and attention. Balcetis will discuss how the motivation to reduce dissonance can alter one's perception of the physical environment (e.g., objective distance or slope). Isaacowitz will discuss how individual differences affect not only what visual information we perceive, but also determine how we perceive it. Finally, Johnson will discuss how the processes that facilitate basic social perception (e.g., perceived sex) may also bias basic perceptions of personal body size.

These converging lines of research suggest that social psychological factors can distort perception and contribute to the current debate surrounding the integration of social and perceptual information in a highly interactive cognitive system.

ABSTRACTS

A CULTURAL LOOK AT THE NEW LOOK: LINKING INTERDEPENDENCE TO HOLISTIC ATTENTION *Shinobu Kitayama; University of Michigan* – Interdependent social relations require close attention to various interpersonal contingencies, expectations of others, and social requirements. Engaging in such relations may therefore promote a holistic or simultaneous allocation of attention to many potentially available objects in the perceptual field. Several recent lines of work offer initial support for this hypothesis. First, consistent with the supposition that Asians are bound to be more interdependent than North Americans, a number of studies have found that Asians are more holistic in attention than North Americans. Of importance, this cultural difference has been demonstrated with several basic attention tasks that involve no meaningful social contexts. Second, when trained in a divided attention task (which involves the coordination of simultaneous, yet separate responses to both a visual cue and an auditory cue) Asians show a more appreciable improvement of performance than do North Americans. Third, the cultural difference in attention is brought about, in large part, by socialization as indicated by our developmental data showing that the cultural difference in attention emerges around 5 or 6 years of age. Finally, when social relational goals and concerns are primed, attention becomes more holistic. Notably, this priming effect occurs even when the primes are presented subliminally outside of conscious awareness.

MOTIVATED PERCEPTION: COGNITIVE DISSONANCE REDUCTION INFLUENCES VISUAL PROCESSING *Emily Balcetis, David Dunning; Cornell University* – An early hypothesis of New Look theorists was that people's motivational states influenced processing of visual stimuli. However, research on this topic ran aground on the rocky shoals of methodological difficulties and theoretical concerns without firmly establishing any link between motivation and perception. The current research revisited the impact that motivational states have on visual processing, demonstrating that motivations can change people's perception of the physical environment. Two studies investigated how people's desire to resolve cognitive dissonance affects basic perception. In Study 1, participants walked across a heavily trafficked campus quad while wearing a costume befitting Carmen Miranda (including assorted fruits on a hat, grass skirt, and coconut bra). In Study 2, participants knelt on an all terrain skateboard and pushed themselves up a hill while being timed. In both studies, participants' subjective feeling of choice was manipulated to be either high or low (Linder, Cooper, & Jones, 1967) prior to deciding whether to perform these embarrassing tasks. Compared with participants in the low choice and control conditions, participants in the high choice conditions perceived a less extreme environment. Specifically, when asked to provide objective estimates, participants reported fewer feet and inches and shallower degrees of slant in the high choice condition. That is, as participants reduced the dissonance aroused from choosing to perform an embarrassing task, their basic perception of objective distance and slope changed as well.

LOOKING IN THE SERVICE OF FEELING *Derek M. Isaacowitz; Brandeis University* – What can findings of differences between groups of people in their visual attention to emotional stimuli tell us about motivation? This talk will explore how eye tracking can be used to demonstrate differences between people with different personality profiles and of different ages in how they look at emotionally-valenced information. In addition, it will investigate how this data can be used to understand motivated information processing. In this context, motivation to feel good and to regulate emotions is seen to influence how negative stimuli are engaged with visually. Several studies will be described supporting the idea that looking is used as a critical tool in the pursuit of the goal of feeling good. In each study, eye tracking technology (ASL Model 504 with Magnetic Head Transmitter) was used to record patterns of visual fixation sixty times per second to stimuli presented on a computer monitor. These studies include: a demonstration of between-group differences in attention, such as optimists looking less at unpleasant stimuli than pessimists; within group biases in attention, such as older adults showing biased attention toward positive and away from negative stimuli; and experimental manipulation of motivational states, in which young adults motivated to regulate their emotions later avoid attending visually to negative stimuli. Beyond these findings, challenges involved in investigating motivational effects on visual attention will be discussed, such as determining the time course (in real-time) of biased looking, as well as discerning "optimal" amounts of attention to different types of emotional stimuli.

EXTREME COMPARISONS: HOW CARICATURED SOCIAL PROTOTYPES ALTER BASIC SELF-PERCEPTION. *Kerri L. Johnson[1], Louis G. Tassinary[2]; [1]New York University, [2]Texas A&M University* – The human body is sexually dimorphic in both its size and shape, and bodily cues are central to some of the most fundamental social judgments that we make about others (e.g., biological sex, Johnson & Tassinary, in press). Yet the cognitive processes that allow us to rapidly and readily categorize the sex of others also yield extreme cognitive prototypes that are caricatures of the average man and woman. The present research explores how these cognitive processes shape women's basic perception of their body's size. First, we provide convergent evidence that the female prototype is a caricature of the average woman's body shape. Then, we show correlational evidence that the extremity of a woman's prototypes predicts her basic perception of her own body size. Specifically, women who hold an extreme caricature of the prototypical woman perceive their bodies to be bigger than women who hold more moderate (and accurate) prototypes. Finally, we present experimental evidence that exposing women to either the actual or the perceived prototype of the average woman affects their basic perception of their bodies, but does not affect their affective feelings toward their bodies. In sum, the mechanisms that facilitate basic social perception (i.e., caricatured sex prototypes) alter basic self-perception, quite literally making one's perceived body size loom larger than is objectively warranted.

Session F

Saturday, 1:15-2:30 pm

Oasis Hall 2, Convention Center

FREE WILL: EVERYDAY EXPERIENCE AND SCIENTIFIC RESEARCH

Chair: ***Roy F. Baumeister; Florida State University***

Summary: The question of whether human beings are free agents who genuinely make choices, or are instead the helpless pawns of external causes, has been debated by philosophers and theologians for centuries. Yet from moral struggles to restaurant menu choices to legal decisions, freedom of action remains a useful belief and even a pragmatic necessity for many persons. This panel explores the phenomena that laypersons understand as free will.

Wegner's work has shown that people's beliefs about the causes of their actions are often independent of the actual causes. His latest work explores the effects of intentions, such as how behavioral choice helps produce biases and distortions in subsequent memory. Schooler's

findings show that experimentally manipulated disbelief in free will makes participants more likely to cheat. Baumeister focuses on self-regulation and effortful, rational choice, showing that those two familiar notions of free will invoke processes that share energy resources and may have a common evolutionary root. Ryan will present an overview of his work on autonomy, which is both a central component of self-determination theory and a vital component of what laypersons understand as free will.

The topic of free will is grand and fraught, and even to use the term is to invite debate. Yet even if laypersons misunderstand how action is controlled, their notions of free will do invoke psychological processes that can be studied scientifically and that have genuine, important behavioral consequences. Social psychology can contribute to the study of free will.

ABSTRACTS

ACTION EMBELLISHMENT: DISTORTION TOWARD INTENTION IN THE PERCEPTION OF WILLED ACTION *Daniel M. Wegner, Jesse L. Preston; Harvard University* – It is nice to think that we have done what we intended—whether we have done it or not. On trying to hit a tennis ball inside the line, for example, it is tempting to see it fall inside even when it was out. This bias to see actions as intended is particularly compelling for actions experienced as freely chosen and desired rather than forced upon us. After all, intentions are assumed to guide the actions of an agent, but are irrelevant to the movements of objects. Five experiments examined such distortion toward intention in the perception of willed actions. We found that participants estimated their typing accuracy as greater when given a choice of which words to type, and judged their accuracy on SAT items as greater given a blind choice ("Item A" vs. "Item B"), although actual accuracy in both cases was unaffected by choice. Participants embellished their accuracy at darts when aiming at targets they desired to hit (e.g., Hitler), but not when aiming at targets they preferred not to hit (e.g., Gandhi). Embellishment also appeared in judgments of others' dart throws during the 2004 Presidential election: accuracy was overestimated for a Democrat aiming at George Bush and a Republican aiming at John Kerry. A final study revealed embellishment as a bias toward intention and not toward positivity; participants distorted actions toward failure when the action had been intended to fail (e.g., singing a song poorly).

THEORETICAL, PRAGMATIC, AND EMPIRICAL REASONS FOR REMAINING AGNOSTIC ON THE QUESTION OF FREE WILL *Jonathan W. Schooler[1], Kathleen Vohs[2], Azim Shariff[1]; [1]University of British Columbia, [2]University of Minnesota* – The question of whether people's behavior reflects anything more than the necessary causal consequences of a deterministic chain of events has plagued philosophers for centuries. In recent years, it has become popular to claim that science has irrefutably resolved the issue in favor of a purely deterministic account. Although an entirely deterministic vision of human behavior is certainly plausible, we argue that at present we should remain agnostic as to whether or not the subjective experience of personal agency may have some genuine causal efficacy. In our research, participants read either an article arguing forcefully that there is no such thing as free will and that science has utterly disproven such antiquated notions, or they read a neutral essay on brain physiology by the same author (Crick). Manipulation checks confirmed that participants who read the first essay ended up disbelieving in free will much more than the control group. Then all participants worked on an anagram task in which there was an opportunity to cheat. The results revealed that exposure to the anti-free will message significantly increased participants' likelihood of cheating. They also exhibited greater passivity. This analysis suggest that until there are irrefutable reasons to adopt a purely deterministic model of human behavior, scientists should be cautious in admonishing people from believing in free will, as this belief may be useful in aiding people in acting ethically.

SELF-REGULATION, CONSCIOUS AGENCY, AND RATIONAL CHOICE: ON THE EVOLUTION OF FREE WILL *Roy F. Baumeister; Florida State University* – This talk presents a possible theoretical model and laboratory evidence for the mode of action that laypersons calls free will. The most rigorous criteria for free will require actions to be independent of all prior and external causes, thus essentially random actions. In contrast, an evolutionary approach would regard random action as largely useless, whereas a degree of limited freedom in the sense of being able to resist acting on first impulse and to let logical reasoning guide rational behavior would be highly adaptive. Moreover, commonsense notions of free will involve precisely such processes as self-control (e.g., to resist temptation and do what is morally right) and rational choice. Theory: Evolution selected in favor of an inner mechanism that used the body's energy to create a new way of controlling behavior. Social animals began to develop self-regulation to adapt to the requirements of social life, and rational choice piggy-backed on the same inner mechanism. Self-regulation allows the animal to live up to social rules, and rational choice enables the person to make one's own rules and alter behavior accordingly. Behavior is directly controlled by automatic processes, but consciousness can facilitate learning and change macro programming for future responses. Laboratory findings show, first, that rational/logical choice and self-regulation both consume the same limited energy resource. When it is depleted, choices become less rational and self-regulation fails. Second, blood glucose appears to mediate these processes. Third, conscious choices leave powerful memory traces even beyond the self-reference effect, yet choices made by a depleted self are more forgettable. Fourth, both conscious and nonconscious processing systems are needed for creativity and for logical reasoning.

FREE WILL WORTH HAVING: AUTONOMOUS REGULATION AND OPTIMAL HUMAN FUNCTIONING *Richard Ryan; University of Rochester* – Some research within contemporary psychology appears to question cherished capacites for choice, self-initiation and free will. Although it is clear that people can be controlled by influences outside awareness, they sometimes find choices onerous, and although they are sometimes confused about what they can actually control, such phenomena may not be the most important expression of capacities for self-determination. This talk will discuss one type of freedom we can possess, namely autonomy. Autonomy concerns the self-endorsement and self-regulation of actions, however prompted. Reflective capacities are central to the exercise of autonomy. He will argue that human autonomy is a capacity that is inherent, that develops, that is made more or less possible by social context, and that is facilitated by awareness or mindfulness. In support of these claims, I will show empirical evidence that people do differentiate their actions as controlled versus autonomous, that this phenomenal distinction is associated with and corresponds to distinct environmental conditions and affordances, and that when autonomous people are more fully functioning (e.g., on laboratory measures of persistence and performance) and experience greater well being. These data are drawn from both experimental and field work. The suggest that the freedom we do possess, though perhaps merely relative, is a valuable psychological resource with highly adaptive consequences.

Session F

Saturday, 1:15-2:30 pm

Oasis Hall 3A, Convention Center

SELF-KNOWLEDGE: PERSPECTIVES FROM SOCIAL, PERSONALITY, CLINICAL, AND NEUROPSYCHOLOGY.

Chair: ***Simine Vazire; The University of Texas at Austin***

Discussant: *Timothy D. Wilson; University of Virginia*

Summary: The ego […] is not even master in its own house. -Sigmund Freud (1917)

How well do people know themselves? Until recently, many personality and social psychologists assumed that people could accurately report on their own psychological processes and personality traits. However, as Freud anticipated, recent research in social cognition (e.g., Dunning, 2005; Wilson 2002) and personality (e.g., Paulhus & John, 1998) has demonstrated that self-perception is far from perfect. People, it turns out, are not always good at predicting how they will feel, decide, or behave.

This symposium examines the scope and limits of self-knowledge from a variety of perspectives. In the first talk, Dunning demonstrates why self-assessments of performance are often inaccurate. His research illustrates the cognitive difficulties of achieving self-knowledge, and proposes some solutions for overcoming these obstacles. In the next talk, Vazire presents data showing that close others are sometimes better than the self at predicting behavior. These findings also shed light on the domains in which people have the most and least self-insight. In the third talk, Oltmanns examines whether people with personality disorders are aware of how others see them, demonstrating that those with greater self-knowledge are seen as having less extreme personality disorders. In the fourth talk, Beer examines the neural mechanisms underlying self-perception, demonstrating that self-perception shares the same pattern of neural activity as other types of person perception. Finally, Wilson will discuss the findings and their implications for future research on self-knowledge.

ABSTRACTS

"UNKNOWN UNKNOWNS" AND THE INHERENT DIFFICULTY OF ACHIEVING ACCURATE SELF-ASSESSMENTS *David Dunning, Deanna Caputo; Cornell University* – Decades of research show that perceptions of performance often bear only a weak to modest relationship with actual performance. We propose that people achieve this modest insight because the task of performance evaluation, upon reflection, is an intrinsically difficult task. People often do not have—nor can they be expected to have—all the information they need to accurately judge the degree of their accomplishments and failures. In particular, although people have insight into the solutions they generate in response to tasks, they have no insight into the range and variety of solutions they could have generated but missed. The doctor remains unaware of the diagnosis not considered; the detective stays oblivious to the clue missed. People remain unaware of theses errors of omission, staying ignorant of their "unknown unknowns" (i.e., solutions to problems that they do not know that they do not know), thus providing, at best, imperfect and often overly favorable evaluations of their performance. Across five studies, participants performed a variety of tasks (e.g., corrected grammatical errors, played a word search task, identified methodological problems in research studies). Participants displayed no insight into their unknown unknowns (i.e., solutions to problems that they missed). As a consequence, their usually overly optimistic performance evaluations reflected the number of solutions they had found but not the number they had overlooked—even though participants considered these misses to be relevant and gave them significant weight in their performance evaluations once informed of them, providing more accurate self-assessments as a result.

THE ACCURACY OF SELF- AND OTHER-PREDICTIONS OF BEHAVIOR *Simine Vazire[1], Matthias Mehl[2]; [1]The University of Texas at Austin, [2]University of Arizona* – How well can people predict their own behavior? Can close others more accurately predict how a person will behave? Previous research has shown that self-reports of behavior can be inaccurate (Gosling et al., 1998; Shrauger et al., 1996). We suspected that for some behaviors close others – friends, family, and romantic partners – may be more aware of how a target typically behaves than the target themselves. We obtained ratings of personality and everyday behaviors from 80 target participants and from three informants for each participant. Participants then wore the Electronically Activated Recorder (EAR; Mehl et al., 2001) for four days. The EAR is a naturalistic observation tool that records ambient sounds at periodic intervals. The EAR recordings were transcribed and coded, providing objective measures of targets' behavior. We then compared the accuracy of self- and informant-ratings in predicting targets' everyday behaviors. Self-predictions were more accurate for some behaviors (e.g., watching TV, commuting) while informant-predictions were more accurate for other behaviors (e.g., attending class, spending time with others). To understand the mechanisms underlying the differences in self- and other-accuracy, we examined three characteristics of behaviors that could potentially moderate accuracy: evaluativeness, observability, and automaticity. Our results shed light on the processes affecting the accuracy of self- and other-perceptions, and suggest that people are not always their own best experts. Specifically, although we know more about our own deliberate, private behaviors, others who know us well may know more about our automatic, observable behaviors.

SELF-KNOWLEDGE REGARDING PATHOLOGICAL PERSONALITY TRAITS: DO WE KNOW WHEN OTHERS THINK WE ARE DIFFICULT? *Thomas F. Oltmanns[1], Marci E.J. Gleason[1], Eric Turkheimer[2]; [1]Washington University in St. Louis, [2]University of Virginia* – Clinical folklore suggests that the ability to reflect on our own behavior and to imagine what others think of us may be impaired in people with personality disorders (PDs). They presumably do not recognize the impact that their behavior has on others, and they have difficulty understanding how they are seen by others. We collected information regarding pathological personality traits – using both self and peer report measures -- from groups of people who knew each other well (at the end of basic military training). In previous reports, we have noted that agreement between self-report and peer-report is only modest. In this presentation, we will address a related question. Do people know that other people disagree with their own perceptions of themselves? Our data indicate that "expected peer" scores predicted variability in peer report over and above self-report for all ten forms of personality pathology. People do have some incremental knowledge of how they are viewed by others, but they don't tell you about it unless you ask them to do so; the knowledge is not reflected in ordinary self-report data. Among participants who expect their peers to describe them as narcissistic, those who agree with this assessment are viewed as being less narcissistic by their peers than those who deny being narcissistic. It therefore appears that insight into how one is viewed by others can moderate negative impressions fostered by PD traits.

HOW NEURALLY DISTINCT ARE SELF- AND OTHER-PERCEPTIONS? *Jennifer S. Beer; University of California, Davis* – Two fMRI experiments were conducted to examine the neural mechanisms mediating self-perception and perception of others. Experiment 1 examined the common and distinct neural bases of self-perception in compari-

son to judgments of close others and normative trait desirability. All three judgment types activated medial prefrontal cortex to a similar degree. In particular, no differences were found for self-perception in comparison to perception of a close other. Experiment 2 examined the common and distinct neural bases of 1) self-perception in comparison to a close other and a non-close other, and 2) meta-perceptions of the self made from the perspective of a close and a non-close other. Consistent with Experiment 1, all judgment types activated medial prefrontal cortex. Additionally, in comparison to meta-perceptions, self-perception recruited regions associated with a first-person perspective (posterior cingulate). In comparison to self-perception, meta-perceptions recruited regions associated with emotion, memory, and monitoring (insula, orbitofrontal and temporal cortex). These results suggest that there is neural commonality across person-perception regardless of whether the target is yourself, yourself through another's eyes, or another person.

Session F

Saturday, 1:15-2:30 pm

Primrose Ballroom A, Convention Center

IMPLICIT AND EXPLICIT EMOTION REGULATION: PERSPECTIVES FROM PERSONALITY, SOCIAL, & AFFECTIVE NEUROSCIENCE

Chair: ***Drew Westen; Emory University***

Summary: Increasingly researchers in social, personality, clinical, and developmental psychology are emphasizing the importance of emotion regulation, the processes by which people exert control over emotional states. Decades ago, clinical theorists, beginning with Freud, distinguished what today we would call explicit emotion regulation, by which people use mechanisms such as distraction and suppression to keep unpleasant thoughts and feelings from conscious awareness; and implicit emotion regulation or defense, by which people use processes such as motivated reasoning, rationalization, and denial to avoid feelings such as guilt and anxiety. In the last five years, neuroscientists have begun charting the neural terrain involved as people explicitly regulate their emotional states, identifying in particular prefrontal regions whose activation is negatively correlated with amygdala activity, supporting their role in reducing negative emotional states. Although several studies have implicated lateral orbital prefrontal cortex, most such studies have shown that prominent among the neural regions active when people exert explicit effortful control over emotion are regions similarly active when people exert effortful control over cognition (e.g., during working memory and reasoning tasks). The papers in this symposium describe the state of the art regarding the mechanisms and neural circuits involved in explicit emotion regulation and present beginning efforts to chart the neural correlates of implicit emotion regulation, as seen in partisan motivated political reasoning, defensive avoidance in attachment systems, and terror management processes that implicitly regulate attitudes of tremendous significance for understanding attitudes toward phenomena such as suicide bombers in the Middle East.

ABSTRACTS

HOW THINKING CONTROLS FEELING: A SOCIAL COGNITIVE NEUROSCIENCE APPROACH *Kevin N. Ochsner; Columbia University, New York* – Adaptively regulating emotional responses to stressful life events poses one of life's greatest challenges. One of the most powerful regulatory strategies involves deliberately thinking about stressful life events in ways that neutralize their emotional impact. Functional imaging work has suggested that this ability to reappraise emotional events involves modulation of emotional appraisal systems, such as the amygdala, by prefrontal systems that implement reappraisal strategies. What isn't yet clear, however, is how differences in the efficacy of reappraisal are related 1) to the kinds of strategies employed, and 2) individual difference in one's ability to implement them. Two separate fMRI studies investigated these issues. The first contrasted the use of reappraisal to reinterpret the meaning of life events with the use of reappraisal to accept but not dwell on their emotional impact. This study found that although acceptance was more effective in reducing negative affect, the two strategies depended upon highly similar underlying neural dynamics. The second compared the ability of individuals with major depressive disorder and their control participants to reinterpret emotionally charged photos in unemotional ways. This study found that both groups could reappraise effectively, and used similar prefrontal systems to modulate the amygdala. These results provide insight into the mechanisms underlying both effective and ineffective uses of reappraisal to deliberately regulate emotion.

THE NEURAL BASIS OF IMPLICIT EMOTION REGULATION: MOTIVATED REASONING IN THE 2004 PRESIDENTIAL ELECTION *Drew Westen, Clint Kilts, Pavel Blagov, Stephan Hamann; Emory University* – Theories of emotion and motivation distinguish two motivational systems (or sets of systems), one approach-oriented and guided by positive affect, and the other avoidance-oriented and guided by negative affect. These systems guide operant conditioning as well as conscious decision making processes. Clinical personality theorists have long posited that positive and negative affect states guide not only consciously motivated behavior but motivated cognitions (defense), as the brain equilibrates toward representations that maximize positive affect and minimize negative affect states such as anxiety, guilt, or sadness (Freud, 1933; Sandler, 1962; Wachtel, 1977; Westen, 1985, 1994). We used the phenomenon of partisan biases in political judgment to study motivated reasoning or emotional constraint satisfaction, a form of implicit affect regulation or defense. Using fMRI, we examined neural systems active in partisans during the U.S. Presidential election of 2004 when asked to reason about negative information about their candidate, the opposing candidate, or neutral controls. We also examined their behavioral and neural responses to photos of prisoners at Abu Ghraib. Behaviorally, partisans' reasoning about their candidate showed strong evidence of motivated reasoning. Republicans also appeared to down-regulate their emotional responses to photos of Abu Ghraib relative to other strongly negative social stimuli. Implicit affect regulation activated a network comprising the ventromedial prefrontal cortex, ventral anterior cingulate, posterior cingulate, insular cortex, and lateral orbital frontal cortex. Unlike explicit efforts at emotion regulation, implicit emotion regulation was not associated with regions linked to effortful (conscious) control, notably dorsolateral prefrontal cortex.

ATTACHMENT STYLE AND THE REGULATION OF NEGATIVE EMOTIONS: BEHAVIORAL AND FMRI EVIDENCE *Silvia Bunge[1], Omri Gillath[1], Phillip Shaver[1], Mario Mikulincer[2]; [1]U-C Davis, [2]Bar-Ilan University* – Behavioral experiments (Fraley & Shaver, 1997) have shown that anxiously attached adults find it difficult to suppress thoughts of rejection and loss once such thoughts are activated; they also have trouble down-regulating autonomic arousal associated with thinking about rejection and loss. The chronically unregulated flow of negative thoughts and emotions is associated with psychological and physical health problems. In contrast, avoidantly attached individuals are able to suppress thoughts of rejection and loss (in lab studies) and down-regulate autonomic arousal unless they are asked to bear a cognitive load. The addition of a cognitive load causes a rebound of thoughts of rejection and increased cognitive availability of negative self-representations (Mikulincer et al., 2004). This helps explain why avoidant people's mental and physical health suffers when suppression of negative experiences

becomes difficult under prolonged stress (e.g., Berant et al., 2001). Building on cognitive neuroscience studies by Bunge et al. (2001) and Ochsner et al. (2002) we (Gillath et al., in press) used functional magnetic resonance imaging to study patterns of neural activation and suppression related to differences in attachment style during emotion suppression. Attachment anxiety was related to activation in emotion-related brain regions and low activation in frontal control regions. Attachment avoidance was associated with a failure to deactivate several brain regions during thought suppression that were deactivated by less avoidant study participants. In our talk, we will cover both the behavioral and the fMRI findings and propose directions for future studies of attachment-related emotion regulation.

AFFECT REGULATION IN THE POLITICAL REALM: MANAGING TERROR IN AN AGE OF TERROR *Sheldon Solomon[1], Tom Pyszczynski[2], Abdolhossein Abdollahi[3], Jeff Greenberg[4], Florette Cohen[5], David Weise[2]; [1]Skidmore College, [2]University of Colorado at Colorado Springs, [3]Zerand Islamic Azad University, Iran, [4]University of Arizona, [5]Rutgers University* – Terror management research has demonstrated that reminders of death (mortality salience) motivate a wide range of psychological defenses. Recent evidence suggest that responses to mortality salience are directed toward regulating the anxiety that thoughts of death have the potential to engender. An ongoing series of studies has shown that mortality salience can spur dramatic shifts in political attitudes. In one recent study, we investigated the effect of mortality salience on support for martyrdom attacks among Iranian college students. Participants were randomly assigned to answer questions about either their own death or an aversive topic unrelated to death and then evaluated materials from a fellow student who either supported or opposed martyrdom attacks against the United States. Whereas control participants preferred the student who opposed martyrdom, participants reminded of death preferred the student who supported martyrdom and indicated they were more likely to consider such activities themselves. In a parallel study using American college students, we investigated the effect of mortality salience on support for extreme military interventions by American forces that could kill thousands of civilians. Mortality salience increased support for such measures among politically conservative but not politically liberal students. Based on these findings, we will discuss the roles of cultural worldviews and construing one's nation as pursing a heroic battle against evil in managing existential fear. Additionally, we will consider implications of these findings, along with evidence concerning the roles of suppression and affect regulation in mortality salience effects, for theory and research in social neuroscience.

Session F
Saturday, 1:15-2:30 pm
Catalina Room, Wyndham Hotel

THE DEVELOPMENT OF SOCIAL COGNITION

Chairs: ***Kristina R. Olson and Mahzarin R. Banaji; Harvard University***

Discussant: *E. Tory Higgins; Columbia University*

Summary: A new field of research is emerging that sits at the intersection of three fields within psychology: social/personality psychology, cognitive psychology, and developmental psychology. The questions concerning social cognition are fundamental ones that concern the origins of how we think, understand the minds of others, treat others as members of social groups, and develop a code of moral and ethical behavior. This symposium selects the best work available and draws together senior and junior scholars from each of these fields to present this exciting new field "in the works".

The co-chairs will open the session and provide a brief overview of social cognition as it sits at the boundaries of these fields and draw together the threads that connect the research programs that will be featured in this symposium. Three main talks will be presented, each representing a unique approach to the development of social cognition. Carol Dweck, from Stanford University, will describe her research on the effect of children's beliefs on their intellectual performance. Kristina Olson, from Harvard University, will review studies showing how a basic belief children hold may lead to systematic bias against disadvantaged groups. Karen Wynn, an expert on infant cognition at Yale University will discuss infants' use of coy smiling to negotiate the social world. Finally, Tory Higgins, who has made contributions to social, cognitive, and developmental psychology will serve as discussant and present why this moment is particularly propitious to meld diverse technologies and approaches to answer questions about the origins of social cognition.

ABSTRACTS

SOCIAL COGNITIVE DEVELOPMENT AND INTERVENTIONS *Carol Dweck, Stanford University* – In this talk, I will show how taking a social cognitive approach to development provides unique insights into effective interventions. Certain developmental transitions, such as the adolescent transitions are fraught with peril. For example, the transition to junior high school or middle school that occurs around this time is a period of seriously declining achievement for many students. Countless interventions costing inestimable amounts of money have been launched to stem this decline, but often to little avail. Such interventions are often intended to boost the students' motivation or self-esteem without much understanding of the beliefs that underlie motivation and self-processes. Yet we know from developmental research that students' theories about their intelligence are coalescing at this time and are likely to play a role in their motivation and achievement during this transition. First I will describe research demonstrating that students' theories of intelligence are important predictors of their achievement trajectories over the junior high school years. Students who believe in malleable intelligence (vs. fixed intelligence) demonstrate a number of motivational advantages that result in superior achievement. Next, I will present three interventions that were designed to promote a malleable theory of intelligence. All three interventions, although quite modest in many respects, resulted in marked gains in achievement compared to control groups receiving comparable treatment without the theory-changing component. The discussion will further illustrate the importance of bringing together social cognition and development to gain a fuller understanding of both.

CHILDREN'S SYSTEMATIC USE OF ARBITRARY INFORMATION: IMPLICATIONS FOR THE DEVELOPMENT OF PREJUDICE *Kristina Olson, Harvard University* – Since its origin, understanding prejudice has been a topic of primary importance to the field of social cognition. While some classic social psychological work (e.g., Sherif & Sherif, 1954) focused on the development of prejudice, more recent research has focused almost exclusively on prejudice that adults hold. In the current research we ask how children develop systematic prejudice toward individuals and groups by examining the beliefs children hold that may contribute to systematic liking and disliking of particular individuals or groups. In the first three studies we found that children liked individuals who had experienced random good events (e.g. finding a dollar on the street) more than those who experienced random bad events (e.g. getting rained on), consistent with predictions of Belief in a Just World (Lerner, 1980). In Studies 4 and 5 we found that not only were the actors who experienced random bad events evaluated negatively, but their siblings and fellow social-group members were as well. These results suggest that independent of any instruction from adults about an individual or group's goodness or badness, children hold a lay theory that people who

experience unintentional negative events or who surround themselves with people who do, are less good, are deserving of fewer resources in the future, and are more likely to commit purposely bad actions in the future than those who experience random good events. I will argue that holding such beliefs results in increased prejudice toward already disadvantaged groups and individuals.

SOCIAL EVALUATION (AND CATEGORIZATION?) IN INFANCY *Karen Wynn, Yale University* – In this talk I present work examining the nature of infants' face-to-face interactions with different social partners. This work adopts an ethological/evolutionary framework, and takes as its starting point the notion that infants are evaluating their social partners and tailoring their interaction styles adaptively to the individual and the situation. Our work suggests that young infants possess distinct strategies for interacting with individuals from distinct social groups (e.g., "familiar person," "stranger"; "male," "female," etc.). We focus on infants' emotional expressions, in particular on their smiling behavior, during face-to-face naturalistic interactions with adult social partners. One specific kind of smile is the "coy" or "shy" smile, a smile accompanied by gaze aversion. Such smiles observed in adults and older children are considered indicators of shyness or embarrassment, and increase social affiliation by serving an appeasement function and/or acting as social invitations. Given the structural similarity of infants' coy smiles to expressions of social affiliation found in children and adults (and also in nonhuman primates), we hypothesize that coy smiling in human infants serves a specific affiliatory or appeasement social/communicative function. Accordingly, we predicted that coy smiling should be especially likely to occur in interactions in which there is an increased potential social threat. Our studies confirmed these predictions, suggesting that infants are assessing threat level in social interactions, possibly that they are assigning distinct individuals to distinct social categories, and that they possess built-in strategies for interacting with members of distinct social categories.

Session F
Saturday, 1:15-2:30 pm
Pasadena Room, Wyndham Hotel

MY PARTNER AND ME: HOW CLOSE PARTNERS INVARIABLY SHAPE THE SELF

Chair: ***Madoka Kumashiro; Free University of Amsterdam***

Summary: Personal relationships are an integral part of human existence and play a crucial role in shaping human cognition, emotion, motivation, and behavior. However, we still do not know much about how partners may shape the self and the consequences of such shaping on the relationship. The purpose of this symposium is to integrate important theoretical and empirical work regarding the role that close partners invariably play in promoting vital self processes, and the implications for the change to relationship functioning. First, Ickes discusses how inferred content of the partner's thoughts and feelings directs individuals to actively manage empathic accuracy in the service of both personal and relationship-based motives. However, for individuals who may have difficulty regulating their thoughts due to chronic insecurity about relationships, Derrick and Murray report that perceiving partners within one's grasp enhances felt security in the partner's regard. In turn, Feeney describes how partners who offer such attachment related security and dependence promote independence and self-sufficiency within the individual. Similarly, Kumashiro, Rusbult, and Coolsen show that affirming partners promote self movement toward the ideal and enhance couple and personal well-being by being responsive to self's needs and by providing assurance that the self is not alone in embarking on the path toward personal growth. Together, the presentations demonstrate powerful ways in which close partners knowingly or inadvertently promote vital self processes, from sustaining self-serving perceptions to promoting movement toward self's ideal. In turn, such self processes have important implications for the overall quality of the relationship.

ABSTRACTS

WHEN OUR OWN BEHAVIOR IS INFLUENCED BY ANOTHER PERSON'S THOUGHTS AND FEELINGS. *William Ickes; University of Texas at Arlington* – Research on empathic accuracy has begun to reveal the ways in which a person's own behavior is influenced by the inferred content of another person's thoughts and feelings. In a study by Simpson, Ickes, and Blackstone (1995), dating partners who used motivated inaccuracy to avoid having to confront the relationship-threatening content of each other's thoughts and feelings achieved more stable relationships than dating partners who more accurately inferred such thoughts and feelings. In a study by Simpson, Oriña, and Ickes (2003), empathically accurate marriage partners reported increased closeness to their spouses when their spouses were experiencing nonthreatening thoughts and feelings, but reported decreased closeness to their spouses when their spouses were harboring relationship-threatening thoughts and feelings. Finally, the recent studies by Schweinle and his colleagues (Schweinle, Ickes, & Bernstein, 2002; Schweinle & Ickes, 2004) suggest that maritally abusive men may be motivated to not want to know what women are actually thinking and feeling. Instead, abusive men are biased to infer that women are habitually harboring critical and rejecting thoughts and feelings about their male partners—an inferential bias which, along with their disattention to women's expressions of their actual thoughts and feelings—may enable abusive men to feel justified in their display of abusive behavior. Collectively, the results of these studies suggest that relationship partners actively manage their empathic accuracy in the service of both personal and relationship-based motives.

AFFIRMING THE RELATIONSHIP BY KEEPING A PARTNER WITHIN ONE'S LEAGUE: THE ROLE OF ATTACHMENT STYLE. *Jaye Derrick, Sandra L. Murray; University at Buffalo, State University of New York* – To risk thinking and behaving in ways that promote closeness, people need to believe that their romantic partner's love and positive regard is secure. To find this sense of security, people need to believe that their partner is within their psychological league or grasp. However, people insecure in attach ment style likely worry that they do not bring as much of value to the relationship or that their partner does not recognize the contributions they bring. If that is the case, redressing these perceptions of imbalance might lessen the specific relationship insecurities of people insecure in attachment style. In Experiment 1, we focused participants on their strengths or their partner's weaknesses. Participants chronically high in attachment-related anxiety reported greater security in their partner's regard and a greater sense of connection or attachment to their partner when they focused on the ways in which they were on superior footing to their partner. In Experiment 2, we led participants to believe their partner was writing a long list of ways that he/she (i.e., the partner) felt inferior to the participant. Participants high in attachment-related avoidance reported greater confidence in their partner's regard and more positive evaluations of their partner when they believed their partner felt inferior to them. No such effects emerged for people more secure in attachment style. Consequently, for people generally insecure in attachment style, increasing perceptions of balance may effectively increase felt security in the partner's regard and enhance their sense of connection to the partner.

PARTNER ACCEPTANCE OF DEPENDENCY AND SELF-SUFFICIENCY *Brooke C. Feeney; Carnegie Mellon University* – It is generally believed that yielding to expressions of dependence creates more dependence and less self-sufficiency. In fact, in many Western cultures, dependence on others is viewed as a sign of weakness and as something that should be discouraged. This speaker presents an alternative view of dependence on others based on attachment theory, which emphasizes the importance of forming and maintaining close emotional bonds with particular individuals across the lifespan. According to this view, true independence and self-sufficiency emerges because of an individual's ability depend on close relationship partners in times of need. Using multiple methods, this investigation tested the hypothesis that a close relationship partner's acceptance of dependence when needed (e.g., sensitive responsiveness to distress cues) is associated with less dependence, more autonomous functioning, and more self-sufficiency (as opposed to more dependence) on the part of the supported individual. In two studies, measures of acceptance of dependency needs and independent functioning were obtained through couple member reports, by observing couple members' behaviors during laboratory interactions, by observing responses to experimentally manipulated partner assistance provided during an individual laboratory task, and by following couples over a period of 6 months to examine independent goal striving as a function of prior assessments of dependency acceptance. Results provided converging evidence in support of the proposed hypothesis. Implications of the importance of close relationships for optimal individual functioning are discussed.

PARTNER AFFIRMATION, PARTNER RESPONSIVENESS, AND HAVING AN ALLY ON THE PATH TOWARD PERSONAL GROWTH. *Madoka Kumashiro[1], Caryl E. Rusbult[1], Michael K. Coolsen[2]; [1]Free University of Amsterdam, [2]Shippensburg University* – Among the many interpersonal forces that shape the self, few if any exert effects as powerful as those of our close partners. Some close partners bring out the best in each other, whereas others bring out the worst. Specifically, partner affirmation, or close partners behaving toward the self in a manner congruent with the self's ideal, has been shown to facilitate movement toward the self's ideal and to promote both couple well-being and personal well-being. The current study proposes that two factors are crucial for partner affirmation: 1) partner responsiveness, or the feeling that the partner understands, validates and cares for the self, and 2) perception of a 'team-concept', or the feeling that the partner is an active ally in the pursuit of the self's ideal. We explore associations of partner affirmation with responsiveness and perception of a team-concept using data from a multi-wave longitudinal study of 187 couples. Diverse methodologies include longitudinal assessments, videotaped goal-relevant interactions, and a week-long daily diary procedure. Consistent with expectations, both partner responsiveness and perception of a team-concept uniquely predicted increases in perceived partner affirmation. In turn, partner affirmation facilitated self movement toward the ideal and enhanced both couple and personal well-being. These results suggest the importance of having a partner who is not only responsive to one's needs, but who also provides the assurance that one is not alone in the often exciting but arduous journey of personal growth.

Session F
Saturday, 1:15-2:30 pm
Sierra/Ventura Room, Wyndham Hotel

THE ROLE OF SELF-REGULATION IN THE EXPRESSION AND EXPERIENCE OF PREJUDICE: BEHAVIORAL AND NEUROSCIENTIFIC APPROACHES

Chair: ***Michael Inzlicht; University of Toronto, Spencer Foundation***

Discussant: *John F. Dovidio; University of Connecticut*

Summary: Self-regulation refers to the mental effort individuals use to control their own behavior to bring themselves in line with self-determined goals (Baumeister & Vohs, 2004). Self-regulation is thus important in controlling the expression of prejudice, which requires overriding pervasive implicit and unintended biases that hurt intergroup relations (Plant & Devine, 1998). It may also, however, play a key role in how targets of prejudice manage their spoiled identity whenever they experience prejudice (Crocker & Major, 1989; Steele & Aronson, 1995). Using both classic social psychology techniques and methods borrowed from neuroscience, the speakers in this symposium hone in on self-regulation as it affects perceivers' attempts to control their own prejudices and automatic biases and as it affects targets' attempts to cope and manage with said biases. Richeson and Trawalter show that intergroup interactions can strain the regulatory resources of Whites because of the effort required to suppress and control their prejudiced responses. Amodio finds that Whites who feel guilty after a prejudiced response also show distinct EEG patterns of frontal cortical asymmetry indicating that guilt serves both approach and avoidance functions that regulate prejudiced responses. Cunningham, Johnson, Raye, and Banaji show that Whites who view Black faces can effectively modulate their automatic fear response by an associated activation of a brain region associated with control and regulation. Finally, Inzlicht, McKay, & Aronson show that stereotype-threatening situations can drain the self-control capabilities of stigmatized people because of the effort needed to regulate and suppress their own reactions to prejudice.

ABSTRACTS

COSTS AND CONSEQUENCES OF SELF-REGULATION DURING INTERRACIAL CONTACT/ *Jennifer A. Richeson[1], Sophie Trawalter[2]; [1]Northwestern University, [2]Dartmouth College* – Unlike any other social context, direct interpersonal contact with members of racial minority groups may encourage White individuals to suppress stereotypical beliefs and anxious reactions. Research suggests, however, that these self-regulatory efforts can temporarily deplete central executive capacity, resulting in impaired performance on subsequent tasks requiring executive control. Building on this work, the present research examined White individuals' attempts to control the expression of prejudice during interracial contact experiences through an investigation of their cognitive impairment afterwards. Specifically, in Studies 1 and 2, White individuals engaged in either an interracial or same-race interaction and then completed an ostensibly unrelated Stroop color-naming task to assess executive functioning. Through the manipulation of concerns about appearing prejudiced, the self-regulatory demands of the interaction either increased (Study 1) or decreased (Study 2). Results revealed that increasing prejudice concerns during an interracial, but not a same-race, interaction led to greater Stroop interference compared with control, whereas reducing concerns led to less Stroop interference. In Study 3, we

manipulated regulatory focus during an interracial interaction and examined the effect on subsequent executive task performance. Results revealed that avoiding prejudice, a prevention focus strategy, led to greater performance impairment than did the promotion focus strategy of attempting to have a positive intercultural exchange. Taken together, the present studies suggest that prejudice control may lead to temporary negative costs for individuals that might undermine their willingness to participate in interracial interactions. Previous work relating specific brain regions to cognitive performance impairment after interracial contact corroborates this possibility.

REGULATING BEHAVIOR IN RESPONSE TO PREJUDICE: THE ROLES OF GUILT, MOTIVATION, AND FRONTAL EEG ASYMMETRY *David M. Amodio; New York University* – Guilt has long been recognized as a major self-regulatory emotion. For example, people typically feel guilty after behaving in a prejudiced manner, and these feelings of guilt contribute to future efforts to respond without race bias. However, the motivational mechanisms through which guilt guides behavior are not well-understood. Some theorists have suggested that guilt serves as a punishment cue and elicits an avoidance response, whereas others have characterized guilt as a pro-social emotion associated with approach tendencies. I will present research in which I measured approach/avoidance motivational tendencies while participants experienced prejudice-related guilt and while they made efforts to become less prejudiced. Motivational tendencies were assessed continuously during the study using electroencephalography (EEG); previous research has linked left-sided frontal cortical asymmetry with approach processes and right-sided asymmetry with avoidance processes. Results indicated that self-reported guilt following a prejudiced act was initially associated with an avoidance-related pattern of EEG. However, when participants were given the opportunity to reduce their prejudices, their feelings of guilt predicted greater interest in prejudice-reduction activities, which in turn was associated with an approach-related pattern of EEG. These findings suggest that guilt serves a two-staged function in guiding behavior by first promoting reinforcement learning (i.e., punishment) so as to avoid future transgressions, and then by promoting approach behavior aimed at repairing social relations and improving one's future behaviors.

SEPARABLE NEURAL COMPONENTS IN THE PROCESSING OF BLACK AND WHITE FACES/ *William A. Cunningham[1], Marcia K. Johnson[2], Carol L. Raye[2], Mahzarin R. Banaji[3]; [1]University of Toronto, [2]Yale University, [3]Harvard University* – In a study of the neural components of automatic and controlled social evaluation, White participants viewed Black and White faces during event-related functional magnetic resonance imaging. When the faces were presented for 30 ms, activation in the amygdale — a brain region associated with emotion — was greater for Black than for White faces. When the faces were presented for 525 ms, this amygdale difference was significantly reduced, and regions of frontal cortex associated with control and regulation showed greater activation for Black than White faces. Furthermore, greater race bias on an indirect behavioral measure (the Implicit Association Test) was correlated with greater difference in amygdala activation between Black and White faces, and frontal activity predicted a reduction in Black-White differences in amygdala activity from the 30-ms to the 525-ms condition. These results provide evidence for neural distinctions between automatic and more controlled processing of social groups, and suggest that controlled processes may modulate automatic evaluation.

LOSING CONTROL: HOW COPING WITH NEGATIVE STEREOTYPES LEADS TO SELF-REGULATORY FAILURE/ *Michael Inzlicht[1], Linda McKay[2], and Joshua Aronson[2]; [1]University of Toronto, [2]New York University* – Research reveals that being the target of prejudice and belonging to a stigmatized group can cause deficits in intellectual performance, a phenomenon known as stereotype threat. We look beyond performance to explore whether stigma and stereotype threat can lead to an outcome that some have called the defining problem of modern society, responsible for problems as diverse as depression, violent crime, and drug abuse (e.g. Baumeister, Heatherton, & Tice, 1994), namely self-control failure. Given research suggesting (a) that self-regulation is a limited capacity resource and (b) that coping with negative stereotypes requires self-regulatory resources, we predict that individuals belonging to stigmatized groups would be less able to regulate their own behavior when conscious of their stigmatizing status or upon entering threatening environments. Study 1 uncovered a correlation between stigma-sensitivity and self-regulation; the more female and Black college students were sensitive to prejudice, the less self-control they reported having. By experimentally activating stigma, studies 2, 3, and 4 revealed more causal evidence for stigma's ego-depleting qualities: When their stigma was activated, stigmatized participants (Black students and females) showed impaired self-control on three very different domains (attentional control, physical self-regulation, and task persistence). These results suggest that stigma can lead to self-regulatory failure and that coping with it can weaken the ability to control and regulate one's behaviors in domains unrelated to the stigma. We discuss how neuroscience methods, such as ERP and f-MRI, can complement these behavioral results and therefore provide a deeper understanding of the process underling stigma-induced self-control failure.

Session G
Saturday, 2:45-4:00 pm
Oasis Hall 2, Convention Center

BRIDGING SOCIAL PSYCHOLOGY

Chair: ***Paul Van Lange; Free University, Amsterdam, Unversity of Leiden***

Discussant: *Hazel Markus, Stanford University*

Summary: The symposium Bridging Social Psychology is inspired by the belief that many people tend to underestimate the impact of social influences, and, as such, the relatively unique contribution that social psychology can make to understanding major scientific and societal problems. Also, it was inspired by the notion that it often takes more than one field, and often a variety of fields and disciplines, for the analysis of major scientific and societal problems (e.g., the person versus situation problem, understanding the causes of terrorism). New developments, theoretical and methodological, also call for bridging (e.g., the emerging field of social neuroscience). The overarching goal of this symposium is to promote a scientific exchange of views and beliefs regarding Bridging Social Psychology. The focus is on illustrating the benefits and costs of bridging social psychology with other fields of psychology – such as cognitive, developmental, and personality psychology – as well as other disciplines, such as biology, neurosciences, or economics. The symposium provides an overview of Bridging Social Psychology (Van Lange), the importance of social neuroscience in bridging varying levels of analyses (Cacioppo), the centrality of relationships in understanding broad theoretical and societal questions (Reis), and the significance of bridging for understanding what is considered by many the most urgent problem in contemporary society: terrorism (Kruglanski).

ABSTRACTS

BENEFITS AND COSTS OF BRIDGING SOCIAL PSYCHOLOGY *Paul A. M. Van Lange; Free University, Amsterdam* – Bridging social psychology is argued to be important in terms of nearly any criterion by which scientific progress could be operationalized. I begin by outlining

that the impact of "social influences" is often underestimated, and that, therefore, social psychology can make a relatively unique contribution to understanding major scientific and societal problems. Moreover, social psychology is argued to be in a perfect position to bridge because "the individual and the social environment" is essential to broad questions, such as the nature versus nurture debate, understanding the causes of loneliness and depression, or the evolution of cooperation between people. Next, after reviewing and acknowledging benefits and costs of bridging social psychology, it is argued that social psychology underuses neighboring fields and disciplines, that social psychology is being underused by its neighbors, and that the benefits of bridging social psychology exceeds its costs. I outline four grand bridges of social psychology, which involve two or more systems, including the biological system, the individual system, the interpersonal and group system, and the societal system. The importance of bridging social psychology will be illustrated by some key readings in social psychology, which are relevant to the scientific understanding of basic issues, such as mental health, attachment and relationships, and human cooperation. The paper concludes by outlining some promising ways in which Bridging Social Psychology can be effectively pursued.

SOCIAL NEUROSCIENCE: HOMO SAPIENS AS SOCIAL ORGANISMS *John T. Cacioppo; University of Chicago* – During the 20th century in the biological sciences, the architects of development and behavior were conceived as anatomical structures and genetic strings sculpted by the forces of evolution operating over millennia; the builders were cast as encapsulated within living cells far from the reach of social influences; and the brain was treated as a rational information processing machine. The additional information that might be attributable to the social world was conceived as best considered later, if the need arose. The embrace of the neurosciences by cognitive and social scientists throughout most of the 20th century was no less antagonistic. World wars, a great depression, and civil injustices made it amply clear that social and cultural forces were too important to address to await the full explication of cellular and molecular mechanisms. At the dawn of the 21st century, neuroscientists, cognitive scientists, and social scientists began to collaborate more systematically, bonded by the common view that the mind and behavior could best be understood by a multi-level analysis. The growth in research crossing social and biological levels of analysis over the past 5 years is testimony that the abyss between the neurosciences and social sciences can and must be bridged, and that the mechanisms underlying mind and behavior will not be fully explicable by a biological or a social approach alone. Our behavioral, genetic, fMRI, and neuroendocrine studies of loneliness and social connectedness are used to illustrate the added value derived from bridging social psychology and the neurosciences.

THE SOCIAL IN SOCIAL PSYCHOLOGY IS ABOUT RELATIONSHIPS *Harry T. Reis; University of Rochester* – Although growing evidence attests to the fundamental importance of the relationship context for understanding human behavior, social psychology has only begun to integrate relationship principles and processes into its basic theories and accumulated knowledge. To be sure, social psychologists now acknowledge the importance of relationships for human social life. However, in most instances, these findings exist separately from the remainder of the discipline. In this talk I will argue that fuller integration of the relationship context into mainstream theories and research programs is critical to the accuracy and usefulness of social psychological insights. Indeed, I will also discuss and illustrate the claim that the output of basic social-cognitive and social influence processes is moderated by the nature of the relationship between actors and the persons with whom they are interacting. I also intend to discuss the broader implications of taking a relationship-centered approach. Within social psychology, taking relationship contexts more seriously may further the field's movement toward fuller, more systematic articulation of the impact of situations on behavior, a key goal articulated by several of the field's founders (e.g., Allport, Asch, Lewin, Kelley). Equally important, such integration may allow social psychology to serve as a bridge between disciplines that study the internal processes of individuals (especially biological approaches) and disciplines that examine how individuals interact with the external world (including cultural psychology).

Session G
Saturday, 2:45-4:00 pm
Oasis Hall 3A, Convention Center

INTEGRATING SOCIAL IDENTITY PERSPECTIVES WITH RESEARCH ON THE EXPERIENCES OF LESBIANS AND GAY MEN

Chair: ***Letitia Anne Peplau; University of California, Los Angeles***

Discussant: *Miles Hewstone; University of Oxford*

Summary: The research reported in this symposium integrates theory and research on social identity with new social psychological research on gay and lesbian identity. Work on social identity can be enriched by investigating previously understudied social groups whose life experiences differ in important ways from those groups typically studied (e.g. ethnic minorities). Unlike most ethnic minorities, for example, lesbians and gay men are often raised by "outgroup" members and do not become aware of their minority identity until adolescence. Further, because lesbians and gay men can often conceal their minority sexual orientation, they face identity management challenges on a daily basis. Social identity research can benefit from an examination of the experiences of lesbians and gay men, while simultaneously providing a conceptual basis for understanding sexual minority identity. Four papers address different aspects of social identity among sexual minority individuals. Adam Fingerhut will present a dual-identity conceptualization of gay/lesbian identity, examining how gay men and lesbians negotiate their connections to both the minority LGB community as well as to the majority heterosexual community. Jim Sidanius will talk about the intersection of social identities, focusing on the implications of both gender and sexual orientation for discrimination and personal well-being. Lisa Diamond will present longitudinal research on sexual identity development in lesbians, which challenges conventional ideas about trajectories of social identity. Finally, Kristin Beals will present research on identity management strategies among lesbians and gay men and studies showing the particular importance of social support for gay/lesbian identity on personal well-being.

ABSTRACTS

GAY AND LESBIAN SOCIAL IDENTITY: A DUAL-IDENTITY PERSPECTIVE *Adam W. Fingerhut, Letitia Anne Peplau; University of California, Los Angeles* – James McGreevey, former-governor of New Jersey, came out of the closet calling himself a "gay American." In using this phrase, McGreevey made salient that gay men and lesbians are simultaneously participants in both a minority and majority culture. Researchers interested in gay/lesbian identity have largely ignored this fact, focusing exclusively on connections with the minority lesbian, gay and bisexual (LGB) community. We will present data from an ongoing program of research utilizing a new dual-identity conceptualization of gay/lesbian identity that accounts for affiliations with the minority LGB community and with the larger heterosexual community. A first study of 116 lesbian women (Fingerhut, Peplau and Ghavami, 2005) laid out the conceptual model and confirmed that minority LGB and majority heterosexual affili-

ations are independent of one another. Additionally, initial support was provided for the important and unique impact that these different affiliations have on the psychological well-being of sexual minority women. Across several measures, higher levels of affiliation with each community were related to better mental health. A second study of 55 gay men corroborated these findings. Those gay men who were high in their affiliations with both the LGB and heterosexual communities had the highest levels of self-esteem and life satisfaction, while those who were low in their affiliations with both communities had the lowest well-being. Data will also be presented from an ongoing third study investigating the role of minority and majority affiliations in gay-related stress exposure and in altering the link between stress exposure and subsequent mental health.

HOW DO GENDER AND SEXUAL ORIENTATION AFFECT LESBIANS AND GAY MEN? DOUBLE JEOPARDY VERSUS SOCIAL DOMINANCE THEORY *Jim Sidanius, Negin Ghavami; University of California, Los Angeles* – What are the joint effects of sexual orientation and gender on the daily lives of lesbians and gay men? The popular "double jeopardy" hypothesis would predict that lesbians generally fare worse in society than gay men. In fact, however, data from many sources including large-scale national surveys and crime reports suggest that gay men are more likely than lesbians to be the targets of prejudice and discrimination. There is also a growing body of evidence showing that gay men experience worse outcomes (relative to heterosexual men) than do lesbians (relative to heterosexual women) in terms of income, mental health, body image, and other indicators of well-being. This presentation will review available evidence examining the joint impact of gender and sexual orientation. In general, results do not support the double jeopardy hypothesis. An alternative interpretation is provided by Social Dominance Theory. According to this theory, prejudice and discrimination are largely directed by majority group men toward subordinate group men. This "subordinate male target hypothesis" is highly consistent with findings about the impact of gender and sexual minority identity in American society.

WHAT'S SEXUAL IDENTITY GOOD FOR? *Lisa M. Diamond; University of Utah* – Historically, there has been considerable research on the process by which lesbian/gay/bisexual individuals establish their sexual-minority identity, progressing through early periods of questioning and self-doubt to a secure, consolidated self-concept as a lesbian/gay/bisexual individual. However, the majority of this research has focused primarily on the early stages of identity development, and has not observed the long-term course of identity management across different stages of adulthood, and in the context of other social identities adopted by lesbian/gay/bisexual individuals. In this paper I present data from a 10-year longitudinal study of nearly 90 sexual-minority women who were first interviewed in 1995, when they were between the ages of 16 and 23. Over the ten-year assessment period, the majority of women have changed their identity labels, and many have come to reject all sexual identity labels and to question their personal value. Many women have indicated that although explicit identity maintenance was particularly salient and important when they first identified as lesbian or bisexual, it has become less so over time, in some cases being superseded by other identities undergoing more active transition and consolidation (most notably, career identities and motherhood identities). These findings challenge the long-held notion that an open, vocal, consciously-maintained sexual-minority identity is a prerequisite for mental health in sexual-minority populations, and poses larger questions about the role of minority identification in different contexts and during different stages of the life course for all marginalized social groups.

IDENTITY DISCLOSURE: CONSEQUENCES FOR INTERPERSONAL RELATIONSHIPS AND WELL-BEING *Kristin P. Beals; California State University, Fullerton* – Gay men and lesbians repeatedly make decisions about disclosing their sexual identity to others. In two studies, we examined the ways in which identity disclosure decisions can have important consequences for interpersonal relationships and personal well-being. A first study developed the Disclosure Grid, a new measure assessing disclosure to each member of a participant's social network, the network members' reaction to the disclosure, and changes in relationship quality subsequent to disclosure. Data from 89 gay men and 55 lesbians provided a rich portrait of disclosure patterns and relational consequences among lesbians and gay men. For example, it was found that participants have better relationships with individuals they have directly told abut their sexual orientation than with people who found out in an indirect manner. A second, longitudinal daily diary study investigated the impact of receiving support versus devaluation for one's sexual identity among a sample of 42 lesbians. Lesbians who reported more identity support scored higher on measures of well-being at initial assessment, during the 14-day daily diary phase of the study, and at the follow-up. Comparable results were found for the negative association between identity devaluation and well-being. Identity measures were significant predictors of lesbians' well-being even after controlling for other types of support or social stress. Both identity support and identity devaluation contributed independently to the prediction of daily well-being. Together these two studies point to the importance of identity support in the lives of gay men and lesbians. Limitations and implications of the research are discussed.

Session G

Saturday, 2:45-4:00 pm

Primrose Ballroom A, Convention Center

THE PSYCHOLOGY OF THE 2004 US PRESIDENTIAL ELECTION: PREDICTORS OF CANDIDATE PREFERENCE AND REACTIONS TO DEFEAT

Chair: ***Richard H. Gramzow; Northeastern University***

Discussant: *Jon A. Krosnick; Stanford University*

Summary: Nationwide elections provide a common backdrop against which to observe a variety of psychological processes. The 2004 US Presidential election was particularly volatile, with zealous opposition (and some support) expressed toward each of the major party candidates. The outcome of the election was extremely close, with the Democratic candidate (John F. Kerry) initially forecasted to win, before the Republic candidate (George W. Bush) ultimately was declared the victor. Controversy over voting irregularities in certain "swing states" continued for several months. This symposium focuses on predictors of candidate preference prior to the 2004 Presidential election and psychological reactions following the outcome. The first two presenters discuss research on predictors of political party affiliation and candidate preference. Ken Sheldon reports on individual differences in intrinsic and extrinsic value orientation between Democratic and Republican supporters. Banaji, Nosek, and Thompson examine Presidential candidate preference at the level of Congressional district. They find that districts that favor Conservative leaders (including George W. Bush) tend to be higher in implicit social prejudice. In both cases, the presenters are careful not to make evaluative judgments based on their findings. The second two presentations examine reactions to the outcome of the election, particularly among supporters of the losing candidate. Gramzow and Willard present pre-post election findings, demonstrating the typical hindsight bias, as well as changes in self-evaluation and political attitudes. Boals presents a cognitive-emotional distinctiveness account of coping following a negative event (i.e., the Bush win for Kerry voters). Finally, Krosnick will provide an artful integration.

ABSTRACTS

VALUE ORIENTATIONS AMONG REPUBLICANS AND DEMOCRATS: A MULTI-DIMENSIONAL FRAMEWORK *Kennon M. Sheldon; University of Missouri, Columbia* – Values played a prominent role in the 2004 U.S. presidential election, with Republicans seemingly claiming "the high ground," and Democrats scrambling to define and defend their values. However, the values of the two groups have not been evaluated within a multi-dimensional framework. In four studies, party-supporters were compared on extrinsic (money, popularity, and image) versus intrinsic (intimacy, helping, and growth) values (Kasser & Ryan, 1993, 1996, 2001). Study 1 sampled 952 undergraduates in January 2005, Study 2 sampled 149 members of "Young Republican" and "Young Democrat" groups just prior to the 2004 election, Study 3 sampled 1344 participants in the 2002 General Social Survey, and Study 4 sampled 120 undergraduates in February 2005. Across all four studies, Republicans were consistently higher on money values and lower on helping values, both in their own preferences and in their preferences in a leader. Given past findings that such value profiles can be personally and socially detrimental, these results indicate that Republicans may not actually occupy the "high ground." Significant 2-way interactions in studies 1-3 showed that non-religious Republicans are the least interested in helping needy others. Thus, for Republicans (but not Democrats) religion apparently plays a role in prompting prosocial behavior. Studies 2 and 4 suggested that Republicans may also be higher in self-deception and/or impression management biases. Convergences with Jost et al's (2003) "motivated social cognition" analysis of political conservatism will be discussed.

IMPLICIT PREJUDICE PREDICTS SUPPORT FOR GEORGE W. BUSH *Mahzarin R. Banaji[1], Brian A. Nosek[2], Erik Thompson[3]; [1]Harvard University, [2]University of Virginia, [3]Boston, MA* – The relationship between measures of implicit prejudice, and implicit preferences for conservative vs. progressive political leaders, using data from drop-in participants at implicit.harvard.edu was tested. Implicit attitudes toward two disadvantaged minorities (African Americans, gays), and toward recent presidential candidates, were aggregated at the level of U.S. congressional district. A highly reliable measure of implicit prejudice was constructed. Similarly, attitude data from IATs measuring preference for Republican over Democratic presidents and presidential candidates were correlated and were averaged to form an index of implicit preference for conservative leaders (CLs). Correlational analyses found that districts characterized by higher implicit preference for White Americans relative to Black Americans and straight orientation relative to gay evinced a stronger preference for Geoge W. Bush (GWB) and CLs. In addition, even when controlling for the explicit political orientation of respondents within districts, and for districts' Black/White population parity, more implicit prejudice still predicted a heightened implicit preference for GWB and CLs. Insofar as popular support for a politician stems from citizens' belief that he or she promotes their worldview, these results suggest that GWB and CLs appeal more to those individuals who hold stronger rather than weaker implicit prejudices. Obviously, this research does not in any way speak to the question of the prejudice levels of GWB and CLs themselves; it merely shows that they, as leaders, are found to be appealing by those who are more explicitly and implicitly prejudiced.

PREDICTING AND REACTING TO THE 2004 PRESIDENTIAL ELECTION: I KNEW IT ALL ALONG, DAMN IT! *Richard H. Gramzow, Greg Willard; Northeastern University* – For a sizeable proportion of US citizens, the outcome of the 2004 Presidential election was rather disappointing. This research examined participants' pre-election expectancies and post-election responses as a function of candidate preference. Participants were predominantly liberal college students in Boston, MA. Prior to the election, they predicted that John F. Kerry would receive a significantly higher percentage of the popular vote (54%) than would George W. Bush (46%). After the election (which Bush won with 51% of the vote), participants recalled their pre-election predictions. Consistent with previous research on hindsight bias (Fischhoff, 1975; Sanna & Schwarz, 2003), participants recalled predicting a significantly closer outcome (52% for Kerry, 48% for Bush). In addition, participants who voted (or would have voted) for Kerry (74% of the sample) shifted toward more extreme liberal beliefs and greater endorsement of Kerry's policies. This post-election shift was most pronounced among participants initially high in both explicit and implicit self-esteem (assessed by a name-letter preference task; Nuttin, 1985). Thus, these participants appear to have reaffirmed their liberal beliefs in reaction to "defeat" – a form of psychological reactance (Brehm, 1966) and/or dissonance reduction (Festinger, 1954). Bush voters (who had predicted a Bush victory) displayed neither hindsight bias nor an attitude shift. They did increase in implicit self-esteem, however. All participants (including Kerry voters) reported an increased preference for the letter "W." The results will be discussed primarily in terms of self-esteem maintenance processes (Tesser, 1988) and system justification theory (Jost & Banaji, 1994).

COPING WITH NEGATIVE AND POSITIVE EMOTIONS: COGNITIVE-EMOTIONAL DISTINCTIVENESS IN VOTERS' MEMORIES OF THE 2004 PRESIDENTIAL ELECTION *Adriel Boals; Duke University* – Recent research on cognitive-emotional distinctiveness (CED), the extent to which an event and its associated emotions are stored separately in the cognitive representation of that event, has found higher levels of CED in negative events, in comparison to positive events. Additionally, lower levels of CED in negative events have been shown to be related to a greater frequency of unwanted thoughts about the event and worse overall physical and mental health. We argue that a high level of CED in negative memories is an adaptive memory feature because it protects an individual against the unwanted re-experiencing of negative affect. A methodological limitation to this research is that negative events differ from positive events along a number of phenomenological differences, any one of which could be driving the observed valence differences in CED. The 2004 Presidential election is a rare instance of an emotionally charged event that is positive for some and negative for others, affording the opportunity to explore valence differences in memory properties while keeping the event itself constant. We examined CED in voters' representation of the 2004 Presidential election along with several other memory features. In comparison to Bush voters, Kerry voters reported more election-related intrusive/avoidant thoughts, higher levels of emotional intensity and visceral reactions associated with the election, and evidenced higher levels of CED in their memory of the election. In addition, lower levels of CED for Kerry voters were related to greater levels of distress associated with the election.

Session G

Saturday, 2:45-4:00 pm

Catalina Room, Wyndham Hotel

THE USEFULNESS OF IMMERSIVE VIRTUAL ENVIRONMENT TECHNOLOGY FOR SOCIAL PSYCHOLOGICAL RESEARCH

Chairs: ***Daniel Wigboldus; Radboud University Nijmegen, Behavioural Science Institute and Jim Blascovich; University of California, Santa Barbara***

Discussant: *Jim Blascovich; University of California, Santa Barbara*

Summary: Immersive Virtual Environment Technology (IVET) is becoming more and more available to social psychological researchers. At first sight, it seems that, almost by definition, IVET is a social

psychologist's panacea. By using this technology, every aspect of the (social) context in which a participant finds him or herself can be controlled. The almost perfect experimental control over independent variables allows for the orthogonal manipulation of variables that are confounded in real life. Moreover, IVET offers unobtrusive, accurate, and on-line measurement of behavioral dependent variables such as interpersonal proximity, head, hand or even finger movements without the need for coding. As is the case with the introduction of all new research methodologies, it is not the technology itself that warrants its existence but the quality of the research performed with it. In the current symposium, four (series of) studies are presented that aim to have used IVET in a way that benefits social psychological research and theorizing on social interaction, embodied cognition, prejudice and stereotypes. The symposium will end with a discussion on the use of IVET as a social psychological research tool by Jim Blascovich.

ABSTRACTS

TRANSFORMED SOCIAL INTERACTION IN IMMERSIVE VIRTUAL ENVIRONMENTS *Jeremy Bailenson; Stanford University* – Over time, our mode of remote communication has evolved from written letters to telephones, email, internet chat rooms, and videoconferences. Similarly, collaborative virtual environments (CVEs) promise to further change the nature of remote interaction. CVEs are systems which track verbal and nonverbal signals of multiple interactants and render those signals onto avatars, three-dimensional, digital representations of people in a shared digital space. In this talk, I describe three experiments that present results demonstrating the manners in which CVEs can qualitatively change the nature of remote communication. Participants in the studies entered a CVE and engaged in various forms of social influence tasks. One of the three participants always utilized Transformed Social Interaction, systematically filtering the physical appearance and behavioral actions of their avatars in the eyes of their conversational partners, amplifying or suppressing features and nonverbal signals in real-time for strategic purposes. In study one, the presenter could look directly into the eyes of more than one person at once (augmented gaze). In study two, the presenter could change his avatar's facial structure to implicitly morph features of other interactants into his face (identity capture), and in study three the presenter could automatically mimic the nonverbal behaviors of other avatars (digital chameleons). These transformations caused a drastic impact on interactants' persuasive and instructional abilities compared to control conditions within a CVE in which the presenter could not utilize these nonverbal augmentations. Implications for the study of social interaction and the design of communications media are discussed.

EMBODIED UNDERPINNINGS OF SELF-OTHER OVERLAP: USING IVET TECHNOLOGY TO STUDY BEHAVIORAL SYNCHRONY; *Frederica R. Conrey, Eliot Smith; Indiana University* – The social psychology of groups and interpersonal relationships stresses the individual's ability to extend the self-concept to include others. However, the embodied perspective in psychology suggests that our cognition is fundamentally limited by the confines of our bodies. We have explored one physical means by which the self is extended to include other people: behavioral synchrony. By using IVET technology, we can create a computer avatar that perfectly synchronizes its head movements with those of participant. Experiments that manipulate whether an avatar synchronizes with participant head movements (n's=40, 33) suggest that participants who interact with a synchronizing avatar do indeed extend the self to include the avatar more than do participants who interact with an avatar who does not synchronize with their movements.

USING IMMERSIVE VIRTUAL ENVIRONMENT TECHNOLOGY: PROXEMIC BEHAVIOR AS AN IMPLICIT PREDICTOR OF AGGRESSION TOWARDS BLACK MALES; *Cade McCall[1], Jim Blascovich[1], Susan Persky[2], Ariana Young[1]; [1]University of California, Santa Barbara, [2]National Human Genome Research Institute* – This study investigated the relationship between participant proxemic behavior and overt aggressive behavior during participant interactions involving Black and White male others. Immersive virtual environment technology was employed to create a digital environment in which two experimental tasks took place. In the first, participants met and walked around two male agents (both Black or both White). In the second, participants engaged in a gunfire exchange game against the male agents. Results indicated that participants' proxemic behaviors, specifically interpersonal distance and head orientation, measured during the first task predicted more aggressive and hostile participant gunfire, specifically head shots, but only when participants interacted with Black agents. The results support the value of proxemic variables as implicit measures of racism, as well as the value of immersive virtual environment technology as a research tool in social psychology.

PREJUDICE AT A VIRTUAL BUS STOP: BEHAVIORAL, AFFECTIVE, AND COGNITIVE EFFECTS OF ETHNICITY; *Daniel Wigboldus[1], Ron Dotsch[2]; [1]Radboud University Nijmegen, [2]University of Amsterdam* – The current study examined the interplay of behavior, cognition and affect during a minimal social encounter with virtual other persons varying in ethnicity. Our Dutch participants were immersed in a virtual environment (a bus stop) in which they encountered Dutch and Moroccan looking virtual persons (avatars) that were created using virtual reality techniques. Each avatar was wearing a tag with a unique name on his chest, and a tag with a unique number on his back. Participants were asked to approach each avatar they were presented with and read and remember the name and number. In order to do so, participants had to walk around the avatar. The computer measured, on-line, participants' exact position relative to the avatars. Also, skin conductance (SC) and heart rate (HR) were measured throughout these encounters. Afterwards participants completed implicit association measures (IAT's) involving Moroccans and the Dutch. In line with expectations, results indicated that participants maintained more distance towards Moroccan avatars than towards Dutch avatars. Furthermore, participants showed a higher SC level, but lower HR, when approaching Moroccan avatars than when approaching Dutch avatars. This specific pattern of physiological results is in line with the behavioral inhibition system (Fowles, 1980), indicating that participants prevented themselves from coming too close to the Moroccan avatars while performing their task. Interestingly, differences in interpersonal distance and SC correlated with each other and with some of the implicit association measures. The current results stress the use of virtual environment technology for social psychological experimentation.

Session G
Saturday, 2:45-4:00 pm
Madera Room, Wyndham Hotel

POLITICAL IDEOLOGIES, SOCIAL INEQUALITY, AND INTERGROUP RELATIONS

Chair: ***David A. Butz; Florida State University***

Summary: Ideologies play important roles in justifying social inequality and determining social and political attitudes. Despite growing interest in this field, the factors that determine ideologies and moderate the relationship between ideologies and attitudes relevant to

intergroup relations remain unclear. The current symposium addresses these substantive issues using diverse participants and cutting-edge methodology. Thorisdottir reports data from over 20 countries on the cognitive-motivational antecedents of political ideologies. Her results illuminate both universal and context-specific predictors of ideologies. Federico's research indicates that dominance-linked ideologies of national attachment (nationalism) strengthen the relationship between cognitive-motivational variables like the need for closure and foreign-policy attitudes, while ideologies unrelated to dominance (e.g., patriotism) do not. Other research highlights the influence of situational and contextual variables. For example, Butz demonstrates that nationalistic people's attitudes toward outgroups are improved by exposure to the U.S. flag because the flag automatically activates egalitarian goals. On the other hand, Ferguson demonstrates that the U.S. flag activates ideological knowledge that prompts hostile behavior, particularly among people with high exposure to the U.S. news. Finally, Pratto suggests that patriotism moderates emotional reactions to international events, but in different ways depending on the international power of people's nations. Patriotic Americans felt more pride and less sadness when the U.S. began bombing Afghanistan in 2001, whereas patriotic Lebanese felt more sadness and less pride. Taken together, the current symposium highlights the factors influencing the formation of ideologies and the various factors that moderate the influence of ideologies on attitudes and behavior relevant to intergroup relations.

ABSTRACTS

PSYCHOLOGICAL AND CONTEXTUAL VARIABLES UNDERLYING LEFT-RIGHT POLITICAL ORIENTATION: REGIONAL AND SOCIOECONOMIC STATUS DIFFERENCES *Hulda Thorisdottir, John T. Jost, Ido Liviatan, Patrick E. Shrout; New York University* – We address findings from two new studies on the predictors of left-right political orientation using both psychological and contextual variables. According to previous research conducted mainly in the United States, psychological needs pertaining to the management of uncertainty and threat predict right-wing ideology, operationally defined as resistance to change and acceptance of inequality (Jost, Glaser, Kruglanski, & Sulloway, 2003). We analyzed data from over 20 countries included in the European Social Survey and the World Values Survey with emphasis on comparing pattern of results in Eastern and Western Europe and for people of different socioeconomic status. Study 1 assesses two sets of hypotheses using multiple regressions and structural equation modeling: (1) traditionalism (an aspect of resistance to change) and acceptance of inequality are positively associated with right (vs. left) orientation, and (2) rule-following, high need for security, and low need for openness to experience are associated with right (vs. left) orientation, adjusting for quadratic effects associated with ideological extremity. Results indicate that traditionalism and rule-following predict right-wing conservatism in both Eastern and Western Europe, whereas acceptance of inequality and needs for security predict right-wing orientation in the West only. Openness to experience was associated with left in Western Europe but right-wing orientation in Eastern Europe. Study 2 finds socioeconomic status to differentially predict cultural and economic conservatism as well as psychological variables pertaining to right-wing authoritarianism. Thus, we find evidence of both universal and context-specific effects in our analysis of the cognitive and motivational antecedents of left-right political orientation.

THE RELATIONSHIP BETWEEN THE NEED FOR CLOSURE AND FOREIGN-POLICY ATTITUDES: MODERATING EFFECTS OF NATIONAL ATTACHMENT AND THREAT *Christopher M. Federico[1], Agnieszka Golec[2], Brad Lippmann[1], Damla Ergun[1], Jessica Dial[1], Philip Cozzolino[1]; [1]University of Minnesota, [2]Warsaw School of Social Psychology* – A variety of studies suggest that a high need for closure – a desire for knowledge which is clear, stable, and unambiguous – may be associated with greater hostility toward relevant outgroups. In the context of Americans' attitudes toward foreign relations, we examine the hypothesis that the relationship between the need for closure and support for hawkish approaches to national security may be selectively moderated by different forms of identification with the national ingroup. Specifically, we expected this relationship to be moderated by nationalism (i.e., an aggressive form of identification based on a desire for national dominance) but not patriotism (i.e., a more neutral love of one's country). In a first study, we find strong support for this hypothesis in data taken from survey study of American students' attitudes toward the use of force against Iraq in the months leading up to the initiation of the Iraq war. Additional analyses indicate that a high need for closure reduced variability about the use of force among the highly nationalistic but not the highly patriotic, suggesting that a high need for closure leads individuals to zero on aggressive ways of dealing with international conflict when the "conflict schemas" associated with particular forms of national attachment suggest that force is an appropriate and necessary way of dealing with such conflicts.

LIBERTY AND JUSTICE FOR ALL? THE IMPLICATIONS OF EXPOSURE TO THE U.S. FLAG AND NATIONALISM FOR INTERGROUP RELATIONS *David A. Butz, E. Ashby Plant, Celeste E. Doerr; Florida State University* – Prior research has consistently demonstrated that nationalism, an ideology based upon perceptions of national dominance, tends to be associated with militarism and exclusion of outgroups. Of interest in the current work was whether it was possible to use highly nationalistic people's dedication to their country to decrease their negative response to outgroup members. Specifically, we were interested in whether exposure to a symbol of U.S. equality and freedom, the U.S. flag, would reduce nationalistic individuals' hostility toward Arabs/Muslims because the flag automatically activates the goal of egalitarianism. In Study 1, highly nationalistic participants who were exposed to the U.S. flag reported less hostility than those not exposed to the flag, whereas the flag did not influence the hostility of participants low in nationalism. Study 2 demonstrated that subliminal exposure to the U.S. flag activated egalitarian concepts for participants high and low in nationalism. Study 3 employed a longitudinal design and demonstrated that for participants high in nationalism, greater activation of egalitarianism upon subliminal exposure to the U.S. flag at Time 1 was associated with less hostility toward Arabs/Muslims in the presence of the U.S. flag at Time 2. Together, these findings indicate that the concepts associated with the U.S. flag have important implications for people's emotional reactions to outgroup members following exposure to the flag. Although the U.S. flag activates concepts that promote inclusion of outgroups for people both high and low in nationalism, the activation of such concepts ameliorates intergroup hostility among those high in nationalism.

AUTOMATIC NATIONALISM: EFFECTS OF THE U.S. FLAG ON ATTITUDES, JUDGMENT, AND BEHAVIOR *Melissa J. Ferguson[1], Ran R. Hassin[2]; [1]Cornell University, [2]The Hebrew University* – Recent work suggests that the subliminal perception of the American flag influences attitudes and judgment toward political policies (e.g., death penalty, war in Iraq), and hostile behavior after a mild provocation. The specific effects depended on the degree to which participants followed U.S. political news. Whereas those with high exposure to U.S. news become more conservative on policy issues when primed with the flag versus a control image, those with low exposure became more liberal on those same issues when primed with the flag versus a control image (irrespective of participants' political identification). The findings also show that those with high exposure to the U.S. news behaved in a significantly more hostile fashion after a mild provocation when they had been primed with the flag versus a control image. There was no difference in hostile behavior for those low in news exposure who had been primed with a flag versus a control image. The findings from these experiments together suggest that the American flag is associated in memory with ideological knowl-

edge that relates to political policy issues and hostility. Upon subliminal perception of the flag, this knowledge can be automatically activated and implicitly influence policy judgments, opinions, and behavior.

PATRIOTISM, GROUP POSITION, AND INTERGROUP EMOTIONS *Felicia Pratto; University of Connecticut* – Social dominance theory posits that ideologies serve to justify policies that are relevant to intergroup relations. Further, endorsement of ideologies should depend jointly on one's group position (in more or less powerful groups), one's level of social dominance orientation (SDO), and whether the ideologies and policies promote group dominance. We further examined how intergroup emotions mediate such effects for events that alter intergroup relations, and how those reactions can determine policies that affect intergroup relations. In fall, 2001, American and Lebanese participants indicated their patriotism and SDO, their feelings about the American bombing of Afghanistan, and decisions favoring policies that would harm Afghan civilians. Because Americans enjoy more international power than Lebanese, we expected Americans higher on patriotism and SDO to feel more proud and less sad when the U.S. bombed Afghanistan as Americans interested in American dominance would see this as restorative of (higher) group position. Conversely, among Lebanese, we expected patriotism and SDO to decrease pride and increase sadness when the U.S. bombed Afghanistan as American hegemony is counter to Lebanese (and other) hegemony. Both sets of predictions were confirmed, showing that ideologies and group position determine emotional experiences to intergroup events. Further, among Americans, pride and sadness over bombing Afghanistan mediated the effects of patriotism on policy decisions to harm Afghans: those more proud and less sad supported more harmful policies. The results illustrate how intergroup events can bring ideologies into play and how such ideologies determine emotional experiences and new policies that affect intergroup relations.

Session G

Saturday, 2:45-4:00 pm

Pasadena Room, Wyndham Hotel

RECENT INSIGHTS CONCERNING MOOD AND EMOTIONAL INFLUENCES ON IMPLICIT SOCIAL COGNITION

Chair: ***Jeffrey Huntsinger; University of Virginia***

Summary: Research examining affective influences on cognition has generally focused on more explicit forms of cognition (e.g., social judgments), largely neglecting affective influences on more implicit forms of cognition. Indeed, some (Bower & Mayer, 1989) have suggested that mood should not influence such processes. In contrast, innovative research gathered in this symposium demonstrates how mood and emotion influences implicit cognition at the intrapersonal, interpersonal, and intergroup levels. First, at the intrapersonal level, Storbeck and Clore examine how mood modulates false memory effects and priming. They find standard priming and false memory effects are obtained when individuals are experiencing a positive mood, but not a negative mood, results suggesting that negative mood inhibits spreading activation processes. Tamir and Robinson explore how emotions guide selective attention. They find that positive affect directs attention towards positive stimuli similar to the way that negative affect directs attention towards negative stimuli. Robinson and Tamir find that the speed to evaluate objects is influenced by matches or mismatches between personality traits (e.g., neuroticism) and mood states (e.g., negative). At the interpersonal level, Huntsinger examines how mood influences expression of implicit attitudes during interpersonal interaction. He finds that positive mood states facilitate social tuning (i.e., shifting one's own implicit attitudes to match a partner's), whereas negative mood states inhibit this social tuning process. Finally, at the intergroup level, Dasgupta and DeSteno explore how specific emotions influence the expression of implicit intergroup attitudes. They find that anger and disgust promote implicit intergroup bias.

ABSTRACTS

SADNESS REDUCES ACTIVATION OF AUTOMATIC AND IMPLICIT ASSOCIATIONS IN MEMORY: MOOD, PRIMING, AND FALSE MEMORY EFFECTS *Justin Storbeck, Gerald L. Clore; University of Virginia* – Tests of mood-congruent memory predictions have consistently failed to demonstrate that mood has an influence on implicit evaluations and cognitions, which has led some to suggest that emotion may not influence automatic processes at all (Bower & Mayer, 1989; Matthews & Wells, 1999). The present research, however, makes the case that there are robust and somewhat ubiquitous influences of mood on implicit memory processes, but that they do not necessarily take a mood-congruent form. Positive or negative moods were induced by music before participants completed evaluation (Exp. 1), categorization (Exp. 2), or lexical decision (Exp. 3) priming tasks (300ms SOA). For all tasks, we observed that only positive moods led to priming. Experiment 4 used an evaluation task with a shortened SOA (150 ms) and again we observed that moods influenced priming. These results led us to conclude that negative moods inhibit spreading activation, whether related to semantic categories or evaluations. We sought to replicate such effects in a very different paradigm that relies on spreading activation processes, namely the false memory paradigm (Roediger, et al., 2001). Mood manipulations again affected spreading activation processes, as inferred from an analysis of false memory effects. Positive mood states resulted in more false memories, whereas negative mood states appeared to inhibit false memories. All studies suggest that positive mood states facilitate, and negative mood states inhibit, spreading activation processes. Such effects are consistent with the affect-as-information model.

A HAPPY SPOTLIGHT: THE EFFECTS OF POSITIVE AFFECT ON SELECTIVE ATTENTION *Maya Tamir[1], Michael D. Robinson[2]; [1]Stanford University, [2]North Dakota State University* – Research on emotion and selective attention has demonstrated strong and consistent links between negative affect and selective attention to negative information (e.g., Mogg & Bradley, 1998). The degree to which selective attention is modulated by positive affect has so far been largely unexplored. Building on the clinical literature, we expected that positive emotions would bias attention toward positive information. In this talk, we will discuss two studies that test this prediction. In both studies, participants completed a dot probe task designed to examine attention to positive (vs. neutral) words as well as to negative (vs. neutral) words. In Study 1, participants were randomly assigned to either a happy, neutral, or sad mood condition. As expected, participants in the happy mood condition showed biased attention toward positive, but not negative, words. This was not the case for participants in either the neutral or the sad mood conditions. In Study 2, participants were randomly assigned to either an excited or an anxious mood condition. As expected, participants in the excited mood condition showed selective attention to positive, but not to negative words. On the other hand, participants in the anxious mood condition showed selective attention to negative, but not to positive, words. These findings indicate that positive emotions influence early mechanisms of attention allocation, promoting the detection of positive stimuli in the environment.

EPISTEMIC CONSEQUENCES OF MOOD FOR AFFECTIVE PROCESSING: INTERACTIONS OF MOOD AND PERSONALITY *Michael D. Robinson[1], Maya Tamir[2]; [1]North Dakota State University, [2]Stanford University* – The personality traits of extraversion and neuroticism determine one's homeostatic baseline with respect to mood states.

Deviations from one's typical baseline of mood may create epistemic conflicts, defined in terms of difficulties attaching evaluations to events. The present studies (Tamir & Robinson, 2004; Tamir, Robinson, & Clore, 2002) examine what happens to affective processing when traits and mood states either match (e.g., a stressed neurotic) or mismatch (e.g., a calm, non-stressed neurotic) in valence. Seven studies were conducted. Mood states were measured as they naturally vary or were manipulated by mood inductions. Personality traits were measured in terms of standard trait scales. To examine the consequences of potential matches or mismatches between personality and mood, we designed several choice and go/no go reaction time tasks that required attaching a valence (e.g., positive) to a relevant object (e.g., love). As predicted, traits and mood states interacted to predict the speed of affective processing. Extraverts were faster to evaluate either positive or negative objects when in a positive mood state (Tamir et al., 2002). Similarly, neurotics were faster to evaluate either positive or negative objects when in a negative mood state (Tamir & Robinson, 2004). These results highlight the important manner in which personality traits provide a context for mood effects. Deviations from typical mood states, whether in a negative or positive hedonic direction, appear to disrupt habitual modes of evaluating objects. The discussion of these effects will focus on the homeostatic and epistemic processes reinforcing trait-consistent mood states.

IF IT FEELS GOOD, JUST DO IT: MOOD EFFECTS ON THE EXPRESSION OF IMPLICIT ATTITUDES DURING INTERPERSONAL INTERACTION *Jeffrey Huntsinger; University of Virginia* – Recent research (Sinclair, et al., 2005) has demonstrated that affiliation goals are associated with spontaneous tendencies to social tune, or align, one's implicit attitudes with the perceived attitudes of one's interaction partner. Such tuning effects do not occur in the absence of affiliation goals. However, in order to fully understand social tuning in the context of everyday interactions, it is important to consider a person's mood during the interaction. Based on the processing principle of the affect-as-information model, I hypothesized that when people desire to affiliate, positive mood states will facilitate social tuning of implicit attitudes, whereas negative mood states will inhibit this process. On the other hand, I hypothesized that mood states should be less relevant if there is no desire to create an affiliative bond. In two experiments, participants' mood was manipulated (positive vs. negative) and their goal to affiliate with the experimenter was measured (present vs. absent). These two variables interacted in predicting the extent to which implicit attitudes were aligned in a manner seemingly consistent with one's interaction partner. Such results were replicated with respect to implicit attitudes toward math-versus-the arts and with respect to implicit racial attitudes. These experiments bring together three ostensibly unrelated lines of research related to mood, implicit attitudes, and social tuning processes. They also specifically suggest that mood effects on implicit attitudes take place within a larger social context involving levels of affiliation motivation.

PREJUDICE FROM THIN AIR: THE EFFECT OF EMOTIONS ON AUTOMATIC INTERGROUP ATTITUDES *Nilanjana Dasgupta[1], David A. DeSteno[2]; [1]University of Massachusetts, [2]Northeastern University* – Our project creates a synergy of two areas of research—emotion and automatic intergroup cognition—by investigating whether perceivers' emotional state influences expressions of automatic prejudice. If emotions exist to promote adaptive responses to environmental challenges, they should influence people's ability to appraise stimuli quickly and automatically as well as slowly and carefully. Moreover, given that membership in social groups, and the benefits and conflicts inherent in those affiliations, play a central role in human life, people's appraisals of social groups are likely to be informed by emotional states via both automatic and controlled mental processes. Three experiments investigated whether specific emotions are capable of creating automatic prejudice toward outgroups. We hypothesized that emotions that are functionally relevant to intergroup conflict and competition (e.g., anger, disgust) should exacerbate automatic bias toward outgroups whereas other negative emotions less relevant to intergroup relations (e.g., sadness) should not. In these experiments, minimal ingroups and outgroups were created, after which participants were induced to experience anger, disgust, sadness, or a neutral state. Automatic attitudes toward in- and outgroups were then assessed using an evaluative priming measure (Experiment 1) and an Implicit Association Test (Experiments 2 and 3). Results showed that anger and disgust created automatic prejudice toward the fictitious outgroup, even though these emotions had been aroused by an unrelated source, whereas sadness and neutrality resulted in no automatic outgroup bias. These findings illustrate how some emotions can unintentionally provoke quick prejudicial judgments that may subsequently fan the flames of intergroup conflict.

Session G
Saturday, 2:45-4:00 pm
Sierra/Ventura Room, Wyndham Hotel

THE US IN YOU AND ME: MODELING THE DYAD IN RELATIONAL PROCESSES

Chair: ***Jennifer La Guardia; University of Waterloo***

Summary: Relational processes fundamentally involve dynamic exchanges between partners. Relational partners mutually influence each other and this interdependence can uniquely influence individual as well as relational outcomes. However, until more recently, relational processes have been modeled mainly as individual level phenomena. The proliferation of experience sampling methods, longitudinal designs, and statistical advances in relationship science have begun to shift this emphasis. Now researchers are modeling relational processes at the levels of the individual as well as the dyad, both cross-sectionally and across time. This symposium will provide a forum for considering dyadic models of need fulfillment, emotion regulation, behavioral convergence in affiliation and self-disclosure, and coping under stress. Notably, the work being presented capitalizes on advanced methods and statistical approaches focused on the dyad, including estimating actor and partner contributions as well as crossover effects across time on relational outcomes such as commitment, vitality, conflict resolution, and marital satisfaction. Thus, a broad aim of this symposium is to highlight the richness of data to be had by these designs and the opportunity to model the complexities of relational processes using advanced statistical analysis.

ABSTRACTS

YOUR CONTEXT IS MY CONTEXT: STRESS CROSSOVER IN NEWLYWED MARRIAGE *Lisa A Neff[1], Benjamin R. Karney[2]; [1]University of Toledo, [2]RAND* – Marriages can be powerfully affected by the context in which they occur. When that context contains numerous external stressors, marital quality tends to suffer. However, while research has illuminated the influence of spouses' stress on their own relationship perceptions, less attention has been given to the possibility that the stressors experienced by one individual may create a context that influences the relationship perceptions of the partner, a phenomenon referred to as stress crossover. Moreover, the little existing research on stress crossover has neglected to consider how the stressors of both partners may interact to influence relationship quality. The current study addressed these limitations by examining stress crossover processes in 169 newlywed couples over the first 3 ½ years of marriage. Within-subjects analyses revealed a significant stress crossover effect for husbands.

Controlling for fluctuations in their own stress, husbands reported declines in their martial satisfaction at times when their wives experienced greater levels of stress. Moreover, this stress crossover effect was moderated by the couple's observed conflict resolution skills. When couples displayed poor skills, husbands were more likely to experience stress crossover. For wives, the influence of husbands' stress on their marital satisfaction depended on the amount of stress wives were currently experiencing. Wives experienced the greatest stress crossover at times when they were coping with higher levels of their own stress. The current findings suggest that understanding the role of stress in marriage requires models that account for the stressors found in the context of both individuals in the relationship.

BEHAVIORAL CONVERGENCE AND COMMITMENT IN MARRIED COUPLES *Gian C. Gonzaga[1,2], Thomas Bradbury[2], Galen Buckwalter[1], Steve Carter[1]; [1]Eharmony.com, [2]University of California, Los Angeles* –

Many relationships processes are inherently dyadic. For example, it is almost axiomatic to say that spouses are similar to each other, but how this similarity affects relationship functioning is not well studied. The current work proposes that behavioral convergence in couples is functional and promotes better relationship functioning. In Study 1, a nationally representative sample of 501 couples were asked how much they were committed to their marriage, how much they displayed affiliation, and how often they self-disclosed to their partner. Couples who converged in their affiliation and self-disclosure were more committed to their marriage after accounting for the total amount of affiliation and self-disclosure reported by the couple. In Study 2, 172 couples participated in two 10 minute laboratory social support interactions within 6 months of their wedding and provided marital commitment measures every 6 months for the first four years of their marriage. The social support interactions were coded for behavioral instances of positive social support. Spouses who did not converge in positive social support behavior had declines in martial commitment over the first four years of marriage, while those who converged did not, even after accounting for the total amount of positive social support behavior displayed by the couple. Behavioral convergence was positively related to agreeableness and attachment security and negatively related to neuroticism and attachment anxiety. These results indicate that behavioral convergence, an inherently dyadic process, predicts marital commitment, relates to personality characteristics that index good social skills, and may promote better relationship functioning.

ACTOR AND PARTNER EFFECTS OF NEED FULFILLMENT ON RELATIONAL OUTCOMES *Heather Patrick[1,2], C. Raymond Knee[2], Amy Canevello[2], Cynthia Lonsbary[2]; [1]Baylor University College of Medicine, [2]University of Houston* – Self-determination theory posits three psychological needs: autonomy (feeling choiceful), competence (feeling capable), and relatedness (feeling connected to others). Optimal well-being results when these three needs are met, though much of this research has focused on individual well-being outcomes (e.g., Deci & Ryan, 2000). The current research examined the association between need fulfillment and relational outcomes as well as the unique associations of actor and partner need fulfillment with these outcomes. Participants were 65 couples in romantic relationships lasting six months or longer. Partners completed measures of need fulfillment, commitment, satisfaction, perceived conflict, and reported understanding and defensive responses to conflict. The Actor-Partner Interdependence Model (Campbell & Kashy, 2002; Kashy & Kenny, 2000) was employed to address the nonindependence of dyadic data and to test the unique contribution of actor (one's own) and partner (one's partner's) need fulfillment in predicting one's own relational outcomes. Actor need fulfillment was positively associated with satisfaction and commitment and negatively associated with perceived conflict and defensive responses to conflict. More importantly, partner need fulfillment was positively associated with satisfaction and negatively associated with perceived conflict and defensive responses. Tests of actor x partner interactions revealed that partners were particularly less defensive when both partners experienced greater need fulfillment. Together, these findings suggest that need fulfillment influences not only individual outcomes but also outcomes that are central to close relationships. Moreover, one's partner's need fulfillment is an important predictor of one's own perceptions of and experiences in the relationship.

EMOTIONAL ENGAGEMENT WITHIN COUPLES: IMPACT ON PERSONAL AND RELATIONSHIP FUNCTIONING *Jennifer La Guardia[1], David Sba[2]; [1]University of Waterloo, [2]University of Arizona* – Romantic partners modulate their experience and expression of their emotions with each other in a variety of ways. Emotions may be regulated at the level of awareness and internal processing, that is, the extent to which people take interest in and actively try to understand their feelings. Further, partners may also regulate the extent to which they disclose their emotions with each other. While we clearly know emotion regulation has an impact on one's own health and functioning, how people regulate their emotions may also impact their relational functioning as well as partners' personal functioning. Sixty-two heterosexual dating couples completed measures assessing their level of emotional engagement with their partner (including awareness, openness in internal emotional processing, and disclosure), relationship vitality, intimacy, security, and personal well-being. Results showed that greater emotional awareness, openness to processing emotions internally, and disclosure on the part of both the person and his or her partner was associated with greater intimacy, attachment security, and energy within the relationship for the person. Moreover, greater emotional awareness and emotional disclosure on the person and his or her partner was associated with greater feelings of positive affect and life satisfaction, while less openness to processing emotions and disclosure both by the person and his or her partner was associated with greater risk for depression, anxiety, physical symptoms, and negative affect in the person. Discussion will highlight the importance of modeling the dyad in emotional engagement in extant and future theoretical accounts of emotional functioning.

Session H
Saturday, 4:15-5:30 pm
Oasis Hall 2, Convention Center

INDIVIDUAL DIFFERENCES IN EMOTIONAL PROCESSING: BEHAVIORAL, NEURAL, AND GENETIC MECHANISMS

Chairs: ***Omri Gillath; University of California, Davis, and Robin Edelstein; University of California, Irvine***

Summary: People differ in their responses to emotion-provoking stimuli and situations. Some deny or suppress their emotions, others are overwhelmed by them, and still others seem to simply experience their feelings and cope with the consequences. What are the mechanisms underlying individual variation in emotion processing? What determines how easily and effectively people regulate their emotions? The four speakers in this symposium address these questions from diverse perspectives, incorporating data from personality psychology, social cognition, neuroscience, and neurogenetics. In the first presentation, John and Gross describe individual differences in emotion regulatory strategies and the implications of these strategies for emotional experience, close relationships, and adjustment. Next, Sherman and Amodio discuss potential mechanisms underlying effective regulation of implicit prejudice, highlighting the role of individual differences in sensitivity to response conflict. Third, Edelstein and Gillath present data

on attachment-related differences in attention to emotional and non-emotional stimuli, focusing on the efficacy of avoidant defensive strategies. Finally, Canli illustrates the contribution of neurogenetic research to our understanding of individual differences in emotion processing. Together, these presentations underscore the diverse determinants of emotional experience, from genetic variation to emotion-regulatory strategies, and the many facets of emotion processing that are moderated by individual differences.

ABSTRACTS

INDIVIDUAL DIFFERENCES IN EMOTION REGULATION STRATEGIES: AFFECTIVE, INTERPERSONAL, AND WELL-BEING CONSEQUENCES *Oliver P. John[1], James J. Gross[2]; [1]University of California, Berkeley, [2]Stanford University* – We begin with a commonly accepted process model of emotion and postulate five families of emotion regulatory strategies that may occur along the timeline of the unfolding emotional response process. Differentiating between antecedent-focused and response-focused strategies, we focus on one specific example of each – cognitive reappraisal (changing the meaning or personal implications of the event) as an antecedent-focused strategy and suppression of the behavioral response as a response-focused strategy. We then review several studies that show how individual differences in the habitual use of these two strategies can be measured reliably via self-report. What are the implications of each of these individual differences in strategy use for affective, interpersonal, and well-being outcomes? Drawing on multiple samples and various kinds of outcomes measures, using both self-report and observer data, we show the expected favorable pattern of outcomes for reappraisal contrasted with a generally unfavorable pattern for suppression. Summarized briefly, habitual use of suppression to regulate emotion has worse consequences for affect (less positive and more negative affect), for the self-concept (experience of self as inauthentic), for relationships (less closeness and social support), and adjustment (more depressive symptoms and adjustment problems). Finally, a study of adult development shows evidence for increasing wisdom in emotion regulation: older adults in their sixties use suppression less and reappraisal more frequently than younger individuals in their twenties.

REGULATING IMPLICIT PREJUDICE: COGNITIVE AND MOTIVATIONAL COMPONENTS OF IMPLICIT EGALITARIANISM *Jeffrey Sherman[1], David Amodio[2]; [1]University of California, Davis, [2]New York University* – Most Americans, even those who hold egalitarian beliefs, demonstrate implicit biases favoring Whites over Blacks. However, a subset of people has been identified that does not show this effect. These individuals are characterized by their high intrinsic and low extrinsic motivation to respond without bias. The goal of the present research was to understand what factors account for these individuals' ability to respond without bias. There are three main possibilities. First, "good regulators" may have less biased implicit associations. Second, they may be more skilled at overcoming their implicit associations. Finally, good regulators may be particularly likely to notice conflict between their implicit tendencies and their explicitly held beliefs. Sensitivity to such conflict has been shown to improve people's ability to implement an egalitarian mindset. We examined these possibilities by analyzing participants' responses on an implicit measure of prejudice with multinomial modeling techniques. This technique provides independent estimates of each of the three component processes of interest (association strength, ability to overcome bias, and conflict detection). This analysis showed that the main difference between good and bad regulators was that good regulators were more sensitive to response conflict than bad regulators. This finding was corroborated by an electrophysiological marker of conflict detection (ERP) recorded as participants performed the task. These results suggest that effective regulation of implicit prejudice may depend primarily on the ability to detect conflicting reactions, rather than on having non-biased associations or particular skill at overcoming bias when it arises.

AVOIDING INTERFERENCE: WHAT DOES ATTACHMENT AVOIDANCE CONTRIBUTE TO STROOP PERFORMANCE? *Robin S. Edelstein[1], Omri Gillath[2]; [1]University of California, Irvine, [2]University of California, Davis* – Regulating emotion requires the ability to detect threatening stimuli and direct attention accordingly. Rapid detection can facilitate the allocation of cognitive resources, either toward stimuli or away from them, depending on the individual's regulatory goals. Recent evidence suggests that individual differences in attachment are related to these kinds of attentional processes. Avoidant individuals, for instance, seem to be especially skilled at directing attention away from material with attachment-related themes (e.g., separation), a skill that may prevent or at least reduce negative affect. However, it is unclear whether the effects of attachment style are specific to attachment-related stimuli. It is also unknown whether these attentional strategies can be implemented relatively effortlessly, or whether they consume cognitive resources necessary for other important tasks. The present research investigates attachment-related differences in performance on a Stroop task. Participants identified the color of printed words, which were either attachment-related (e.g., rejection), emotional but not attachment-related (e.g., dirty), or neutral (e.g., border). In general, and consistent with previous research, response latencies were longer for attachment-related and emotional compared to neutral words, indicating that emotional material captures attention and hinders color-naming performance. This effect was attenuated for avoidant participants responding to attachment-related words, however, suggesting that avoidant individuals may be better able to suppress the meaning of such words. The addition of a cognitive load reversed these effects. Thus, for avoidant individuals, the suppression of attachment-related material may consume cognitive resources not necessary when nonattachment-related stimuli are involved.

NEUROGENETIC MECHANISMS OF AFFECT PROCESSING IN PERSONALITY *Turhan Canli; State University New York, Stony Brook* – The heritability of personality traits has been recognized for decades, but only in the last ten years has molecular biology begun to identify genetic variations (polymorphisms) across individuals that account for some of the variance seen in complex traits. For example, subtle variations within the serotonin transporter gene (5-HTT) and within the dopamine 4 receptor gene (DRD4) have been associated with neuroticism and with novelty seeking, respectively. In our own work, we have shown that brain regions concerned with cognitive processing of affective information are differentially responsive to negative and positive information as a function of neuroticism and extraversion. These individual differences in brain activation may be generated, in part, by variance in 5-HTT and DRD4 genotypes. Genomic imaging, the functional neuroimaging of individuals genotyped for polymorphisms of interest, can begin to identify the neurogenetic mechanisms underlying personality trait-related individual differences in affect processing. In this talk, I will present current work in the field of genomic imaging and offer a view of candidate mechanisms by which molecular variation within genes affects brain function and, ultimately, personality traits.

Session H

Saturday, 4:15-5:30 pm

Oasis Hall 3A, Convention Center

THE MEANING OF MEANING: NEW INSIGHTS FROM EXPERIMENTAL EXISTENTIAL PSYCHOLOGY

Chairs: ***Sander Koole; Vrije Universiteit Amsterdam and Tom Pyszczynski, University of Colorado***

Discussant: *Tom Pyszczynski; University of Colorado*

Summary: The human quest for meaning has captured the imagination of poets, prophets, and philosophers across the centuries. Within psychology, however, broad questions regarding the meaning of life were long considered too abstruse to be addressed by scientific methods. But not anymore. The new discipline of "experimental existential psychology" regards the human quest for meaning as a central topic of research that can be investigated through rigorous experimentation. Our symposium brings together four major experimental-existential perspectives on the psychology of meaning. In the first paper, Jost describes how systems justifications theory illuminates the construction of political meanings. In the second paper, Landau, Greenberg, Solomon, and Pyszczynski propose a terror management function of meaning. Consistent with this, Landau et al.'s recent work shows that reminders of death increase allegiances to beliefs in a meaningful reality such as the conviction that people and social relations are consistent, that the self is coherently organized, and that the world is just. In the third paper, Deci challenges the assumption that people have a fundamental need for meaning, by suggesting that "meaning," like "well-being," is better conceptualized as an "outcome" of effective development than as a basic need. In the last paper, Baumann and Kuhl propose that people typically construct meaning on unconscious levels, and present their recent research on the personality dynamics that underlie the construction of unconscious meanings. Taken together, the present symposium highlights the important new insights that experimental research has generated on people's never-ending quest for a meaningful existence.

ABSTRACTS

THE IDEOLOGICAL ANIMAL *John T. Jost; New York University* – According to system justification theory, people try to make their lives meaningful by defending and justifying the status quo. There are both dispositional (e.g., need for closure, openness to experience, self-deception) and situational (e.g., system threat, mortality salience, ideological priming) antecedents of the tendency to embrace system-justifying belief systems, including the Protestant work ethic, belief in a just world, social dominance orientation, and system justification. Consequences of system justification often differ for members of advantaged vs. disadvantaged groups, with the former experiencing increased and the latter decreased self-esteem, well-being, and ingroup favoritism. In accordance with the palliative function of system justification, endorsement is associated with reduced negative affect for everyone, as well as weakened support for social change and redistribution of resources. System justification theory thus highlights how the human quest for meaning has powerful psychological and political implications.

THE DENIAL OF MEANINGLESSNESS AS THE DENIAL OF DEATH *Mark Landau[1], Jeff Greenberg[1], Sheldon Solomon[2], Tom Pyszczynski[3]; [1]University of Arizona, [2]Skidmore College, [3]University of Colorado* – It is commonly observed that people want life to be meaningful – but why is that? According to terror management theory (TMT), a meaningful view of reality allows people to believe they are more than just transient animals fated only to permanent obliteration upon death. If such a concern with denying one's mortality contributes to the desire for meaning, mortality salience (MS) should intensify positive reactions to that which buttresses, and negative reactions to that which challenges, a meaningful view of reality. Prior TMT research is consistent with this hypothesis in showing that MS increases efforts to preserve faith in meaning-conferring beliefs, such as in the righteousness of one's nation and the validity of one's religion. We will review a recent series of studies that supports this hypothesis more directly. This work shows that MS increases allegiances to fundamental building blocks of a meaningful reality such as the beliefs that people and social relations are consistent, that the self is coherently organized, and that the world is just. Similarly, MS increases a preference for a meaningful view of time and aversion to art that seems devoid of meaning. Notably, most of these effects of MS are limited to people relatively high in need for structure, suggesting that conventional forms of structure may be less central to meaning maintenance and terror management for those low in need for structure; the talk will conclude with a brief consideration of this and other remaining questions.

IS THERE A BASIC HUMAN NEED FOR MEANING? THE PERSPECTIVE OF SELF-DETERMINATION THEORY *Edward L. Deci, Richard M. Ryan; University of Rochester* – Starting with an organismic-dialectical meta-theory, SDT maintains that there is a fundamental tendency toward growth and development (viz., the organismic integration process), which requires satisfaction of the basic psychological needs for competence, autonomy, and relatedness in order to function optimally. Meaning is a natural aspect of successful development, which results from the dialectical interaction between the self and the social context. The organismic integration process, which is the core of the true self, interacts with the social environment (a) pursuing interests and (b) selectively internalizing aspects of the social world. The processes of engaging interests and internalizing values and mores are the means through which people create their own meaning; however, these processes require (and provide) satisfaction of the basic psychological needs. SDT research has shown that people experience meaning when they feel competent, experience significant connections with others, and are self-initiating and act in accord with their interests and values.Some theorists have proposed that people have a need for meaning. SDT maintains, however, that "meaning," like "well-being," is better conceptualized as an "outcome" of effective development than as a basic need. We believe the concept of "need" is most useful when it is general but also specifies content. Competence, relatedness, and autonomy represent the content that gives meaning to people's lives. When people are able to satisfy their needs in a social environment as they pursue their intrinsic interests and the values they have fully endorsed, they will experience a meaningful life.

MY LIFE IS MEANINGFUL, BUT I DON'T KNOW WHY: INTUITIVE JUDGMENTS OF COHERENCE, SELF-INFILTRATION, AND SELF-REGULATION OF NEGATIVE AFFECT. *Nicola Baumann, Julius Kuhl; University of Osnabrück, Germany* – In everyday life, people often experience meaning without being able to explain why. Some experiences or events simply feel more meaningful or coherent than others. According to the theory of Personality Systems Interactions (PSI), the ability to detect meaning or coherence is a function of "extension memory". Extension memory is conceived as an implicit representational system that provides integrated knowledge about the self and the environment, including extended networks of relevant semantic meanings, autobiographical experiences and implicit self-aspects. According to PSI theory, negative mood reduce access to extension memory and meaning for participants who are not able to reduce negative mood (i.e., state-oriented participants). In two studies, we investigated the influence of mood and self-regulatory ability on intuitive judgments of coherence that require the integration of shared meaning of three remotely associated

words. Consistent with expectations, state-oriented participants with high levels of sadness had a lower discrimination between coherent and incoherent standard word triads (Study 1) and individually derived word triads (Study 2). Participants who are able to down-regulate negative affect (i.e., action-oriented participants) did not show this tendency. In two additional studies, we found that state-oriented individuals when feeling sad are especially vulnerable to self-infiltration (i.e., misperceiving assigned goals as their own). Taken together, the present work sheds new light on the personality dynamics that underlie the construction of unconscious meanings.

Session H
Saturday, 4:15-5:30 pm
Primrose Ballroom A, Convention Center

MECHANISMS OF BEHAVIORAL PRIMING EFFECTS

Chair: *Aaron Kay; University of Waterloo*

Discussant: *Ap Dijksterhuis; University of Amsterdam*

Summary: Over the last decade, social psychology has seen an explosion of research on behavioral priming, which has shown that behavior can be triggered outside of awareness via subtle priming manipulations. Much is now known about the breadth and importance of these findings, but less is understood about the mechanisms underlying these effects. In this symposium, we bring together four empirical research programs focused on the "how" of priming effects, each of which represents a distinct theoretical approach. This symposium will allow listeners to compare, discuss, and integrate these alternative models; it is our hope that bringing together these independent streams of research will lead to an increased understanding of these important effects.

Wheeler, DeMarree, and Petty will present research on their "Active-Self Model," suggesting that priming exerts its influence on behavior via altering self-representations. Next, Smeesters and Kay will integrate their distinct lines of research examining the role of interpersonal [Smeesters] and situational [Kay] construals in mediating and strengthening the prime to behavior link. Van Baaren will investigate mechanisms underlying nonconscious mimicry, examining the consequences of implicitly recognizing that one is being mimicked. Next, Custers and Aarts will present a theoretical model integrating affective and motivational systems to understand nonconscious goal pursuit, and examining how the directional and motivational properties of goal representations may affect the prime to behavior link. Finally, Dijksterhuis will reflect upon the four presentations and offer his thoughts on potential integrations of this work and future directions for the field of behavioral priming.

ABSTRACTS

THE ACTIVE-SELF MODEL: THE ROLE OF SELF-REPRESENTATIONS IN BEHAVIORAL PRIMING EFFECTS. *S. Christian Wheeler[1], Ken Demarree[2], T Richard Petty[2]; [1]Stanford Graduate School of Business, [2]The Ohio State University* – The Active-Self model (Wheeler, DeMarree, & Petty, 2005) suggests that primes can influence behavior by altering implicit or explicit self-representations. According to this model, knowing how primes affect self-representations affords better prediction of the types of motivational and behavioral representations that will be activated and ultimately guide behavior. Based on this model, the present studies examined a new prime-to-behavior moderator —self-monitoring (Snyder, 1974). Previous research has shown that low self-monitors are more likely to alter their self-representations in response to information they believe to be dispositionally diagnostic, and they are more likely to act on their self-beliefs. Primes, if perceived to be informative about the self, could therefore exert larger influence on the self-perceptions and behavior of low self-monitors. Three studies supported these predictions. In study 1, White participants were subtly primed with the African-American stereotype (or not) before completing an implicit measure of aggression. Results indicated participants primed with the African-American stereotype felt more aggressive, but only when they were low in self-monitoring. In study 2, these results were conceptually replicated with subliminal number 7 (or 13) primes and an implicit measure of felt luck. Results indicated that low, but not high, self-monitors felt luckier after the 7 prime. In study 3, participants were primed with the stereotype of a professor or supermodel before reading an advertisement containing strong or weak arguments. Results indicated that low, but not high, self-monitors elaborated the message more when primed with the high-thought professor stereotype than when primed with the low-thought supermodel stereotype.

INTERPERSONAL AND SITUATIONAL CONSTRUALS AS MEDIATORS OF BEHAVIORAL PRIMING EFFECTS. *Dirk Smeesters[1], Aaron Kay[2]; [1]Tilburg University, The Netherlands, [2]University of Waterloo, Canada* – Much research has demonstrated that nonconscious primes affect behavioral decisions. It is often assumed that these primes directly affect behavior, without any mediational processes. Recent research, independently conducted at different laboratories (Kay & Ross, 2003; Smeesters et al., 2003), suggests that priming effects on behavior can sometimes be mediated by perceptions of another person (i.e., interpersonal construal) or about what behavior might be normative in a specific situation (i.e., situational construal). This research has been mainly conducted in the context of interdependence decision-making situations (e.g., a Prisoner's dilemma game), in which individuals' outcomes are dependent on each other's decisions. Because of this interdependence, it is important for individuals to form an impression of the interaction partner or ponder about what type of behavior (e.g., cooperative or competitive) might be normative. In several experiments we demonstrate the mediating role of interpersonal and situational construals in behavioral priming effects in these interdependence decision-making situations. We provide evidence about the way (a) cooperative and competitive primes affect perceptions of an interaction partner, (b) these primes affect construals of the decision-making situation, and (c) interpersonal and situational construals both affect behavior. We will also provide evidence about the specific interplay of interpersonal and situational construals in affecting behavior. We will discuss the circumstances under which these construals are most likely to mediate priming-to-behavior effects and further implications for research on priming and automaticity.

THE MECHANISMS OF MIMICRY. *Rick B. van Baaren; University of Amsterdam, The Netherlands* – From research in social- developmental- and neuro-psychology, we now know that humans are wired to imitate each other. Most of the time this mimicry occurs nonconsciously, both for the mimicker and the mimicked person. However, mimicry can also be consciously employed as a tool to influence people. When we unobtrusively mimic someone, that person will feel and behave differently compared to when we do not mimic that person. For example, a mimicked person will like us more, behave more pro-social towards us and feel closer to us. The goal of the present talk is twofold. First, three studies will be presented which show that mimicked people not only feel and act differently, but they also assimilate their attitudes more towards the mimicker. This effect, however, only occurs for topics about which the mimicker expressed a favorable attitude. Second, this talk will look at the question of how mimicry produces its effects, i.e., what are the mechanisms underlying the consequences of mimicry? How does the implicit recognition of being mimicked subsequently affect our information processing and behavior? Venues for future research will be discussed.

BEYOND PRIMING EFFECTS: THE ROLE OF POSITIVE AFFECT AND DISCREPANCIES IN IMPLICIT PROCESSES OF MOTIVATION AND GOAL PURSUIT. *Ruud Custers, Henk Aarts; Utrecht University, The Netherlands* – The literature offers three basic systems by which the environment can instigate behavior without conscious interventions: the evaluative system, which enables approach and avoidance reactions to affective stimuli; the perceptual system, which can directly trigger behavior when action representations are activated; and the motivational system, which instigates nonconscious goal pursuit when goal representations are primed. Both empirically and theoretically, it is difficult to distinguish between these three accounts for behavior-priming effects, especially because it is unclear how activation of a mental goal representation instigates nonconscious goal pursuit. We present a framework within which nonconscious motivational behavior can be examined and understood. We argue that a goal representation specifies the state that is desired, but also includes the information that is desired, in the form of a positive affective tag. When activated, these two properties of the goal representation respectively provide behavior with direction and motivation: the crucial components of goal pursuit. We present two lines of studies in accordance with this framework. First, using a response-latency paradigm, we show that accessible goal representations provide behavior with direction, because they enable people to react to discrepancies with the goal state without conscious intent. Second, we demonstrate that people's motivation to pursue an accessible goal state depends on the state's positive affective valence, that was either measured or unobtrusively manipulated in several studies. Implications for the understanding of behavior-priming effects are briefly discussed.

Session H
Saturday, 4:15-5:30 pm
Catalina Room, Wyndham Hotel

(UNINTENTIONAL) SOCIAL INFERENCE

Chairs: ***Matt Crawford; University of Bristol and John J. Skowronski; Northern Illinois University***

Discussant: *Donal E. Carlston; Purdue University*

Summary: The process of inferring traits from behavior is so ubiquitous and routinized that perceivers do so spontaneously (i.e., without intention or awareness). The research presented in this symposium examines the processes underlying spontaneous trait inferences (STI) and the related phenomenon of spontaneous trait transference (STT). Alex Todorov will present research using neuroimaging techniques to show that specific neural systems associated with social cognition and evaluation are activated when processing faces that had previously been paired with trait-implicative behaviors. John Skowronski will then present research showing that the processes underlying STI and STT are different, with STI relying more heavily on inferential or attributional processing as opposed to the associative processing involved in STT. Another question addressed in the current symposium is related to the degree to which these processes can be controlled. Matt Crawford will present research indicating that STT effects, although difficult to control due to their unintentional associative nature, can be erased when the context of the communication draws the perceiver's attention away from the potential communicator-trait link. Jim Uleman takes the question of controllability further by examining the automatic and controlled components (using a multinomial modeling framework) of intentional inferences regarding social targets for whom unintentional inferences have already been made. In a more theoretically-driven presentaton, John Bassili applies a potentiated recruitment framework approach to provide an integrated view for understanding STI and STT. Finally, Don Carlston will integrate the themes of the current research and discuss the future of the area.

ABSTRACTS

ACCESSING PRIOR SPONTANEOUS TRAIT INFERENCES IN PERSON REPRESENTATIONS *Alexander Todorov; Princeton University* – People make trait inferences about other people from minimal behavioral information. Using behavioral, event-related potentials (ERP), and functional Magnetic Resonance Imaging (fMRI) data, I explore the downstream consequences of spontaneous trait inferences (STI) for person perception. In the first stage of all studies, participants were presented with unfamiliar faces paired with behavioral statements. These statements described aggressive, disgusting, nice, or neutral behaviors. In study 1, after the first stage, participants were presented with the faces for 40 ms and asked to make like/dislike judgments. Participants were more likely to like faces that were paired with nice and neutral behaviors than faces paired with aggressive and disgusting behaviors. In the ERP and fMRI studies, we measured neural responses to faces while participants engaged in a perceptual task that does not demand retrieval of person information. ERP data showed that faces associated with valenced behaviors were discriminated around 500 ms after the presentation of the face. Faces associated with disgusting and aggressive behaviors were discriminated around 750 ms. In the fMRI study, faces associated with behaviors evoked neural responses in areas implicated in social cognition (e.g., medial prefrontal cortex). Faces associated with disgusting behaviors evoked responses in areas implicated in processing of disgust related stimuli (e.g., anterior insula). The findings suggest that prior STI from minimal information engage neural systems for social cognition and evaluation of stimuli. People seem to access gross affective responses to the person followed by the retrieval of specific trait knowledge.

HOW LINKING SEEMS TO DIFFER FROM THINKING: EXPLORATIONS OF SPONTANEOUS TRAIT TRANSFERENCE AND SPONTANEOUS TRAIT INFERENCE *John J. Skowronski; Northern Illinois University* – A spontaneous trait transference effect occurs when a perceiver encounters a communicator who describes the trait-implicative behavior of a third party and makes inferences about the communicator on the trait implied by the communication (e.g., after Jessica describes Brad's intelligent behavior, the communication recipient later increases their judgment of Jessica's intelligence). One might wonder whether the associative mechanisms that are thought to underlie trait transference can also explain spontaneous trait inference effects (e.g., after Jessica describes her own intelligent behavior, a communication recipient later increases their judgment of Jessica's intelligence), or whether the attributional mechanisms that are thought to underlie spontaneous trait inferences can explain trait transference effects. Attributional interpretations of trait transference were infirmed by the persistence of transference effects with extended encoding times, on-line judgments, and warnings to participants to avoid transference. Results point to different mechanisms underlying transference and inference: (1) the absence of negativity effects in transference, despite their occurrence in trait inference; (2) the failure of transference effects to generalize beyond the particular trait implied by informants' descriptions, but the presence of such effects in first-person inference conditions, and (3) the fact that instructions designed to re-direct inference-making affected associations and ratings for first-person informants, but not for third-person informants. Additional results suggested that forcing participants to recall the target of informants' descriptions just prior to trait judgments minimizes transference effects while enhancing inference effects. Overall, the results suggest that different processes are involved in spontaneous trait transference and spontaneous trait inference.

THE LIMITS OF SPONTANEOUS TRAIT TRANSFERENCE AS AN IMPRESSION MANAGEMENT TOOL *Matthew T. Crawford; University of Bristol* – Previous research has shown that the mere act of describing someone else's trait-implicative behavior can have implications for judgments about the communicator. For example, after describing another person's honest behavior, the communicator is more readily associated with the trait "honest" which affects subsequent judgments of the communicator's own level of honesty. This phenomenon is known as Spontaneous Trait Transference (STT, Skowronski, Carlston, Mae, & Crawford, 1998) and has been shown to represent a relatively mindless associative process. Earlier attempts to thwart STT effects have generally failed. The current research examined the processes of spontaneous trait inference and trait transference with a simultaneous presentation of a communicator and target. We presented either individuals talking about themselves (actor) presented with another individual (bystander) or individuals (communicator) talking about the behaviors of another person (target) also presented simultaneously. The presence of the talked about other should draw attention away from the communicator, thus lessening the likelihood of a communicator-trait association in favor of a target-trait association. For self-describer conditions, the results showed a traditional STI effect in both savings and trait ratings. The heightened recall for re-learning trials compared to new learning trials as well as the heightened ratings on relevant traits did not occur for bystanders. For the other-describer conditions, the traditional STT effects did not emerge for communicators, however, results for targets of the communication did show savings and trait rating patterns consistent with STI effects. Results are discussed in terms of the different processes underlying STI and STT.

MENTAL CONTROL OVER EFFECTS OF IMPLICIT IMPRESSIONS *Christopher Burke, James S. Uleman; New York University* – Implicit impressions (e.g., spontaneous trait inferences, stereotypes) affect intentional impressions formed from photographs alone. Even though these effects are often unnoticed by those who show them, what happens when they do notice and try to control these effects? Recent research (e.g., Uleman, Blader & Todorov, 2005) suggests that some control is possible, under some conditions. But current models for estimating the amount of this control, and distinguishing it from other strategic and automatic processes that govern responses, are overly simple. This talk describes how to decompose these estimates and distinguish among types of mental control, through multinomial modeling. Conrey, Sherman, Gawronski, Hugenberg & Groom (2004) showed how multinomial modeling can be used to estimate the contribution of automatic and control processes to performance on the implicit associations test (IAT). Their "Quad Model" distinguishes between two automatic processes (concept activation, and guessing bias) and two control processes (discriminating the relevant stimulus, and overcoming the bias introduced by automatic concept activation). We used their framework to estimate such automatic and control processes' effects on intentional impressions of targets (photos) about whom spontaneous trait inferences have already been made. Furthermore, we describe conditions that produce systematic variation in these kinds of mental control. These results show that several kinds of mental control and automatic processes contribute to simple intentional impressions. They illustrate how to distinguish among them, and estimate their magnitudes under a variety of conditions. Directions for future research are discussed, including possible effects of encoding conditions, instructions, and target information.

A POTENTIATED RECRUITMENT FRAMEWORK FOR STI AND STT *John N. Bassili; University of Toronto at Scarborough* – Spontaneous trait transference, where implied traits are associated with third-party informants on others' behavior, has been treated as an aberration of person perception processes rather than being greeted as a useful window into these processes. This approach is promoted by a view of traits as integrated and bound constructs whose activation and association with people occurs in a unitary manner. I will describe how spontaneous trait inference (STI) and spontaneous trait transference (STT) can both be the product of processes that are made up of microelements of behavioral and dispositional information. The view is that impressions and judgments arise from activity in networks of microelements that are potentiated by factors that are both external and internal to the individual. External factors involve immediate eliciting conditions, such as behavior descriptions, as well as past conditions, such as priming experiences that leave their mark on the relation between, and level of activation, of microelements represented in memory. Internal factors involve activity in working memory as well as the state of relations and level of activation of microelements at any moment in time. One important aspect of this potentiated recruitment framework is that social judgments are emergent properties of activity in networks of microelements rather than being constrained at the trait level. The framework accommodates basic properties of person perception such as variations in the meaning of traits and interpretation of behavior, and provides an integrated view of STI and STT.

Session H
Saturday, 4:15-5:30 pm
Madera Room, Wyndham Hotel

IS EVERYBODY REALLY A RACIST? NEW FINDINGS ON WHAT THE IAT REALLY MEASURES

Chairs: ***Dianne M. Tice; Florida State University and Andy Karpinski; Temple University***

Summary: The Implicit Association Test (IAT) has become the most well-known and widely used measure of implicit social cognition. Despite its frequent use, a number of basic questions regarding the IAT remain unanswered. In this symposium, the speakers will examine some of the fundamental properties and characteristics of the IAT with the goal of improving our understanding of how the IAT works and how best to interpret IAT scores. Tice & others found that participants spontaneously used response strategies on the IAT in order to facilitate quick responding and that the use of the response strategies can result in a substantial bias in IAT scores. Blanton explored the psychometric properties of the IAT and found that many implicit assumptions underlying the procedure and analysis of the IAT are often not satisfied. Karpinski provides evidence that normative information and cultural knowledge shape IAT responses significantly and independently of personal (e.g., racist) attitudes. Although the IAT does detect racial and other prejudices, it is affected by nonprejudice factors too. These talks recommend caution against the danger of overstating the extent of prejudice in modern society, and they offer specific suggestions for using the IAT more wisely.

ABSTRACTS

A PSYCHOMETRIC REANALYSIS OF THE IMPLICIT ASSOCIATION TEST *Hart Blanton; Texas A&M University* – Researchers have suggested that the IAT might improve our prediction and understanding of all manner of psychological criteria. Test scores have also been used on popular internet websites to measure "hidden biases" that people are thought to possess but fail to appreciate. To date, however, no formal psychometric model has been advanced for this measure and no data have been offered linking internet diagnoses to real-world behaviors. In this talk, I examine the theory, methods and analytic strategies surrounding the IAT to determine the psychometric model a researcher embraces (knowingly or unknowingly) whenever using this measure. This reveals a causal model that is overly restrictive, a mea-

surement model that is not empirically supported, and a set of measurement assumptions that are easily violated. I present research from a set of empirical studies showing that these assumptions are in fact violated and I offer suggestions for developing new measures that do not suffer from these shortcomings.

THE ENVIRONMENTAL ASSOCIATION MODEL OF THE IAT *Andrew Karpinski; Temple University* – According to the Environmental Association Model of the IAT (Karpinski & Hilton, 2001), the IAT is a measure of the associations a person perceives in his or her social environment, while self-reported attitudes reflect evaluative beliefs about an attitude object. Two clarifications of this model will be discussed. First, because of selective attention and selective exposure to attitude consistent information, in some contexts and domains much of the information perceived in one's social environment is consistent with consciously held attitudes. In these situations, the associations captured by the IAT will be largely consistent with explicitly reported attitudes, whereas in other situations, IAT scores may be relatively independent from self-reported attitudes. This analysis suggests that discussions of whether attitudinal or normative/cultural explanations can explain IAT effects are not productive. The IAT can capture both types of information and it is now time to consider under what circumstances the IAT reflects attitudinal or normative information. Second, predictions derived from the Environmental Association Model suggest that IAT scores are expected to predict judgments, feelings, and behaviors when people do not have the ability or motivation to access their explicit attitudes, when normative information or cultural knowledge guides behaviors, and when the environmental associations captured by the IAT are consistent with consciously held attitudes. Data from several studies and a review of the literature suggest that the Environmental Association Model remains a useful framework for understanding IAT effects, the relationship between the IAT and explicit attitude measures, and the predictive validity of the IAT.

THAT BAD BLACK BOOKSHELF: COGNITIVE STRATEGIES AFFECT RACISM SCORES ON THE IAT *Dianne M. Tice, Ashby Plant, Celeste Doerr, Michelle Peruche; Florida State University* – The IAT is widely recognized as an excellent and powerful measure of racism, but it measures other factors too. New research discussed in this presentation demonstrates that scores on the IAT are affected by mnemonic strategies and nonracial associations. In four laboratory studies, half to three quarters of the participants reported using memory or response strategies to work faster, and these strategies are likely to increase racism scores even though they are not based on racism. The most commonly reported strategy was based on alliteration: When participants were instructed to use the same key to identify both black and bad words, many reported telling themselves to think of that key as the "b" key. When we changed the instructions such that participants were to make "best" and "worst" judgments(instead of "good/bad" judgments), thus reversing the alliteration, racism scores dropped substantially and significantly. Another study using the standard black/bad pairing indicated that participants had stronger "racism" scores when rating black furniture than when rating black faces, which both suggests a reliance on alliteration and demonstrates that the "racism" score is made up of much more than ethnic bias.

Session H

Saturday, 4:15-5:30 pm

Pasadena Room, Wyndham Hotel

EMOTIONAL DYNAMICS IN AND AROUND CLOSE RELATIONSHIPS

Chair: ***David A. Sbarra; University of Arizona***

Discussant: *Jean-Philippe Laurenceau; University of Miami*

Summary: This symposium considers the unfolding of emotional experience surrounding close personal relationships. Collectively, each paper is linked by two integrative themes: (1) a focus on the time-course of affective processes; and, (2) the instantiation of these processes related to social connectedness. Our first two papers focus on emotional experience within romantic relationships. Ferrer and colleagues present data from 235 dating couples who reported on their emotional experiences for 60 consecutive days. Linear and nonlinear dynamic models were fit to examine the intra– and inter–dyadic variability in affect, the directionality of inter-person affective influence, and the prediction of relationship quality and stability six months later. Eastwick and Finkel follow with a paper on two new prospective studies examining how partner-specific attachment anxiety influences the development of early love relationships. Using intensive measurement strategies, the results suggest that romantic infatuation plays a normative and functional role in early attachment processes by promoting approach behaviors, thus strengthening the attachment bond. Our third and final paper addresses emotional processes immediately outside romantic relationships, following a non-marital breakup. Sbarra describes a relatively novel use for survival analysis by predicting the onset of sadness and anger recovery among 58 young adults following the end of a committed dating relationship. Emotional recovery was operationalized and modeled as an event in time, and differential survival probabilities were identified for sadness and anger recovery. Together, these papers address novel process-focused questions about emotions, close relationships, and time-ordered effects. The symposium closes with a discussion by Jean-Philippe Laurenceau.

ABSTRACTS

THE DYNAMIC FLUX OF EMOTIONAL EXPERIENCE IN DYADIC INTERACTIONS. *Emilio Ferrer, Diane Felmlee, Keith Widaman; UC Davis* – Although theoretical models of emotional co-regulation within close relationship posit dynamic influences between partners, few empirical studies have addressed these topics. One approach for better understanding emotional dynamics within relationships is to conceptualize relationships as bivariate systems in which each person not only experiences and expresses emotions, but also influences the experience and expression of their partner's emotional states. To examine these ideas, linear and nonlinear dynamic models were fitted to daily data from 235 couples who reported their emotional experience for up to 66 consecutive days. Initial confirmatory factor analyses revealed discrimination between general affect and emotional experience related to the relationship, with differences in factorial structure across gender and over time. Moreover, time series analyses were used to examine intra– and inter–dyadic variability in affect, and to identify directionality in the inter-person affective influences. For this purpose, three sets of analyses were conducted, including: (a) exploratory analyses to investigate the longitudinal dynamic structure for each dyad separately, (b) confirmatory analyses that combined all dyads with similar patterns of dynamics to validate the idiographic discrimination, and (c) theoretically driven analyses to test hypotheses related to attachment style and emotional co-regulation over

time. Finally, parameters related to the dynamic interactions between both members of the dyad were used as predictors of relationship quality and stability six months later. These findings add to our understanding of emotional transmission within close relationships and will be discussed in terms of the need for dynamic conceptualizations of affective processes.

ACTIVATING THE ATTACHMENT SYSTEM IN DEVELOPING RELATIONSHIPS: ANXIETY IS ASSOCIATED WITH POSITIVE OUTCOMES IN A PARTNER-SPECIFIC CONTEXT. *Paul W. Eastwick, Eli J. Finkel; Northwestern University* – Though past research has demonstrated that dispositional attachment anxiety is associated with poor outcomes in romantic relationships, anxiety regarding a particular romantic partner may instead be associated with positive outcomes, especially during the early stages of a romantic relationship. Specifically, we hypothesize that partner-specific attachment anxiety is associated with (a) feelings of romantic infatuation for the partner, (b) greater likelihood of initiating contact with the partner and (c) greater reports of altruistic intentions and concern for the partner. In Study 1, sixty-nine college freshmen in committed relationships completed bi-weekly questionnaires over a 6-month period. Results revealed that romantic infatuation predicted partner-specific attachment anxiety and that this pattern was especially pronounced in the early stages of the relationship. Study 2 was a "speed-dating" study in which approximately 12 male and 12 female romantically eligible undergraduates (total N=164) conversed sequentially in opposite-sex dyads for 4 minutes each. Every third day for a month following the speed-dating events, participants answered questions about each fellow speed-dater who had the potential of becoming a romantic partner. Again, results revealed that romantic infatuation predicted partner-specific attachment anxiety. In addition, partner-specific attachment anxiety was associated with several positive approach behaviors, including: Greater likelihood of initiating contact, greater willingness to engage in altruistic behavior, and greater concern for the needs of the potential romantic partner. The experience of attachment anxiety in a partner-specific context may be normative in developing relationships and may serve to activate the attachment system, ultimately leading individuals to engage in relationship-enhancing approach behaviors.

PREDICTING THE ONSET OF EMOTIONAL RECOVERY FOLLOWING NONMARITAL RELATIONSHIP DISSOLUTION. *David A. Sbarra; University of Arizona* – Successful recovery from a romantic breakup experience often involves a transition from a state of cognitive-emotional disorganization and upheaval to one of restored psychological well-being and relative calm. Few studies, however, have attempted to capture this process of recovery as it unfolds over time. In this paper, event onset modeling is used to investigate the time-course of breakup-related affective processes. Daily emotion data was collected for four weeks from 58 young adults who recently experienced the dissolution of a serious romantic relationship. Using baseline data obtained from individuals in intact dating relationships, sadness and anger recovery were defined as points in time and then modeled as a function of theoretically-relevant predictors (e.g., self-report attachment styles, nonacceptance of relationship termination) using Cox's survival analysis. Acceptance of relationship termination fully mediated the association between attachment security and sadness recovery, suggesting that security-based coping strategies are built on a foundation of optimistic beliefs and an internalized sense that one can be efficacious in the face attachment threats. Greater levels of love and anger toward one's ex-partner and attachment preoccupation were associated with a decreased probability of sadness recovery during the study period. Attachment security was associated with an increased probability of anger recovery, whereas ongoing sadness decreased the probability of this event. Discussion will center on the differential patterning of sadness and anger recovery following a romantic breakup, the need to consider emotional change as a multi-component process, and the use of survival analysis as a tool for better understanding time-ordered affective processes.

Session H
Saturday, 4:15-5:30 pm
Sierra/Ventura Room, Wyndham Hotel

THE PUBLIC SIDE OF DISCRIMINATION ATTRIBUTIONS: CONSEQUENCES FOR INTRAPERSONAL, INTERGROUP, AND INTRAGROUP PROCESSES.

Chairs: ***Donna Garcia; University of Kansas and Cheryl Kaiser; Michigan State University***

Discussant: *Brenda Major; University of California, Santa Barbara*

Summary: Scholars studying discrimination have devoted considerable attention to understanding the psychological consequences of attributing negative events to discrimination. To date, this research has focused almost exclusively on discrimination attributions as a private, interpretational phenomenon. This limited focus is unfortunate because discrimination attributions occur in a social context and thus also have a "public side." In this panel, we bring together researchers studying the "public side" of discrimination attributions. Together, these talks argue that the public expression and suppression of discrimination attributions has important implications for psychological outcomes such as emotional well-being, intergroup and intragroup relationships, and prejudice reduction. Kaiser will draw upon theoretical perspectives on legitimacy to argue that low status group members' discrimination attributions threaten the legitimacy of the status hierarchy, and are thus apt to produce interpersonal backlash from high status group members. Garcia will take an intragroup perspective and present research showing that legitimizing beliefs and social norms shape low status group members' responses to fellow ingroup members' discrimination attributions. Sechrist will adopt an informational processing perspective and discuss the intrapersonal consequences of publicly suppressing discrimination attributions. Czopp will discuss the effects that directly confronting another person's discrimination can have for both targets and perpetrators of discrimination, and for intergroup relations in general. Finally, Major will integrate these talks and will discuss the contributions of this research for the study of social stigma. These talks demonstrate that an appreciation for the "public side" of discrimination attributions offers significant theoretical and empirical advances to the study of discrimination.

ABSTRACTS

WHY ARE ATTRIBUTIONS TO DISCRIMINATION INTERPERSONALLY COSTLY?: A TEST OF STATUS-LEGITIMIZING AND GROUP JUSTIFYING MOTIVATIONS. *Cheryl R. Kaiser, Portia S. Dyrenforth, Nao Hagiwara; Michigan State University* – This talk will address how high status group members' endorsement of status-legitimizing beliefs, such as the Belief in a Just World and the Protestant Work Ethic, moderates their interpersonal reactions toward low status individuals who blame negative events on discrimination. Two experiments will be described in which White participants, who had previously completed measures of status-legitimizing beliefs and White identity, evaluated a Black individual who blamed a negative event on discrimination or other causes. Because low status group members' discrimination claims challenge the legitimacy of the status hierarchy, we hypothesized that Whites who strongly

endorsed status-legitimizing beliefs would react particularly harshly toward Black discrimination claimants. As predicted, the more Whites endorsed status-legitimizing beliefs, the more negatively they evaluated Blacks who blamed negative events on discrimination. Endorsing status-legitimizing beliefs was not associated with negativity toward Blacks who blamed negative events on other internal or external causes (in Study 1), or nondiscriminatory unfairness (in Study 2). These negative reactions towards discrimination claimants were mediated by perceptions that the claimant held dissimilar values and failed to take personal responsibility for outcomes. In both studies, participants' White identity did not moderate the relationship between the target's attribution for the event and subsequent perceptions of that individual, thus ruling out an ethnic group justification explanation of these findings. By integrating theoretical perspectives on legitimacy with research on attributions to discrimination, the present research helps explain why claiming discrimination is interpersonally costly and has important implications for understanding the predicaments faced by targets of discrimination.

RESPONSES TO INGROUP MEMBERS WHO ATTRIBUTE AN UNFAIR OUTCOME TO DISCRIMINATION: THE ROLE OF SOCIAL NORMS. *Donna M. Garcia; University of Kansas* – Recent research has demonstrated that high-status group members tend to respond unfavorably to low-status group members who blame negative outcomes on discrimination. My research examines whether these negative reactions are limited to intergroup judgments when people judge outgroup discrimination claimers (e.g., men judge women) or whether these "social costs" can also occur in intragroup contexts when people judge ingroup (e.g. women judge women) discrimination claimers. Because ingroup members' behavior can reflect on the entire ingroup, I anticipated that disliking for discrimination claimers might be greatest in intragroup rather than intergroup contexts to the extent that discrimination attributions appear to violate individualistic norms of accepting personal responsibility for failure. I discuss two experiments that examine the relationship between social norms and judgments of ingroup versus outgroup discrimination claimers. In Study 1, although participants responded more negatively to targets who blamed a test failure on discrimination rather than their performance, dislike was greatest when participants evaluated ingroup rather than outgroup targets. Moreover, beliefs that discrimination claimers avoided accepting personal responsibility for their outcomes mediated the relationship between attribution-type (discrimination or performance) and dislike of ingroup targets. Study 2 replicated these findings when personal responsibility norms were made salient. However, when social justice norms that promoted challenging unfairness were made salient, participants preferred ingroup targets who blamed their failure on discrimination rather than their performance. Following from social identity theory, I suggest that ingroup members might be especially apt to accrue social costs because claiming discrimination has implications for the ingroup's social identity.

PSYCHOLOGICAL CONSEQUENCES OF FAILING TO ATTRIBUTE NEGATIVE OUTCOMES TO DISCRIMINATION. *Gretchen B. Sechrist; University at Buffalo, The State University of New York* – This research examines the psychological consequences of failing to attribute negative feedback to discrimination. One way to organize the many reasons for, and consequences of, discrimination attributions is by understanding three distinct information processing stages that inform these judgments. These processing stages include an initial asking stage (where individuals ask, "Have I experienced discrimination?"), a subsequent interpretation stage where individuals privately decide whether they experienced discrimination, and a public announcement stage where individuals decide whether to publicly share discrimination perceptions. Female participants were exposed to conditions that simulated these three processing stages and then completed measures of implicit and explicit sensitivity to sexism, affect, excuses for poor performances, and attitudes towards the perpetrator. The results illustrate that the three stages to perceiving discrimination result in unique consequences. Overall, individuals who did not engage in asking were less likely to be sensitive to sexism implicitly and more likely to report that someone else experienced sexism than participants who engaged in asking. Participants who did not privately perceive sexism (either because they did not ask the question or because they did not interpret it as such) were more likely to report that someone else experienced sexism, experience negative affect, report nondiscriminatory-related excuses for their performance, and express positivity toward the evaluator than participants who likely privately thought it was discrimination but did not publicly announce it. Understanding the consequences of failing to make discrimination attributions has important implications for the physical and mental health of stigmatized individuals.

THE COSTS AND BENEFITS OF CONFRONTING PREJUDICE. *Alexander M. Czopp; University of Toledo* – An emerging area of social psychology research has examined the interpersonal and intrapersonal consequences of making prejudice-related attributions and the various factors that influence such outcomes. When such a claim is made in the context of confronting another person's prejudiced responding, there are likewise a variety of factors that contribute to how the confrontation is received and its subsequent effect on the individuals involved in the situation. I will discuss a series of confrontation experiments using scenario-based and actual interpersonal encounters that address the potential costs and benefits associated with confrontations of prejudice. Such confrontations generally produce negative interpersonal reactions (e.g., feelings of hostility toward confronter), and this is especially true for target group members who are often perceived as complainers. Furthermore, this negative perception interferes with the efficacy of a target group member's confrontation message. However, there also seem to be positive outcomes associated with interpersonal confrontations. Specifically, confronted participants reported experiencing negative self-directed affect (e.g., guilt, shame) that served to motivate corrective behaviors (e.g., less biased responding). Finally, I will discuss how confrontations can influence individuals beyond the immediate encounter (i.e., the confronter and the confrontee). Merely observing another person's confrontation influenced participants' own subsequent behavior (e.g., perhaps by vicariously experiencing the confrontation) and affected the likelihood of subsequent confrontations toward others' prejudiced responding (e.g., by establishing credibility for confrontations as a useful prejudice reduction strategy). Discussion will also focus on additional costs and benefits associated with confrontations of prejudice.

Poster Abstracts

A1

SEXUAL SUBMISSIVENESS IN WOMEN: COSTS FOR SEXUAL AUTONOMY AND AROUSAL *Amy Kiefer*[1], *Diana Sanchez*[2]; [1]*University of California, San Francisco, CA,* [2]*Rutgers University, New Brunswick, NJ* – Women are frequently exposed to images of women's sexual submission and subservience to male partners (Kilbourne, 2000). Findings will be presented showing that women seem to internalize this subservient role, i.e., they implicitly associate sex with subservience. This association is shown to lead to submissive sexual behavior, thereby reducing sexual autonomy and arousal. Study 1 showed that women implicitly associated sex with subservience. Study 2 demonstrated that women's implicit association of sex with subservience predicted greater personal adoption of a submissive sexual role. Study 3 explored men's implicit associations with sex and found that men do not implicitly associate sex with submission. Finally, Study 4 found that submissive sexual behavior in women reduced their sexual arousability; this effect which was mediated by the reduced sexual autonomy of submissive women.

A2

COMPASSION, PRIDE, AND SOCIAL CONNECTION: THE ROLE OF SHIFTING SELF-OTHER REPRESENTATIONS IN EMOTION-BASED PROSOCIAL BEHAVIOR. *Christopher Oveis, Liz Horberg, Dacher Keltner; University of California, Berkeley* – It is a well-documented finding that emotions triggered by the suffering of others often promote helping behaviors. These prosocial behaviors are not limited to kin or clan members; rather, they can extend to strangers and even out-group members. Three studies examining trait and state positive emotions investigated the proposition that compassion-based altruistic behavior is rooted in a basic perception of similarity between oneself and others. In Study 1, trait compassion was positively related to judgments of self-similarity to social groups. This effect was moderated such that it only held for low-strength target groups, suggesting that compassion directs cognition in the service of the needs of vulnerable, weak, or needy individuals. Pride, in contrast, involving self-promoting status display behavioral tendencies, was associated with a distancing of the self from low-strength social groups, and heightened self-similarity to high-strength groups. In Study 2, experimentally-induced compassion (an other-orienting positive emotion) produced greater self-similarity to social groups than did pride (a self-orienting positive emotion). Again, the effect was moderated by target group vulnerability. In Study 3, compassion produced greater self-similarity to unfamiliar individuals than did pride. Reports of increased self-similarity were accompanied by the physiological marker of increased vagal tone, previously linked to social connection and social engagement. The results of the present research support a model implicating self-similarity as a critical cognitive mechanism in the directing of compassion-based altruistic behavior. Further, the results support a discrete approach to positive emotions, rather than a model that proposes a single cognitive-behavioral function for all positive emotions.

A3

MORE THINKING = LESS INFLUENCE OF FEELINGS? FACTORS THAT MODERATE RELIANCE ON COGNITIVE SUBJECTIVE EXPERIENCES *Rainer Greifeneder, Herbert Bless, Johannes Keller; University of Mannheim, Germany* – Since Kahneman and Tversky (1973) first introduced the notion that the experience of ease or difficulty may be used in judgment and decision making, the ease-of-retrieval phenomenon has consistently been replicated and extended to a number of different domains. Surprisingly, however, little is known about factors that moderate the use of cognitive subjective experiences in judgment making. Furthermore, the few existing pieces of empirical evidence result in seemingly different implications. Addressing this issue, we conducted a series of studies in which situational moderators were orthogonally crossed with the ease-of-retrieval paradigm introduced by Schwarz and colleagues (1991). Specifically, participants listed either few or many arguments supporting a specified attitude position. As pilot studies assured, listing few arguments is easy while coming up with many arguments is difficult. Results demonstrate a more pronounced reliance on the experience of ease or difficulty in situations of low processing motivation or capacity (study 1 and 2). This, however, was not true if the diagnosticity of the experience is experimentally called into question (study 3), thus underscoring the validity of experience-based judgments. Yet, reliance on subjective experience is only more likely in but not restricted to conditions of low processing intensity. Indeed, under conditions of high experiential salience, even participants high in processing intensity may rely on their subjective experiences (study 4), thus speaking to the ubiquitous importance of subjective experiences in judgment and decision making. Results are discussed within a general framework of experience-based social cognition.

A4

BUYING TO BELONG: MOTIVATED COGNITION SUSTAINS THE LINK BETWEEN SELF- MONITORING AND MATERIALISM *Paul Rose*[1], *Stephanie DeJesus*[2]; [1]*Southern Illinois University, Edwardsville,* [2]*John Jay College of Criminal Justice* – Why are some people more preoccupied with wealth and luxury than others? The existing literature suggests that a number of personality traits are related to materialism, and in this research we focus on the possibility that materialism arises from a high self-monitoring disposition. Using a model of motivated cognition, we suggest that high self-monitors are more materialistic than low self-monitors because a) high self-monitors have a stronger motive to belong, b) a stronger motive to belong leads people to construe buying as a means of belonging, and c) construing buying as a means of belonging leads people to place greater value on wealth and luxury. In two surveys of undergraduates we found support for this model, with both correlational and mediational analyses supporting our predictions. Extraversion, which was included as a covariate in some of our analyses, also predicted materialism. However, this association was mediated by self-monitoring. An important implication of our model is that a strong need to belong may predispose people toward materialism by biasing people's beliefs about what the consumption of material goods can accomplish. Rather than construing consumption purely as a series of economic exchanges, people with a strong need to belong (such as high self-monitors) may also construe consumption as an investment in social acceptance.

A5

DRAMATIC SOCIAL CHANGE IN RUSSIA AND MONGOLIA: THE ROLE OF SOCIAL IDENTITY AND RELATIVE DEPRIVATION *Roxane de la Sablonnière*[1], *Francine Tougas*[2]; [1]*Université de Montréal,* [2]*University of Ottawa* – The underappreciated concept of social change is especially timely for a whole array of nation states and communities. The configuration of the world has been altered dramatically in the last decades by momentous political events such as the dismantling of the Soviet Union and the rise of terrorism. How people adapt to profound and rapid social change is a pivotal psychological question. We present two studies that focus on social change in Russia and Mongolia. The role

of collective relative deprivation and of social identity theory in predicting people's adaptation is evaluated with a sample of Russians (N=423) and Mongolians (N=180). Using structural equation modeling, our results indicate that people's adaptation to social change is similar despite the dramatically different contexts of Russia and Mongolia. Members of both groups experienced social relative deprivation in the face of negative social change, and temporal relative deprivation when confronting rapid social change. Relative deprivation also influenced their feeling of in-group pride. Theoretical and practical implications of this research will be discussed.

A6

SEXUAL INTERACTIONS FROM AN APPROACH-AVOIDANCE MOTIVATIONAL PERSPECTIVE *Amy Strachman, Shelly L. Gable; University of California, Los Angeles* — This research extends the approach and avoidance sexual motivation distinction to explore its development and expression. Specifically, we examined how social motivation and relationship context are associated with approach and avoidance sexual motives; and how social and sexual motives influence perceptions of a sexual interaction and attributions for why a sexual interaction did not occur. Sexually active college students currently in a romantic relationship completed a two week daily diary study recording their sexual and relationship events each day. The results showed that approach social motivation (e.g. Hope for Affiliation) and avoidance social motivation (e.g. Fear of Rejection) are associated with approach and avoidance sexual motives, respectively; and approach sexual motives are associated with more positive perceptions of a partner's enjoyment and desire to have sex, and of the sexual experience itself. In addition, the relationship context is associated with sexual motives such that a day filled with intimacy and companionship evokes more approach sexual motives in order to capitalize on the day's positive emotions/events, and a day filled with conflict and disagreement evokes more avoidance sexual motives in order to prevent any further strife. Moreover, relationships satisfaction and approach sexual motives were associated with reporting less negative attributions for why a sexual interaction did not occur (e.g. afraid my partner would say no, my partner wasn't in the mood). The current research suggests that sexual motives are rooted in individual differences but also interact with the relationship environment.

A7

CONTEXT-SPECIFIC SOURCES OF ACCURACY AND BIAS IN PERSON PERCEPTION *Dustin Wood; University of Illinois* — Recent research has shown that contextualized identities (e.g., "how I see myself at work") often predict context-specific outcomes such as role satisfaction better than general personality ratings. Additionally, peer reports appear to be more associated among judges who know the individual from the same context than among judges from different contexts. These lines of research suggest that individuals use context-specific information in forming both judgments of themselves and others, which has important implications for accuracy and bias in person perception. I present research from a study of seven college organizations (N = 307) where individuals completed parallel general and contextualized personality measures of themselves and then rated the personalities of other organization members. Contextualized identities were related to both how individuals were seen by others (target effects) and how they saw others in the organization (perceiver effects) beyond the general personality measures. Further, these relationships were caused by the shared use of context-specific information. First, external information, such as an individual's formal roles in the organization (e.g., president, treasurer), informed both the individual's contextualized identity and how they were seen by others, which results in self-other agreement. Second, raters used their own subjective/internal experience within the organization (e.g., satisfaction and identification) to form both their contextualized identities and personality judgments of others, which results in a context-specific assumed similarity or positivity bias. I discuss the implications of contextual information for understanding basic issues in person perception, such as the conceptualization of self-enhancement and of the processes underlying self-concept development.

A8

WHEN ONE'S PASSION IS ALL THAT COUNTS: THE DIFFICULTY OF PEOPLE WITH AN OBSESSIVE PASSION TO EXPERIENCE POSITIVE AFFECT IN OTHER ACTIVITIES *Geneviève A. Mageau[1], Robert J. Vallerand[2]; [1]Université de Montréal, [2]Université du Québec à Montréal* — The present research investigates the moderating effect of obsessive passion on the relationship between activity engagement and positive affect. Vallerand and his colleagues (2003) propose two types of passion: a harmonious and an obsessive passion. While harmonious passion refers to a motivational force that leads one to choose to engage in an activity, obsessive passion is an internal pressure that pushes one to engage in the activity. Past research has suggested that people with an obsessive, but not a harmonious, passion tend to over-value (Ratelle et al., 2005), rigidly persist in (Blanchard & Vallerand, 2003; Ratelle et al., 2004; Vallerand et al., 2003) and over-identify with their passionate activity (Vallerand et al., 2003). In line with these research, it is suggested that people with an obsessive, but not a harmonious, passion might have difficulties putting their passion aside to invest themselves in other activities such that they might not experience positive affect from these activities. HLM analyses performed on two diary studies show that people with an obsessive passion experience accentuated decreases of positive affect when they do not engage in their passion compared to other people and compared to days when they engage in their passionate activity. Study 2 also shows that people with an obsessive, but not a harmonious, passion ruminate about their passion while doing other activities. These ruminations in turn seem to prevent them from experiencing flow and positive affect. Conversely, harmonious passion predicts flow and positive affect.

A9

THE IRRESISTIBLE FORCE OF FAIR PROCEDURES AND THE IMMOVABLE OBJECT OF MORAL CONVICTION: EXAMINING INFLUENCES ON FAIRNESS JUDGMENTS AND DECISION ACCEPTANCE *Chris W. Bauman; University of Illinois at Chicago* — Current theories of justice emphasize the influence of social identity on perceptions of fairness and cooperation in groups (e.g., Tyler & Lind, 1992). According to this perspective, people are concerned about procedures used to make decisions because procedures convey information about people's status within the group and with authorities. However, recent studies demonstrate that people's concerns about their moral values trump their social identity concerns when decisions have moral relevance. That is, when people's outcome preferences are mandated by their moral convictions, people's perceptions of fairness and decision acceptance are determined by whether their preferred outcome is achieved rather than by perceived procedural fairness (e.g., Mullen & Skitka, 2005). Previous research on the moral mandate effect has not treated separately distinct sources of procedural fairness. Therefore, the current study tested the influences of moral conviction, quality of decision-making, and quality of treatment on fairness judgments and decision acceptance. Results indicated that moral conviction, quality of treatment, and quality of decision-making each independently shaped fairness judgments. However, only moral conviction predicted organizational noncompliance in response to non-preferred outcomes. The study also tested the effect of moral conviction on perceived procedural fairness. Results indicated that moral disagreement with an outcome decreased perceived quality of treatment, but not perceived quality of decision-making. Additionally, analysis revealed that affect played important mediational roles in relationships that involved moral conviction. In summary, both moral and social identities are important to fairness judgments, but moral identity appears to have farther-reaching implications for organizational behavior.

A10

TI: CAUSAL UNCERTAINTY AND EMPATHIC ACCURACY IN FACE-TO-FACE DYADIC SOCIAL INTERACTIONS *Shannon L. Currie[1], Jill A. Jacobson[2], Eliane M. Boucher[2]; [1]Dalhousie University, [2]Queen's University* – Causal uncertainty refers to doubt about one?s ability to understand causal relations in the social world (Weary & Edwards, 1994). Although several studies have shown that high causally uncertain people engage in vigilant information processing, little research has tested whether or not these efforts result in greater objective social accuracy. In the present study, we examined whether high causally uncertain people were more socially accurate using Ickes et al.?s (1990) empathic accuracy task in which dyads infer each other thoughts and feelings. Sixty-two dyads engaged in a videotaped conversation task in which one partner presented a personal problem. Afterwards, the pairs separately viewed the videotape of their interaction, indicated their own thoughts and feelings during the task, and then inferred their partner?s thoughts and feelings. The relationship between causal uncertainty and empathic accuracy was moderated by participants? subjective ratings of the importance of causal understanding and their role in the conversation (i.e., problem discloser versus listener). No causal uncertainty differences were observed among participants who believed that causal understanding was very important. However, for low importance people who disclosed a personal problem, higher causal uncertainty was associated with significantly greater empathic accuracy for the actual content of their partner?s thoughts and feelings. For simple valence accuracy (i.e., the positivity or negativity of their partner?s thoughts and feelings), regardless of importance, high causally uncertain participants who disclosed a problem were significantly more accurate than were those who listened to their partner?s problem.

A11

DIVERGENCE IN CULTURAL PRACTICES: TASTES AS SIGNALS OF IDENTITY *Jonah Berger, Chip Heath; Stanford University* – Research on conformity suggests that people's behavior should converge with others around them, but we know much less about why people diverge (e.g. select different tastes from others). We propose an identity-signaling approach to divergence; people diverge to signal their identity to others so that they can enjoy more fulfilling social interactions. This approach is particularly social. Tastes gain signal value through association with groups or types of individuals, but their meaning becomes diluted when members of more than one type hold them. If both outdoorsmen and suburban accountants drive SUVs, then an observer won't be able to determine if an SUV driver loves Redwoods or spreadsheets. Consequently, different types of people will diverge in the tastes they select, and they will abandon tastes that are adopted by members of other social types. Four experiments support our perspective and address key questions unresolved by previous work. Across individuals, we find that people tend to see certain domains as identity-relevant (e.g. hairstyles and music tastes rather than dish soap and pens), and find that people are more likely to diverge in these identity-relevant domains. People select tastes that are held by fewer others in identity-relevant domains, and adoption by other social types leads people to abandon previously held tastes, more so in identity-relevant domains. Further, we distinguish our perspective from work on uniqueness, illustrating that rather than being caused by idiosyncratic, internal drives, much of divergence is driven by the need to maintain clear identity signals.

A12

IRONIC NEGATIVE EFFECTS OF PERSPECTIVE-TAKING ON DOMINANT GROUP MEMBERS' TREATMENT AND EVALUATIONS OF AN OUTGROUP MEMBER *Jacquie D. Vorauer, Verena Martens; University of Manitoba* – There are a variety of different mindsets that individuals may adopt when engaging in intergroup interaction, some of which are explicitly encouraged in interventions designed to improve intergroup relations. However, much more is currently known about how these mindsets affect social judgments than about how they affect actual behavior in context of intergroup interaction. In this research, White Canadian participants were induced to adopt one of four different mindsets during an ostensible controlled exchange with a First Nations Canadian. The mindsets varied according to whether the participant's own or the outgroup member's perspective was adopted and whether the participant or the outgroup member was the target of judgment: private self-regulation (own perspective/self target), impression formation (own perspective/other target), evaluative concerns (other perspective/self target), and empathy (other perspective/other target). Mindsets that involved trying to take the outgroup member's perspective (i.e., evaluative concerns and empathy) had negative implications for lower-prejudice individuals' behavior toward the outgroup member and led both lower- and higher-prejudice individuals to feel less interested in future interaction with the outgroup member, relative to the own-perspective mindsets. The fact that those induced to adopt the outgroup member's perspective also felt that the outgroup member would be less interested in future interaction with them suggests that enhanced meta-stereotype activation may account in part for the negative effects observed. In contexts where the potential for being evaluated by an outgroup member is immediate, it may be difficult for individuals to empathize without also considering how they are being evaluated.

A13

THE LAY ASSESSMENTS OF SUB-CLINICAL DEPRESSION IN DAILY LIFE *Matthias R. Mehl; University of Arizona* – This study examined how laypersons assess sub-clinical levels of depression in others based on information about their daily social behaviors and interactions. Ninety-six participants were tracked for two days using the Electronically Activated Recorder, a naturalistic observation method that samples ambient sounds from participants' momentary environments. Naïve judges rated participants' level of depression after listening to the sampled ambient sounds. Participants' depressive symptoms were assessed with the short form of the Beck Depression Inventory (BDI). Across all participants, judges' assessments of participants' level of depression evidenced little accuracy (i.e. self-judge agreement), presumably because the cues that judges used to assess depression (e.g., spending time alone, not talking, particularly not in groups, not socializing, not seeking out entertainment, not laughing) were not related to participants' subjective levels of depressive symptoms. Sub-group analyses revealed, however, that judges were substantially more accurate at differentiating between levels of depression among participants with moderate and severe scores on the BDI. This increased self-judge convergence at higher levels of depression was driven by emerging observable behavioral manifestations among the moderately and severely depressed participants. The findings suggest that depressive symptoms are often misperceived in daily life, particularly at lower levels of symptomatology.

A14

THE THERAPEUTIC ROAD TO THE GOOD LIFE *Jonathan M. Adler, Dan P. McAdams; Northwestern University* – The Good Life (King & Napa, 198l; King, 2001) represents the unique combination of (1) having high subjective well-being (SWB) and (2) using complex ways of making meaning of one's experience, as captured by high levels of ego development (ED; Loevinger, 1966). Previous studies of the Good Life have used narrative methodologies to focus on the stories that these people with high SWB and high ED tell of overcoming difficult life events. From the narrative perspective, the life story has been conceived of as a unique level of personality (McAdams, 1996) and so these individuals have served as prototypes for optimal life story construction. Yet the literature in this area has ignored the experience of psychotherapy, an *intentional* process of finding SWB and meaning following difficult events. Therefore, the present study sought to focus on the stories told by people living The Good Life about their experiences in psychotherapy, which can provide a client-centered perspective on optimal conceptions

of mental illness and healing. A community sample of 76 adults completed self-report measures of SWB and ED and wrote the story of their psychotherapy following a semi-structured format based on McAdams' (1988) life story interview. The sample was divided into four groups based on their questionnaires and grounded theory methodology was used by five coders to identify unique narrative patterns which distinguished the Good Lifers. Several salient patterns emerged from the data which indicate the most beneficial ways of understanding and making meaning from one's experiences with mental illness and healing.

A15 – **RECOVERING FROM THREAT: THE NEURAL CORRELATES OF RESILIENCE** *Christian E. Waugh[1], Tor D. Wager[2], Barbara L. Fredrickson[1], Douglas C. Noll[1], Stephan F. Taylor[1]; [1]University of Michigan, [2]Columbia University* – Resilience is defined as effective coping and adaptation in the face of loss, hardship, or adversity. In spite of the well-known psychological benefits of resilience, very little is known about the mediating brain mechanisms. In an event-related fMRI study, we investigated resilient (n=15) and nonresilient (n=15) individuals, defined as scoring in the upper and lower quartiles of an ego resilience scale (ER89). In 1/3 of trials, subjects saw a 'safety' cue that was always followed by a neutral picture from the International Affective Picture System (IAPS). In 2/3 of trials, a 'threat' cue was followed either by an aversive or neutral picture (50/50). The right ventrolateral prefrontal cortex (rVLPFC), which has been implicated in emotion regulation, activated when all subjects anticipated and experienced an aversive visual stimulus. When the anticipated aversive stimulus did not arrive, resilient subjects decreased activity in the rVLPFC; whereas non-resilient subjects maintained activity in this area – reflecting a failure to recover from their expectation of the aversive stimulus. These findings suggest that resilient and nonresilient people may differ from one another in the degree to which anticipation of a possible threat influences emotional response when that threat is gone. Resilient individuals may recover from a possible threat by quickly updating their expectations with new information that the threat did not occur; whereas nonresilient individuals may fail to recover from threats because their negative expectations prevent them from quickly and accurately appraising that the threat is over.

A16

AFFECT AS INFORMATION AND THE SOCIAL PSYCHOLOGY OF JUSTICE *Susanne de Wit, Kees van den Bos; Utrecht University* – In this paper, we show in three studies the crucial role that affect as information plays in the justice judgment process. In Experiments 1 and 2, we focus on the influence of unrelated affective states on this process. We argue that the influence of affect often occurs in highly ambiguous situations and we predict that situational ambiguity is an important moderator of the affect-as-information-heuristic. In Experiment 1, people indeed gave more harsh punishments to ambiguous perpetrators of vandalism when--prior and unrelated to giving the punishments--they had been put into angry as opposed to neutral affective states, whereas the affect manipulation did not influence punishments against clearly guilty perpetrators. In Experiment 2, people who were confronted with a somewhat ambiguous distribution of outcomes, judged their outcome to be less just when--prior and unrelated to receiving the outcome--they had been put into sad as opposed to neutral affective states, whereas the affect manipulation had no significant effects on justice judgments when people received a non-ambiguous distribution of outcomes. Further integrating the affect-as-information heuristic with the social psychology of justice judgments, Experiment 3 reveals that the experience of unfair (as opposed to fair) outcomes led to increased sadness. However, when people had the opportunity to attribute their affective reactions to a (placebo) pill, the outcome fairness manipulation did not significantly influence their justice judgments, suggesting that attributions of affective feelings play a crucial role in the process with which people form justice judgments. Implications are discussed.

A17

OPPOSITION TO REDRESS FOR HISTORICAL INJUSTICES: EFFECTS OF VICTIM SUFFERING AND THE FEASIBILITY OF COMPENSATION. *Katherine B. Starzyk, Michael Ross; University of Waterloo* – Victim groups around the world are demanding redress for injustices that occurred long ago (e.g., slavery). Claims for redress are often rejected by contemporary members of _perpetrator_ groups (e.g., white Americans for U.S. slavery). Why are claims for redress viewed favorably or not? Psychologists addressing this issue focus on collective guilt and social identity (Branscombe & Doosje, 2005), whereas legal scholars (Brooks, 1999) focus on whether the harm from the original justice persists. According to legal scholars, contemporary members of perpetrator groups should be more sympathetic to contemporary members of the victim group and more open to redress when the effects of the harm persist. We examine how the perception of continued suffering, in combination with other factors, affects reactions to redress and sympathy toward claimants. In one study, 93 non-Black participants read about a controversial 1960s relocation of a Black community, which varied whether or not the victim group continues to suffer from the move and whether or not government officials assert that compensation is feasible. Participants_ support of a government apology was positively related to current suffering, but their endorsement of various compensation options and sympathy toward claimants reflected both suffering and feasibility. Participants were most sympathetic toward claimants and in favor of redress when suffering persisted and compensation was feasible. More intriguing, participants were most strongly opposed to redress and least sympathetic when suffering did not persist and compensation was feasible. We discuss the importance of our findings for psychological theories and real world claims for compensation.

A18

TAKE CHARGE OR BE A TEAM PLAYER?: THE EFFECTS OF MANAGEMENT STYLE ON WOMEN'S PERCEPTIONS OF THE WORKPLACE *Daisy Grewal, Valerie Purdie-Vaughns; Yale University* – The present research builds from identity contingency theory, which hypothesizes that people can be affected by cues that signal social identity contingencies—judgments, treatments, etc. that one could experience as a result of having a given identity in a given setting. Four studies examined how the cues about management style and gender representation affect women's perceptions of possible discrimination in the workplace. Male and female participants read fictional company brochures in which companies were depicted with authoritarian or communal management styles, and with executive boards that were either gender diverse or predominantly male. In Study 1, women perceived a lower likelihood of gender discrimination in a company setting that represented both a communal style of management and high gender representation. Such cues had no effect for men. Studies 2 and 3 replicated and extended this effect with additional items measuring discrimination. Study 4 used a population of female business students who presumably had experience in masculine environments, as defined by the presence of an authoritarian style and low gender representation. In this study, two main efects were found such that the students perceived a lower liklihood of gender discrimination when the style was communal or when the company's board was gender diverse. Together, this research suggests that women are highly attuned to contextual features of the workplace which signal potential threat. Thus, identity contingency theory may shed light on the development of threat among stigmatized group members, in particular the sense of threat experienced by women in the workplace.

A19

GENERAL ACTION AND INACTION GOALS: EFFECTS ON MOVEMENT, BEHAVIORAL OBSERVATION, LEARNING, AND ATTITUDE FORMATION *Hong Li, Dolores Albarracín, Ian M. Handley, Kathleen McCulloch, Joshua Leeper; University of Florida* — This research concerns the effects of general goals to act on overt and covert behaviors. A series of experiments was conducted to demonstrate that supraliminal or subliminal verbal priming of action/inaction goals controls various activities. Specifically, in Experiment 1, priming a general goal of action (vs. inaction) through a word completion task increased participants' behavior of doodling on a paper. In Experiment 2, general action goal primes increased the partitioning of others' video-taped behaviors into greater numbers of segments, indicating that participants engaged in a more active observation behavior after the action prime. Experiment 3 showed that participants learned more when they read educational materials following subliminal primes of action (vs. inaction). Experiment 4 supported the hypothesis that general action goals moderate the process of attitude formation. It specifically revealed that participants were more persuaded by a message when they previously received action than inaction primes.

A20

AFRICAN AMERICAN ETHNIC IDENTITY AND ACADEMIC PERFORMANCE AND GOALS *Sabrina Zirkel; Saybrook Graduate School & Research Center* — Ethnic identity has long been understood to positively influence well-being among ethnic minority groups, and recent studies suggest that it plays an important role in academic achievement and persistence as well. In this study, I explored how precursors to the development of ethnic identity – self-ratings of the importance of one's ethnic identification and the extent to which race and ethnicity are discussed in the family – influenced academic achievement and goals over time. Data come from a longitudinal study of adolescent development (N = 921, African American). Data collection consisted of interviews with the African American adolescents and included students' open- and closed-ended reports of factors influencing the development of ethnic identity and their academic achievement, goals and plans over several years. Data reveal that the more students were identified with being African American and the more issues of race were discussed by their families, the better were their grades (p's < .05), the higher were their educational ambitions (p's < .01) as well as the educational goals they felt they definitely would achieve (p's < .01). These data shed light on one mechanism by which ethnic identity can positively shape students' outcomes, in that discussions at home about issues of race help young African Americans interpret and make sense of the complex information they receive about the meaning of race. These discussions also help students place their academic goals and achievements into a framework of resisting stereotypes and discrimination.

A21

BRAIN ACTIVATION IN RESPONSE TO FACIAL SIGNALS OF DOMINANCE AND SUBMISSION: THE ROLE OF IMPLICIT POWER MOTIVATION *Michelle M. Wirth, Steven J. Stanton, Christian E. Waugh, Patricia A. Reuter-Lorenz, Oliver C. Schultheiss; University of Michigan, Ann Arbor* — We have found that implicit power motivation-the need to have impact on others or the world at large- moderates behavioral responses to facial signals of dominance (e.g., anger) and submission (e.g., surprise). We hypothesize that for a high-power person, but not for a low-power person, dominant expressions are aversive and submissive expressions are rewarding. We will present data from an fMRI study in which we examine brain activation patterns in low- and high-power individuals in response to facial expressions of anger and surprise. We recruited 12 participants each from the highest and lowest quintile of power motivation in a pool of 116 pre-screened participants. These 24 participants viewed angry, surprise, and neutral face stimuli, interspersed with a blank control, in a block design, while fMRI scanning took place. We hypothesize that activation (fMRI BOLD response) in emotion- and reward-related areas will vary as a function of power motivation: for example, that the high-power group will show greater amygdala activation in response to anger faces, and/or greater ventral striatum activation to surprise faces.

A22

EFFECTS OF PERCEIVER'S IMPLICIT POWER MOTIVATION ON PAVLOVIAN CONDITIONING IN RESPONSE TO FACIAL SIGNALS OF DOMINANCE AND SUBMISSION *Steven J. Stanton, Michelle Wirth, Oliver C. Schultheiss; University of Michigan, Ann Arbor* — Drawing on interpersonal approaches to social behavior, we hypothesize that a person's dominance-related cognitions, emotions, and behavior are a joint function of the person's implicit power motive (i.e., the need to have impact on others or the world at large) and an interaction partner's facial signals of dominance (e.g., anger) and submission (e.g., surprise). Specifically, we predict that for a high-power person, but not for a low-power person, dominant expressions are aversive and submissive expressions are rewarding. We tested these predictions in a study (N=79) in which we assessed participants' attentional orienting to supra- and subliminally presented conditioned stimuli (abstract shapes), which during training had been predictive of facial expressions of angry and neutral facial expressions. During extinction, high-power individuals oriented attention towards supraliminal anger CS, but away from subliminal anger CS, relative to neutral CS.

A23

"I AM NOT GUILTY" VERSUS "I AM INNOCENT": SUCCESSFUL NEGATION MAY DEPEND ON THE SCHEMA USED FOR ITS ENCODING *Ruth Mayo[1], Yaacov Schul[2], Eugene Burnstein[1]; [1]University of Michigan, [2]Hebrew University* — Negations (e.g., "Jim is not guilty") are part of our daily language and communication. Linguistic and non-linguistic negations can occur when receivers counter-argue what communicators are saying, when hypotheses are disconfirmed, or through negative cognitive responses and many other social interactive processes. Our study explores how negations are encoded by considering the predictions of two theoretical models. According to the fusion model, the core of a negated message and the negation marker are integrated into one meaningful unit. Thus, Jim in the example might be encoded within the schema "innocence.". According to the schema-plus-tag model, a negated message is represented as a core supposition and a negation tag, allowing for dissociation of the two at a later point in time. We compare the two models by examining the nature of inferences that are facilitated by negations. Our results show that the existence of a schema that accommodates the meaning of the original negation is critical in determining how a negation will be encoded. When such a schema is not readily available, processing a negated message facilitates negation-incongruent associations, in line with predictions of the schema-plus-tag model. This model is also supported by analyses of respondents' memory. The implications of these findings for the communication of negated information, for discounting theories, and for the assessment of the truth of incoming information will be presented.

A24

REVERSING FLUENCY-EFFECTS: LEARNING THE ECOLOGICAL VALIDITY OF FLUENCY *Christian Unkelbach; University of Heidelberg, Germany* — In judgments of frequency, recognition, or truth, people often do not know the true state of affairs. The experience ease or fluency of one's own cognitive processes is then a potent proximal cue for judging these distal properties. Usually, fluently processed words are judged to be frequent, statements to be true or names to be famous; however, why, for example, do people judge a fluently processed stimulus as old rather than new in recognition tests? I propose a cue-learning approach to explain the effects of experienced cognitive fluency: Fluent processing leads to higher rated frequency, truth, or fame, because there is a positive ecological correlation between fluency and these properties (e.g., fluently

processed words are indeed more frequent). Thus, fluency is used in accordance with its ecological validity. In two experiments the ecological validity of fluency was manipulated in an implicit learning paradigm. In that manner, the classic finding that fluently-processed stimuli are classified as old or statements as true could be reversed. When low (high) fluency, manipulated by color-contrast or mental rotation, was correlated with old (new) stimuli or true (false) statements in a training phase, participants showed a reversal of the classic patterns at test: Low fluency items had a higher probability to be classified as old (Exp. 1) or as true (Exp. 3) and vice versa. Thus, the impact of fluency was dependent on the cue's learned validity. The implications of the model for other fluency effects (e.g., on liking judgments) will be discussed.

A25

THE IMPACT OF AUDIENCE ON CREATIVE BEHAVIOUR *Inmaculada Adarves-Yorno, Tom Postmes, Alex Haslam; Exeter University, UK* — The impact of external evaluation on creative behaviour has been widely explored (see Amabile, 1996, for a review). However, despite the large volume of research, most has neglected key social aspects of the evaluation—who are the evaluators and what their relationship is to the creator. To address this lacuna, we conducted two experiments. In the first study, we were interested in how creativity varies as a function of audience membership and standards of evaluation. Findings showed that people invested more creative effort when the audience was an ingroup and standards were high. In the second study, we explored whether audience membership could also impact on creative content. In order to measure creative content less subjectively, we defined a dimension of comparison by setting a frame of reference. We did this by defining an ingroup norm (to paint using abstract images) and an outgroup norm (to use figurative images). Subsequently, participants were asked to draw images and were informed that their performance was going to be evaluated by a committee (ingroup vs. outgroup; as in Study 1). Results showed that people's creations were guided by ingroup norms (i.e., using more abstract images) but only when the audience was an ingroup. We believe these studies open a new and fruitful area of research by suggesting that (a) social psychological processes are involved in the production of creative behaviour, and (b) the identity of creators in relation to their audience plays a key role in creative behaviour.

A26

WOMEN'S AFFINITY FOR FEMALE ACTION HEROES, AGGRESSION, SEXISM AND BODY ANXIETY *Dara N. Greenwood; University of Michigan* — Previous research suggests that identifying with and idealizing media icons is associated with increased likelihood of emulating their behavior. Research on the impact of media violence has focused primarily on male media models, while research on body image has focused primarily on female media models. Female action heroes are unique media icons; they are aggressive, fit, glamorous, and ostensibly buck traditional female stereotypes. However, it is unclear whether affinity for female action characters is associated with more positive attitudes about women and self, or whether such attraction would be associated with more negative views. The present study was designed to explore the associations between young women's attitudes towards favorite female action heroes and their aggressive tendencies, body image concerns, and level of sexism. One hundred and fifty four female undergraduates at the University of Michigan participated in an on-line questionnaire study for course credit. A t-test reveals that women with a favorite female action character reported lower levels of hostile and benevolent sexism compared to those without one. Correlational analyses indicate that idealizing action characters' behavior is associated with increased self-reported aggression. Perceived similarity to a character's appearance was associated with lower levels of body anxiety, while idealization of appearance was associated with higher levels of body anxiety. Finally, paired samples t-tests show that action characters elicit greater behavior and appearance idealization than non-action characters. These findings highlight the contradictory and complex ways in which female action heroes interact with young women's perceptions of themselves.

A27

INVESTIGATING THE DISCRIMINANT VALIDITY OF SYMBOLIC RACISM *Joshua L. Rabinowitz[1], Jon A. Krosnick[2]; [1]University of Missouri, Kansas City, [2]Stanford University* — For over 25 years, symbolic racism (SR) has been shown to strongly predict Whites' attitudes toward various racial policies and evaluations of Black political candidates. Proponents of the principled conservatism approach to racial politics have argued that the SR scale is, rather than a measure of racial prejudice, a proxy for liberal-conservatism or for attitudes toward redistributive government policies. The current studies tested the validity of SR by examining the policy attitudes for which SR is not a successful predictor–especially where any confounding with conservative ideology would lead one to expect a relationship. Analyses of data from national probability samples of White Americans tested these claims. In two studies, structural equation models revealed that even when controlling for liberal-conservative ideology, anti-egalitarianism, and attitudes toward limited government, SR strongly predicted Whites' opposition to policies designed to help Blacks. Furthermore, SR predicted Whites' attitudes toward social programs that targeted Blacks better than it predicted attitudes toward programs with beneficiaries who were racially ambiguous. Specifically, SR strongly predicted attitudes toward affirmative action, moderately predicted attitudes toward welfare and food stamps, and did not predict attitudes toward spending on the poor or homeless. SR predicted support for spending on social security. Although this finding is difficult to explain, it is inconsistent with the idea that SR reflects conservative ideology. Generally, these findings are consistent with the claim that SR is a measure of racial animus, not simply of race-neutral ideologies.

A28

INDIVIDUAL DIFFERENCES IN RACIAL IDENTITY: THE ASSOCIATION BETWEEN SALIENCE, CONTEXTUAL TRIGGERS AND PSYCHOLOGICAL OUTCOMES FOR AFRICAN AMERICAN STUDENTS *Tiffany Yip[1], Kahlil Ford[2]; [1]Fordham University, [2]University of Michigan* — Using experimental methods, this study examines the situational influences of context and racial identity on psychological mood. Racial identity is operationalized as both stable and dynamic. Our goal is to examine how situational experiences of racial identity salience (the extent to which race is psychologically prominent at a given point in time) and psychological mood vary by individual differences in stable racial identity. The study was conducted in two parts. First, participants completed a measure of stable racial identity on the internet. Next, to simulate the real-life experiences of African Americans, we experimentally manipulated contextual triggers of racial identity salience employing newspaper articles that mention race. Participants respond to questions about their racial identity salience and psychological mood after reading each of four articles. All articles discuss topics that are negatively valenced (e.g., discrimination against African Americans). Results suggest that individual differences in how positively participants think that others view African Americans (i.e., public regard) moderate how salient racial identity is. Individuals who believe that others view African Americans positively (i.e., high public regard) do not show differences in racial identity salience across the experimental and control conditions. In contrast, individuals who believe that others do not view African Americans positively report higher racial identity salience in the experimental condition. The results also indicate that the negatively valenced prime resulted in lower levels of subjective well-being for the experimental group.

A29

THE BENEFITS AND COSTS OF BEING BICULTURAL *Angela-MinhTu D. Nguyen, Veronica Benet-Martinez; University 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,

2002). Biculturalism is defined loosely as having 2 cultures and strictly as being highly oriented to 2 cultures. In this first-ever selective review of the published biculturalism literature, I explored the advantages and disadvantages to being bicultural, specifically those relating to psychological or sociocultural adjustment. In addition, I examined participant variables as possible moderators of the bicultural-outcome relationships. I attempted to analyze the effect of each of the 2 cultures independently to determine which drives these relationships. For bicultural individuals, there is strong empirical support for benefits pertaining to psychological well-being and sociocultural competency. Interestingly, researchers were unable to find any disadvantages to being bicultural. The moderators of the biculturalism-outcome relationship remain inconclusive because many samples were combined across demographic variables. It cannot be understood fully yet which of the 2 cultures drives the relationships because many researchers measure the presence of one culture as the absence of the other culture (i.e., the effect of each culture is confounded by the effect of the other culture). In conclusion, biculturalism seems to have adjustment benefits. Furthermore, it seems to increase individuals' adaptability, flexibility, and cognitive complexity. Therefore, plural societies should support and promote biculturalism. Before a more comprehensive review can be conducted, researchers need to define biculturalism consistently and to improve their measurement of biculturalism. Moreover, further research is needed to understand the mechanisms behind biculturalism.

A30

THE EFFECT OF TIME PERSPECTIVE ON THE ACTIVATION OF IDEALISTIC VERSUS PRAGMATIC SELVES *Yifat Kivetz, Tom Tyler; New York University* – It is widely accepted that the self-system is dynamic and consists of multiple selves that emerge under different contexts. The present research describes two important and often diverging self-conceptions, the idealistic and pragmatic selves. The idealistic self is defined as a mental representation that places principles and values above practical considerations and seeks to express the person's sense of true, inner self. In contrast, the pragmatic self is characterized as an action oriented mental representation that is primarily guided by practical concerns. Building on a synthesis of construal level theory with research on the self, we propose that a more a distal time perspective activates an idealistic versus a pragmatic self. Self-activation ,in turn, influences the preference between two major motives: maximizing identity versus instrumental benefits. A series of four studies supported this conceptualization. Study 1 demonstrated that people have stronger preferences for identity than instrumental attributes when making decisions about distant than near future outcomes. This pattern was reversed for individuals who viewed instrumental values as a guiding principle in their life, suggesting that a distal time perspective activates the idealistic self, which places principles and values above practical considerations. Study 2 demonstrated that a distal as opposed to proximal time perspective primed an idealistic rather than a pragmatic self-concept. Studies 3 and 4 demonstrated that the construction of idealistic versus pragmatic selves mediates the effect of time on preference. The implications of this research for the literatures on psychological distance, self, and justice are discussed.

A31

OVERT BEHAVIOR AND ATTITUDE CHANGE: A MULTIPLE ROLES ANALYSES *Pablo Briñol[1], Richard E. Petty[2], Kenneth G. DeMarree[2], Derek D. Rucker[3]; [1]Universidad Autónoma de Madrid, [2]Ohio State University, [3]Northwestern University* – In an early study on the influence of overt behavior, Wells and Petty (1980) found that nodding one's head lea to more agreement with a proposal than shaking. More recent research (Briñol & Petty, 2003) has shown that head movements (nodding or shaking) can influence attitude change by affecting the validity assigned to our own thoughts. Head-nodding increases thought-confidence, while head-shaking decreases thought confidence. In the present research we examined whether a number of other novel behaviors can also influence attitude change by affecting the confidence with which people hold their own thoughts. In addition, previous research has looked at thoughts that were consciously available to participants. The present research explores whether behaviors such as head movements can influence not only conscious thoughts, but also thoughts whose origins are unknown (i.e., due to unconscious priming). Finally, the present research examined when these overt behaviors are more likely to influence attitude change by affecting thought confidence and when they can do so by other alternative mechanisms.

A32

THE USE OF CAUSAL EXPLANATIONS IN PERSUASION: EFFECTS OF SELF-UNCERTAINTY AND OTHER-CERTAINTY *Stephanie J. Tobin, Melissa M. Raymundo; University of Houston* – Past studies reveal that individuals who are chronically high in causal uncertainty (CU) and value causal understanding think carefully about persuasive messages that contain causal explanations. As a result, they are more persuaded by strong causal arguments from a high credibility source (Tobin & Weary, under review). However, the individual difference approach used in past research makes it difficult to determine whether the observed effects were due primarily to participants' uncertainty in their own or certainty in other people's causal understanding of events. To address this question, the current study used a scrambled-sentence priming task to activate temporarily either certainty or uncertainty in one's own or other people's causal understanding. Participants then received a counterattitudinal message containing strong or weak, causal or non-causal arguments, from a high or low expertise source. Analyses revealed a significant 5-way interaction on attitudes. Participants primed with self-certainty or other-uncertainty were not affected by argument or source characteristics. However, participants primed with self-uncertainty were significantly more persuaded by causal compared to non-causal arguments, regardless of argument strength and source expertise. Lastly, participants primed with other-certainty were significantly more persuaded by causal compared to non-causal arguments only when the arguments were strong and the source was high in expertise. These findings demonstrate that either self-uncertainty or other-certainty can increase the extent to which people are persuaded by causal arguments. However, other-certainty leads to a more thorough processing of causal arguments than does self-uncertainty. The roles of attention, accuracy, and resistance will be discussed.

A33

AT THE BOUNDARIES OF AUTOMATICITY: NEGATION AS REFLECTIVE OPERATION *Roland Deutsch[1], Bertram Gawronski[2], Fritz Strack[3]; [1]Ohio State University, [2]University of Western Ontario, [3]University of Würzburg* – The present research investigated processes underlying the evaluation of negated expressions (e.g., no money). According to dual-system models of social cognition (e.g., Strack & Deutsch, 2004), such evaluations typically consist of an associative and a rule-based component. Two sets of experiments aimed at dissociating these components. In the first set, we demonstrate that practicing to negate the valence of words increases the efficiency of associative components (e.g., retrieving the valence of the word from memory), but not the efficiency of the rule-based component (i.e. reversing the valence of the word). In the second set, we demonstrate that negations of words influence controlled, but not automatic evaluations of these stimuli, unless the negated expression is frequently used in everyday language. These results suggest that cognitive skills with rule-based components necessarily depend on cognitive control, unless the rule-based component can be substituted by storing the results of previous applications in associative memory. Implications for research on negations and automaticity in social cognition will be discussed.

A34

CULTURE AND IDENTIFICATION WITH GROUPS *Lilach Sagiv[1], Sonia Roccas[2]; [1]Hebrew University Of Jerusalem, [2]Open University Of Israel* – We present an organizing framework for understanding how culture affects identification with groups. We detail three main paths through which culture influence and shape group identification. I. Direct effects of culture on the importance of groups. Cultures differ in the extent to which they encourage people to view themselves as autonomous entities versus embedded in collectives (Hofstede, 1980; Schwartz, 1999; Triandis et al, 1995). Thus, culture has a direct effect on the importance of groups in people's identities. II. Culture and representations of groups. Cultures create perception and thought systems (Nisbett et al, 2001), and consequently impact the nature of the representations of social constructs. We discuss recent literature on culture that indicates how culture impact the representation of groups by influencing the role of group boundaries, the complexity of social identities, the meaning of multiple identities, and more. III. Culture's impact on the motivations that lead to identification with groups. Identification with groups has been explained by the motivation to self enhance (Tajfel & Turner, 1979, 1986) to reduce uncertainty (Hogg & Abrams, 1993; Hogg & Terry, 2000) and by the opposing needs of inclusion versus differentiation (Brewer, 1991). Cultures differ in the importance individuals in them attribute to these identification-related motivations. Moreover, these motivations may differ in their meanings across cultures. We discuss recent literature that reveals such cross-cultural differences in identity-related motivations.

A35

IMITATION IN CREATIVE TASKS: THE ROLE OF TASK DIFFICULTY, PERFORMANCE OF OTHERS, COMPARISON ORIENTATION FOR ABILITIES, AND INDIVIDUALS VS. GROUPS *Laurens Rook, Daan van Knippenberg; Erasmus University Rotterdam* – Creative performance of individuals and groups seems often externally influenced, because uncertainty causes people to observe the creative performance of others. Instead of novelty, such comparisons often lead to imitation. Unfortunately, there is hardly psychological research on imitation in creative tasks. Further, the influence of imitation on creative performance by individuals versus groups is yet unclear. Research shows that under uncertainty, individuals rely upon others (Festinger, 1954), whereas group members reduce uncertainty only by relying upon their ingroup members (Hogg, 2000). Accordingly, we hypothesized that difficult tasks led to more imitation of others' performance than simple tasks for individuals, but not for groups. Second, we predicted that observation of high (vs. low) performance of others led to more imitation, as this provided both individuals and groups with objective information. Third, we expected these effects to be stronger for people with high instead of low comparison orientation for abilities (COA). We tested our predictions in a laboratory study (N = 261), consisting of a 2 (Task Difficulty: low, high) X 2 (Performance of Other: low, high) X 2 (COA: low, high) X 2 (Individual, Group) design. Participants were randomly assigned to an individual or group condition, and took part in a creative construction task. This enabled us to measure imitation in a relatively objective manner. Our results indicated that performance of others equally influenced imitation for individuals and groups, that task difficulty generated more imitation among individuals than among groups, and that these effects indeed depend on COA.

A36

LIVED EXPERIENCES AND INTERGENERATIONAL IDENTITY TRANSMISSION: PRIMORDIALIST NARRATIVES OF ETHNO-NATIONAL IDENTITY IN THE IRISH BORDER AREA *Nathalie Rougier, Lorenzo Cañás Bottos, Jennifer Todd; Geary Institute, University College Dublin* – Narrative analysis examines the construction of meaning and allows to explore the temporal structure of people's experiences by focusing on individuals' memories of the past, their anticipations for the future and how these influence their understanding and actions in the present. Using narrative analysis, this study explores identity formation, change and redefinition in Ireland's border area, focusing specifically on individuals' recourse to primordialist narratives of ethno-national identity, across generations and North and South of the border. The study briefly reviews the concept of 'generation' in the social sciences, the importance of the family in ethno-national identity construal and the role of intergenerational transmission in maintaining - or challenging - cultural continuity. It then presents the analysis of ethno-national identity narratives collected through in-depth interviews with over 100 individuals in Ireland's border counties and explores the discursive definition, changes and transitions of ethno-national identity across generation, North and South of the border. Analyses demonstrate the responsiveness of individuals' ethno-national identifications and self-definitions to recent cultural and political changes on the island, theorizing both as dynamic processes rather than as fixed characteristics. The interactive nature of identity transmission is highlighted as intergenerational transmission appears to involve not only 'top-down' but also 'bottom-up' processes while the selective and differentiated use of primordialist discourses across generations and locations highlights distinctive modes of construing and holding ethno-national identity and map out potential directions of change.

A37

NOURISHING FOOD IDENTITIES IN ADOLESCENCE: FOOD-RELATED SELF-CONCEPTS AS MEDIATING BETWEEN SOCIAL REPRESENTATIONS OF EATING AND DIETARY BEHAVIOUR IN AN IRISH ADOLESCENT SAMPLE *Clifford Stevenson[1], Karen Trew[1], Orla Muldoon[1], Julie Barnett[2], Kerry Brown[2], Glynis Breakwell[3]; [1]Queen's University of Belfast, [2]University of Surrey, [3]University of Bath* – Adolescence is the life-stage associated most closely with the development of identity and in particular with the negotiation of the competing influences which shape the individual. However, little attention has been paid to the ways in which adolescents develop an understanding of themselves in relation to food. This is surprising given the intense focus on the effects of food advertising on young people as well as the World Health Organisation's emphasis on the long term health implications of eating behaviours established in youth. The present study is a multi-method examination of how food-related identities mediate between the shared 'social representations' of eating and self-reported diet among adolescents. Focus groups reveal that the competing social representations of the 'desire for unhealthy foods' and the 'desire for thinness' dominate Irish adolescents' understanding of their diet and overshadow the concept of healthy eating. In addition, a large scale survey (n=3436) of 13-17yr olds indicates that most adolescents have negative perceptions of themselves as 'unhealthy eaters' and that this is associated with low perception of dietary control and a desire to eat more healthily. However, among those who have assimilated the 'desire for thinness', dietary change is associated with weight control rather than health motivation. This suggests that fostering an identity of responsible and efficacious 'healthy eater' among adolescents would empower some to develop their own dietary regulation skills but that the challenge for social psychologists is achieving this goal without facilitating dietary restriction among those dissatisfied with their weight.

A38

THE EFFECT OF PROBABILITY ON MENTAL CONSTRUAL *Cheryl Wakslak, Yaacov Trope; New York University* – Construal Level Theory (Trope & Liberman, 2003) proposes that psychologically distant events are construed in a more abstract manner than psychologically near events. Treating probability as a form of psychological distance, three studies examine the way in which the likelihood of an event occurring is related to the mental representation of that event. In Study 1, objects related to events described as unlikely to occur were categorized into fewer, more broad, groups than objects related to likely events. In Study 2, a paid research assistantship was identified in a more general and less

concrete manner when participants believed they were unlikely, as opposed to likely, to get the assistantship. Finally, in Study 3, participants completed two visual abstraction tasks (the Snowy Pictures Test and Gestalt Completion Test), one of which they believed they were likely to later encounter in an experimental session and one of which they believed they were unlikely to later encounter. As expected, participants' performed better at the task when they believed they were unlikely to later encounter it.

A39

LATINO BICULTURAL IDENTITY INTEGRATION AND SELF-OTHER PERSONALITY PERCEPTIONS *Daniel Miramontez; University of California, Riverside* – In today's increasingly diverse and mobile world, growing numbers of individuals have internalized more than one culture and can be described as bicultural. Bicultural Identity Integration (BII) refers to the degree to which biculturals perceive their mainstream and ethic identities as compatible and integrated vs. oppositional and difficult to integrate (Benet-Martinez, Leu, Lee, and Morris, 2002). That is, biculturals with highly integrated cultural identities (i.e., those high in BII) tend to perceive their ethnic and mainstream cultures as compatible and relatively overlapping, while those low on BII see them as oppositional and discrepant. The present study examined the relationship between Latino bicultural identity organization and degree of overlap between personality ratings of the self, a typical Latino person, and a typical Anglo-American person among an array of culturally diverse sample of Latinos. Specifically, we hypothesized that differences in Bicultural Identity Integration (BII) (e.g. seeing one's two cultural identities as compatible vs. oppositional) would moderate the 'psychological distance' between personality ratings (as measured via Big Five Inventory; BFI) of the self and those of a typical Latino or a typical Anglo-American. Across three studies, results indicate BII is a consistent moderator of the overlap between self-ratings and personality ratings of a typical Anglo-American and typical Latino. These results suggest that our Latino bicultural sample varying in cultural norms, migration histories, and patterns of economic, political, and social relations in the U.S. do engage in various ways of identifying as being Latino.

A40

AT THE CROSSROADS OF DISCRIMINATION: WHEN RACE AND SEX MATTER AT THE SAME TIME *Phillip Atiba Goff, Margaret A. Thomas; Pennsylvania State University* – Despite the large number of processes that mutually underlie race and sex discrimination, little is known about how racism is experienced differently by men and women, nor about how sexism is experienced differently by Whites and Blacks. As Hull, Scott, and Smith have famously noted, it can seem as if "all the women are White, [and] all the Blacks are men" (1982). The present research examines how gendered racial prototypes (i.e. "when we think of Black people, we think of Black men) and racialized gender prototypes (i.e. "when we think of women, we think of White women) impact social reasoning. Across four studies, participants spontaneously generated gendered prototypes for racial groups. For races with a masculine gender prototype, racially stereotypical facial features and movements correlated with ratings of masculinity for both men and women. Similarly, for races with a masculine gender prototype, women were seen as less stereotypical of their race. Lastly, when participants generated stereotypes for the conjoint category that was gender a-prototypical for a given race (e.g. "Black women") these stereotypes did not overlap with the stereotypes for the superordinate racial category (e.g. "Blacks"). However, the stereotypes for the conjoint category that was gender prototypical (e.g. "Black men") had a high degree of overlap with the stereotypes generated for the superordinate racial category. We will discuss these findings with an eye toward their implications for research on both racism and sexism and the possibility of improving our understanding of race and sex influence each other.

A41

ASSERTION-NEGATION DIFFERENCES IN COMMON SELF-REPORT MEASURES *Jessica Nolan[1], Eric S. Knowles[1], Lynne Steinberg[2]; [1]University of Arkansas, [2]University of Houston* – Previous research demonstrate that people respond to assertions of a trait differently from negations. The present stufy looks at how this bias intersect with how traits are measured. A number of current self-report personality measures were reviewed, including the NEO-PI, Jackson Personality Inventory (JPI), MMPI-II, Personality Assessment Inventory (PAI), Hogan Personality Inventory, and current trait measures, including Need for Cognition, Self-Consciousness Scales, Rosenberg Self-Esteem Scale. When items are divided into assertions, where possession of a trait is asserted (e.g., I am ..., I often ..., I usually), and negations, where possession of a trait is denied (e.g., I am not ..., I rarely ..., I seldom ..., I am un....), many scales show a confound between scoring direction (directly scored vs. reverse scored) and item type (assertion vs. negation). For instance, the JPI Anxiety Scale employs 10 directly scored and 10 reverse scored items. The directly score d items include 3 assertions (e.g.,) and 7 negations (e.g.,) whereas the reverse scored items are composed of 9 assertions (e.g.,) and 1 negation (). This disparity means that (a) only 4 of the 20 items refer to anxiety, the remaining refer to calmness, and (b) an Endorsement Bias in self-reporting would augment the reverse scored score and diminish the directly coded score, producing the appearance of a lower anxiety score. As will be demonstrated many, but not all scales show similar confounds. Apparently, few authors attend to or control assertion and negation item type when constructing tests. Two ways to avoid this confound will be described.

A42

SOURCE DELIVERY METHODS AND REGULATORY FIT: EVIDENCE FOR A NEW PERSUASION TECHNIQUE. *Joseph Cesario, E. Tory Higgins; Columbia University, New York* – Two studies provided evidence for a new method by which a physically-present source can increase the persuasive impact of a message. The studies used the principles of regulatory fit, which states that people "feel right" when the type of means used in goal pursuit fits their regulatory orientation. In terms of regulatory focus, previous research has shown framing messages with eager means (advancement) is most persuasive for promotion focus people (concerned with accomplishments, ideals), whereas framing messages with vigilant means (carefulness) is most persuasive for prevention focus people (concerned with obligations, oughts). These studies sought to answer the question of whether the source of a message could use verbal (speech rate) and non-verbal (gestures, body position, body movement) communication to physically deliver an identical message in eager versus vigilant ways, predicted to be more persuasive to promotion versus prevention focus participants, respectively. Study 1 pretested videos in which a male actor delivered, in an eager or vigilant manner, a message advocating an after school program. As rated by Ps, the videos communicated the intended experiences of advancement versus caution. Study 2 used these videos and assessed attitude change and behavioral intention measures. As expected, Ps in fit conditions (compared to non-fit conditions): experienced greater attitude change; rated the program as more important; reported greater intention to vote to implement it; and reported "feeling right" more while watching the videos. These studies provide support for the potential use of these delivery techniques by speakers with the opportunity for visual presentation.

A43

COPING WITH THE THREAT OF REJECTION: EXPECTATIONS OF GENDER BASED REJECTION AND THE ACADEMIC ENGAGEMENT OF WOMEN *Bonita London, Geraldine Downey, Michelle Lee; Columbia University, New York* – Despite the minimization of structural barriers to equality, women continue to experience greater psychological alienation, and slower advancement in non-traditional fields than men. While all women may be exposed to marginalization in

particular contexts, its consequences may not be experienced uniformly, i.e., they may vary based on the expectations, perceptual biases, and coping repertoires that individuals bring to such contexts. Thus, the critical question is what mechanism may predict differences in perceptions and reactions to gender-based threat. The Sensitivity to gender-based rejection model (RS-Gender) posits that past experiences of rejection based on gender lead to defensive expectations of similar rejection, and a readiness to perceive and react to gender-based threat. Two studies based on this model demonstrate that cues of gender stigmatization (e.g., being evaluated by a high-status male) activate the RS-gender dynamic for women who defensively expect gender rejection, and predict differences in perceptions and coping with threat. In one study, high RS-gender women who encounter an evaluation by a high status male are more likely to anticipate bias prior to the receipt of feedback, view the evaluator negatively, make attributions of negative outcomes to bias, and disengage than low RS-gender women. In study 2, we focus on women making the transition into the traditionally male domain of law through a longitudinal study. We demonstrate that these defensive expectations may result in high RS-gender women perceiving and experiencing greater negativity, alienation, and discomfort in the law school environment. In both contexts, implications for successful engagement and coping are discussed.

A44

WHY WE PUNISH IN THE NAME OF JUSTICE *Michael Wenzel; Flinders University, Adelaide, Australia* – The demand that offenders and rule-breakers be punished is deeply ingrained in our society. Research has shown that justice is the dominant motivation underlying calls for punishment. However, how exactly does punishment serve our sense of justice? First, it can be argued that offenders deserve to be punished. Their transgression amounts to a usurpation of power/status over victim and community, which the punishment nullifies. Punishment restores a moral balance. Second, punishment could express condemnation of a wrongful behavior and reassert the validity of the relevant values. Punishment restores value consensus and a shared sense of what is right and fair. It is argued that the just desert motive implies an antagonistic relationship between offender and victim/community. It should therefore predict calls for punishment in particular when participants do not perceive to share a common identity with the offender. In contrast, the value consensus motive implies that offender and victim/community should hold the same values and need to validate them through consensus. It should therefore predict calls for punishment in particular when participants hold a common identity with the offender. A scenario study with 263 university students supported these predictions. Further, the way participants represented the common identity predicted the form of punishment they sought. When they considered their group's values as clear and widely shared, the value consensus motive led to traditional punishment. However, when they considered their group's values as in flux and requiring continuous negotiation, the value consensus motive was related to more constructive penalties (e.g., community service).

A45

A QUESTION OF BELONGING: RACE, GENDER, SOCIAL FIT, AND ACHIEVEMENT *Gregory M. Walton, Geoffrey L. Cohen; Yale University* – One important source of human motivation is the sense that one fits in socially or belongs within a school community. Students at risk of being devalued on the basis of their group identity in school may question whether they belong, and interpret adverse social eventssuch as difficulty making friends on campus or negative feedback from teachersas evidence that they do not. Two field experiments tested whether changing students' attributions for social adversity in school would improve achievement among at risk students. Study 1 used an attributional retraining intervention to convey to students that social adversity was unique neither to them personally nor to members of their racial group more generally. It boosted the felt belonging and achievement of Black students but not that of White students. Specifically, this intervention inoculated Black students against hardship on campus: social stressors no longer led them to doubt their belonging and potential in school in general. It also increased Black students' engagement in achievement behaviors (e.g., hours spent studying), and improved their GPA six months later. Study 2 extended the conceptual analysis to adolescent girls. Adolescence disrupts girls' peer relationships more severely than it disrupts boys' peer relationships, and can thus compromise girls' sense of belonging. Discouraging 6th graders from viewing social adversity as symptomatic of their belonging improved their GPA. Boys were unaffected. Discussion addresses the role of social belonging concerns in motivation and implications for race and gender-based gaps in achievement.

A46

IT'S THE THOUGHT THAT COUNTS: A RELATIONAL MODEL OF GRATITUDE *Sara Algoe, Jonathan Haidt; University of Virginia* – The current research takes a relational approach to the study of gratitude, emphasizing the overlooked role of the benefactor. Previous research has largely relied on an economic or reciprocity model to explain the causes and consequences of this momentary experience. The relational model of gratitude moves beyond reciprocity, suggesting that gratitude for benefits received only arises from perceptions of the benefit in the context of the relationship with the benefactor; this gratitude then builds the relationship through a variety of gestures, not only repayment concerns. The results of two longitudinal studies involving recipients and benefactors in ongoing relationships support the relational model. In the first study, new members of sororities were anonymously pampered by an older member of the sorority for four days. Gratitude for these naturally-occurring occasions of gift-giving was predicted by appraisals of the benefactor's thoughtfulness, not cost of the benefit. This gratitude then predicted both recipient and benefactor relationship ratings one month later. Next, an experimental study involving First Year college roommates demonstrated that a gratitude manipulation enhanced both benefactors' and recipients' perceptions of the relationship following a laboratory interaction and one week later. Importantly, these studies controlled for specific other positive emotions (e.g., satisfaction, amusement, admiration), suggesting a unique value of the positive emotion of gratitude, in line with Fredrickson's broaden-and-build (1998) model of positive emotions. Grounding research on this social emotion in the context of interpersonal relationships provides links to well-being beyond simple good feeling.

A47

GENDER DIFFERENCES IN RELATIONSHIP BETWEEN AGGRESSIVENESS AND EMOTIONAL RESPONSES TO VIOLENT STIMULI *Lucyna Kirwil; Warsaw School of Social Psychology* – The study focused on relationship between a person's aggression and their emotional responses to violent movie scenes. Emotional arousal was understood as a physiological response associated with the heightened ANS activity. According to low-fear-aggression hypothesis (Huesmann, 2003) it was expected that more aggressive subjects would respond with lower arousal to violent scenes. Additionally, according to the gender differences in emotion regulation hypothesis, it was expected that aggressive males would respond with lower fear and emotionally habituate faster than aggressive females. The aggression of 61 males and 61 females was assessed. Then their Skin Conductance Level was registered while they watched extremely violent movie scenes. They reported experienced emotions immediately after viewing the scene. SCL changes from baseline to the end of the film underwent two-way (gender by aggression level) analysis of variance for repeated measures (film scenes). Aggressive subjects (as compared to non-aggressive ones) responded with lower emotional arousal to the first violent scene. In addition, emotional habituation was different for males and females dependent on their aggression level. Habituation was faster in aggressive males than in non-aggressive ones. However, for females significant habituation over the course of the scenes did not occur in aggressive females, whose emotional arousal

actually increased. Females also reported more negative experienced emotions while watching violence. Thus, fast habituation to violence is probably typical of males only. Typical of females is probably slower habituation to violence or in aggressive females even "sensitization with violence" effect, i.e. stronger physiological responding in consecutive contacts with violence.

A48

SIGNALING INJUSTICE IN NEGOTIATIONS THROUGH EMOTIONAL EXPRESSIONS: THE INTERPERSONAL EFFECTS OF DISAPPOINTMENT, WORRY, GUILT, AND REGRET *Gerben van Kleef[1], Carsten K. W. De Dreu[1], Antony S. R. Manstead[2]; [1]University of Amsterdam, The Netherlands, [2]Cardiff University* — Three experiments examined the social effects of emotions that may arise as a result of the appraisal that one has taken too much or received too little in a negotiation. In a computer-simulated negotiation, participants in Experiment 1 were confronted with a disappointed or worried opponent (supplication emotions that are related to receiving too little), with a guilty or regretful opponent (appeasement emotions associated with claiming too much), or with a non-emotional opponent (control). Compared to controls, participants conceded more when the other experienced supplication emotions, and conceded less when the other experienced appeasement emotions (especially guilt). Experiment 2 replicated the effects of disappointment and guilt, and showed that they are moderated by the perceiver's dispositional trust: Negotiators high in trust conceded more to a disappointed opponent than to a happy one, but those with low trust were unaffected. Furthermore, this experiment yielded support for our theoretical framework in that participants interpreted the other's expressions of guilt to mean that the other had claimed too much, whereas disappointment was taken as a signal that the other had received too little. In line with our theorizing, a mediation analysis revealed that negotiators with high trust made smaller demands to a disappointed opponent than to a guilty one because the other's disappointment led them to lower their goals, whereas the other's guilt led them to raise their goals. In Experiment 3 trust was manipulated through information about the other's social value orientation (cooperative vs. competitive) and a similar moderation was obtained.

A49

THE DEVELOPMENT OF CHILDREN'S KNOWLEDGE AND UNDERSTANDING OF CULTURAL AND NATIONAL SYMBOLS IN NORTHERN IRELAND. *Karen Trew, Julia Candy, Barbara McIlwrath; Queen's University of Belfast* — This poster summarises findings from two studies that examined the role played by physical symbols in children's developing awareness of salient socio-political identities within a divided society. The first section of the poster summarises the themes that emerged from focus groups with children who were growing up in one inner-city area in Northern Ireland. These discussions allowed young children to talk about what symbols they felt represented their group and how they identified other groups. The second section of the poster shows how the child's developmental stage and social context are both important factors in the development of knowledge of, and identification with, regional and national flags. The findings of these investigations are brought together in the final section of the poster to highlight the importance of adopting a multi-dimensional approach to analysing the determinants of collective identification in children

A50

SAVORING A BITTERSWEET EXPERIENCE *Jaime L. Kurtz, Timothy D. Wilson; University of Virginia* — This line of research is based on the idea that savoring, which is defined as mindful attention to or awareness of a positive experience, is engaged in infrequently. Normal, automatic cognitive and emotional processes often make savoring a challenge, and demands on our attention are often too great to allow us to "stop and smell the roses." We hypothesize that bittersweet experiences (BSE), positive experiences that are inherently transient and will end soon, involve an interaction of positive and negative affect (Larsen at al., 2001), but also trigger savoring. BSEs occur fairly frequently and can include events as ordinary as the changing of seasons, spending time with family or friends that one sees infrequently, or pleasant (but temporary) vacations, as well as more important events such as the final semester of high school or college. Two studies examining graduating college students provide support for the hypothesis that a BSE is related to increased savoring. Specifically, those who were made to think that graduation is occurring very soon (e.g., Wilson & Ross, 2001) show higher rates of the emotions and thoughts related to savoring (e.g., appreciation, happiness and sadness), and more of a desire to make the most of the time they have left in college; as compared to those who are made to think that graduation is far off, and controls. Because so many life experiences are fleeting in nature, closer examination of BSEs may contribute to knowledge about the savoring process and how people can increase savoring in their everyday lives.

A51

IDENTIFYING AND MEASURING THE ENDORSEMENT BIAS *Eric S. Knowles[1], Lynne Steinberg[2], Dan D. Riner[1], Jessica M. Nolan[1]; [1]University of Arkansas, [2]University of Houston* — Knowles and Condon (JPSP, 1999) observed that people often endorsed opposite traits while denying negations of those same traits. They called this tendency the Endorsement Bias. Earlier, Messick and Jackson (1965) identified a tendency for people to be over-inclusive in their acceptance of traits and distinguished this bias from the more mechanical acquiescent response bias. Knowles and Steinberg have developed a 40-item measure of the Endrosement Bias (the MEB10R) composed of 10 quartets of items, each quartet being an assertion and a negation of opposite traits, e.g., I am trustful, I am not trustful, I am suspicious, I am not suspicious, which are answered on a 5-point rating scale. The quartet can be scored for the trait dimension (e.g., trustful to suspicious), acquiescence (the sum of all four ratings), and the Endorsement Bias (e.g., trustful + suspicious - not trustful - not suspicious). Respondents show a pronounced tendency to endorse assertions and deny negations. An endorsement bias score of 0 indicates equal ratings given to assertions and negations, a score below zero indicates higher ratings for negations, and a positive score indicates higher ratings for assertions. In three large samples (Ns > 195), more than 92% showed a positive score. Using an arbitrary range between +10 and -10 to indicate relatively unbiased responding, more than half of each sample showed a definite Endorsement Bias. The Endorsement Bias score shows moderateinternal consistency (a =.5) and temporal stability (r =.5).

A52

THE SEXUAL HARASSMENT OF UPPITY WOMEN *Jennifer Berdahl; University of Toronto* — Research demonstrates that women who violate gender roles are evaluated more negatively than women who do not. Most of this work focuses on cognitive perceptions and appraisals of targets. This paper adds to an understanding of the consequences faced by women who violate gender roles by examining their actual life experiences. In particular, it examines whether women who violate gender roles by acting "uppity" – assertive, leader-like, and dominant – are more likely than women who do not to be sexually harassed. Sexual harassment is theorized as a hostile reaction to women who blur distinctions between the sexes by acting in ways deemed more desirable for men. Three studies tested this view of harassment. Study 1 included male and female college students (N=175) and showed that women who described themselves in ways consistent with prescriptively masculine personality attributes (e.g., dominant, leader-like, assertive, or outspoken) experienced the most sex-based harassment in a variety of life domains. Study 2 (N=134) showed this effect was not because these women are more likely than other women to negatively evaluate potentially harassing events. Study 3 involved male and female employees at five organizations (N=238) and showed that "uppity" women – women who held "men's"

jobs and women with masculine personality attributes – were sexually harassed the most. This research demonstrates that sex harassment is one way in which "nurture," or the social environment, reinforces sex-stereotypical behavior and the perception that it is natural, and keeps men "masculine," women "feminine," and the sexes separate and unequal at work.

A53

THINKING ABOUT 'WHO YOU DON'T WANT TO BE' MOTIVATES YOU TO BE 'WHO YOU WANT TO BE' *Daniel Brickman, Marjorie Rhodes, Daphna Oyserman; University of Michigan* – Youth who describe their possible selves in terms of an expectation to succeed along with an intention to avoid failure have a higher likelihood of meeting their specific goals than their peers who do not have such 'balanced' possible selves (Oyserman & Markus, 1990). Furthermore, these possible selves are more predictive of achievement when individuals describe plausible strategies for meeting their goals (Oyserman, Bybee, Terry, & Hart-Johnson, 2004). While having balanced possible selves that contain plausible plans correlates with successful self-regulation, experimental studies are needed to determine which components of the possible selves construct are particularly motivating. In the present study, we use priming to examine the question: Are we more motivated by thinking about our expected selves or to-be-avoided selves? High school students were randomly assigned either to a control condition or to an experimental condition in which they were asked to describe either an expected or to-be-avoided possible self. Subsequently, participants completed measures to assess academic persistence (via an anagram task), beliefs about future academic engagement, and perceptions of current academic competence. Participants who focused on a to-be-avoided self demonstrated more persistence, higher ratings of future academic engagement, and increased ratings of current academic competence, relative to all other conditions. Results suggest that to-be-avoided selves may be the particularly motivating component of balanced possible selves.

A54

COMPENSATION AS REAFFIRMATION OF MEMBERSHIP VALUE AND IDENTITY RESTORATION *Tyler G. Okimoto[1,2], Tom R. Tyler[1]; [1]New York University, [2]Flinders University of South Australia* – Provision of monetary compensation as a response to a procedural injustice is a widespread practice in organizations and the U.S. legal system. However, monetary compensation seems to only satisfy instrumental motivations, ignoring any need for membership reaffirmation resulting from unfair procedures, as maintained by relational models of procedural justice (Tyler & Blader, 2003). The current line of research argues that the provision of compensation by group representatives may be an effective way to address procedural violations because compensation does serve to reaffirm the victim's membership value, protecting his or her group identity. A behavioral laboratory study is presented, showing that monetary compensation may be an adequate response to procedural transgressions because compensation can function symbolically as a legitimate act of concern for the injustice victim, verifying that individual's value as a group member. As such, offers of compensation by the group may help to minimize the negative ramifications often associated with unfair procedures, such as lower group identification and poor evaluations. Findings are not explained by instrumental models of justice as even unsuccessful attempts to compensate the victim result in positive reactions towards the group. Additionally, compensation only impacts group evaluations when the injustice is identity relevant (calling the victim's membership status into question), suggesting that these results are not due to global reactions to offers of compensation. Analyses also reveal that, consistent with relational models, these effects are mediated by perceptions of membership value.

A55

ASSERTION-NEGATION RESPONSE DIFFERENCES IN SELF-REPORT IDENTIFIED USING ITEM RESPONSE THEORY *Lynne Steinberg[1], Eric S. Knowles[2]; [1]University of Houston, [2]University of Arkansas* – Psychological scales often include reversed-scored items as a way of neutralizing response sets. Typically, such items are phrased as negations (e.g., "I do not feel calm"). People respond differently to assertion statements (e.g., "I feel anxious") than they do to negations, even when the two statements refer to the same trait (e.g., Chang, 1995, Miller & Cleary, 1993, Sinclair & Tetrick, 2000). We investigated whether the use of negations changes the meaning of an item. This talk demonstrates how item response theory (IRT) methods help us understand the processes of self-report. Nineteen items designed to measure extroversion (IPIP, Goldberg, 1999) were administered to 1396 undergraduates. Fifteen of the extroversion items were used as an "anchor" that provides an estimate of the population group difference against which each target item was evaluated. For the extroversion-contraindicating items, analyses revealed significant slope differences between the assertion and negation forms for 3 of the 4 target items. The slope parameters were significantly higher for assertions than negations indicating that responses to the assertions were more strongly related to the trait measured by the 15 items. For the extroversion-indicating items, analyses did not reveal slope differences. However, 3 of the 4 target items showed significant threshold differences; threshold parameters were lower for the negations compared to the assertions. This pattern implies that items were easier to deny when presented as a negation (e.g., "do not find it easy to approach others") than to endorse as an assertion (e.g., "find it easy to approach others").

A56

WHO WANTS HIGH STATUS? THE RELATIONSHIP BETWEEN BASAL TESTOSTERONE AND STATUS PREFERENCES *Pranj Mehta, Robert A. Josephs; The University of Texas at Austin* – Do some individuals prefer high status more than others? In a variety of animal species, testosterone levels (T) are associated with a preference for higher status. High T individuals typically have higher social rank and are more likely to aggress when their status is threatened, but it is unclear whether T levels predict status preferences in humans as well. Across three studies, we examined the relationship between T and status preferences by randomly assigning individuals to high or low status. In Study 1, same-sex dyads provided saliva samples and were randomly assigned to win or lose in a rigged competition. In Studies 2 and 3, same-sex dyads provided saliva samples, took an ostensible test of leadership, and were randomly assigned to leader or follower through false feedback. We measured several outcome measures, including physiological changes, affective arousal, and behavior. Across all studies, individual differences in T predicted participants_ reactions to high and low status. For example, high T losers increased in cortisol, but high T winners decreased in cortisol. In addition, low T leaders reported more willingness to give up leadership than high T leaders. Overall, our findings are consistent with the hypothesis that higher T is related to a preference for high status. We discuss the implications of our work for understanding leader-follower interactions in face-to-face groups.

A57

THE ROLE OF PHYSICAL ATTRACTIVENESS IN EXPECTATIONS ABOUT LIFE OUTCOMES: A CULTURAL PERSPECTIVE *Stephanie Anderson[1], Glenn Adams[2], [1]University of Kansas, [2]University of Toronto* – This study considered the constructions of relationship that underlie expectations about physical attractiveness. Previous research suggests that people across a variety of cultural settings use physical attractiveness as a cue to person perception and judgments about life outcomes. However, the importance of physical attractiveness cues may vary depending on the extent to which different cultural worlds afford or require individual choice in the construction and maintenance of relationship. Specifically, we hypothesize that attractiveness will matter

more in expectations about life outcomes in settings that afford independent selfways (and constructions of relationship as the product of choice) than in settings that afford interdependent selfways (and constructions of relationship as inherent connection). We examined this hypothesis along 3 dimensions: comparisons between students at the University of Kansas (KU) and the University of Ghana (UG); students from urban and rural backgrounds; and via experimental manipulation of selfways. Participants first completed a questionnaire asking them to describe either their 3 most meaningful personal characteristics (independence manipulation) or their 3 most meaningful personal relationships (interdependence manipulation). Participants then rated photographs according to the likelihood that the depicted individual would experience various life outcomes. Evidence supporting the hypothesis came from all 3 sources of variation in selfways. Expectations about outcomes of attractive and unattractive targets were more discrepant for KU participants than UG participants, for urban participants than rural participants, and—although only among Ghanaian students—for participants in the independence condition than participants in the interdependence condition.

A58

MISTAKES WE MAKE WHEN PREDICTING THE QUALITY OF AN INTERGROUP INTERACTION *Robyn Mallett, Timothy Wilson; University of Virginia* – Individuals tend to expect the worst of intergroup contact, but negative expectations are not always accurate. The present study merges research on affective forecasting with research on intergroup relations to examine the types of errors that individuals make when predicting their experience during an intergroup encounter. When Whites generate predictions for an upcoming intergroup experience, they make three types of errors. They fail to a) consider similarities between the self and interaction partner, b) to account for the power of social norms to shape their own and their partner_s experience, and c) to consider the extent to which they and their partner will engage in compensation to smooth the interaction. We recruited one Black and two White students for each experimental session. One White participant was randomly assigned to be the experiencer and had an 8 minute, unstructured conversation the Black participant. The second White participant was randomly assigned to be the predictor and, in a separate room, was asked to imagine how the interaction would go if he or she were talking to the Black participant. The forecaster evaluated the imagined experience using the same items that the experiencer used to rate the actual interaction. As predicted, when compared to actual reports of the White experiencer, White forecasters underestimated similarities, underestimated the extent to which the situation would constrain their own and their partner_s behavior, and underestimated the extent to which they would engage in compensatory behaviors during the conversation. Implications for improving expectations of intergroup contact are discussed.

A59

UNIPOLAR VS. BIPOLAR PROCESSING: AN EXPLANATION OF THE ENDORSEMENT BIAS EFFECT *Dan D Riner[1], Eric S. Knowles[1], Lynne Steinberg[2]; [1]University of Arkansas, [2]University of Houston* – The Endorsement Bias phenomenon (Knowles & Condon, 1999) consists of a biased response pattern in which respondents endorse (rate more highly) more questions phrased as assertions than questions phrased as negations. This response style persists even when respondents are presented with contradictory or opposite traits with respondents answering "Yes" to opposite assertions (e.g. "I am tidy" and "I am messy") and "No" to opposite negations (e.g. "I am not tidy" and "I am not messy"). This work investigated the hypothesis that those classified as Endorsement Biased have difficulty processing opposites and think more categorically (unipolar processing) while those who do not have the bias think more dimensionally and process opposites more easily (bipolar processing). Participants filled out measures designed to test their ability to produce opposites (opposites measure) and the extent to which they freely engage in producing opposites (association measure). The present study showed that, when instructed to write opposites, individuals classified as Endorsement Biased wrote fewer opposites than those without the bias. This finding supports our hypothesis and indicates that biased individuals may think about opposites in a more dimensional fashion than those without the bias. These results replicate the finding that the Endorsement Bias is a robust effect and offer the first explanation for the mechanism underlying the bias.

A60

UNCONFOUNDING POSITIVE AFFECT AND APPROACH MOTIVATION *Cindy Harmon-Jones, Eddie Harmon-Jones; Texas A&M University* – Valence (postivity/negativity) has often been considered the most significant dimension of emotions. The motivational direction of emotion (approach/avoidance) has not been as widely considered. Motivational direction is often confounded with valence, such that positive emotions are assumed associated with approach motivation while negative emotions are assumed associated with withdrawal motivation. An example of this assumption is the "positive affect" subscale of the positive and negative affect scale (PANAS; Watson, Clark, & Tellegen, 1988), a widely used self-report scale. Although intended to measure positive affect, its items might more accurately measure approach motivation (i.e., strong, alert, determined, proud). To examine whether this scale assesses positive affect or approach affect, we exposed participants to a neutral and an angering manipulation, because anger is a negative and approach-related emotion. In response to the angering manipulation, both self-reported anger and "positive affect" increased. Moreover, they were both positively related to trait behavioral approach sensitivity and hypomania. Also, anger and "positive affect," and "positive affect" and happiness were positively correlated, while anger and happiness were negatively correlated. A second study, examining individual differences measures of anger, neuroticism and "positive affect," found that trait anger was positively related to trait "positive affect," while controlling for trait neuroticism. These results suggest that what has been thought of as "positive affect" may be more accurately characterized as "approach affect." The results emphasize the importance of the motivational dimension of emotion.

A61

VALUE RELEVANCE AND RELIGIOSITY AS COMPONENTS OF IDEOLOGIES ABOUT ABORTION *John D. Edwards, Luke Fiedorowicz; Loyola University Chicago* – Several theories and a large body of research indicate that attitudes are derived from, justified by or otherwise closely associated with values. The present research incorporated attitude-value relations as defined by expectancy-value theories into a broader ideology containing an additional category of beliefs hypothesized to be connected to the focal attitude topic. The attitude target in this research was abortion, and the associated belief category was religiosity. One purpose of the present study was to compare the levels of and relationships among attitude-value expectancies and religiosity of pro- and anti-abortion participants. A second purpose was to compare the actual ratings of how relevant abortion is to values with the perceived value relevance ratings that participants attributed to a typical supporter and typical opponent of abortion. Respondents completed an extensive attitude measure to categorize them into pro- and anti-abortion groups, a multifactor religiosity scale, and an inventory of 24 values that was completed three times: self ratings of relevance of abortion to the values, and the perceived value relevance ratings that would be given by a typical supporter and typical opponent. Pro- and anti-abortion respondents differed in the pattern of correlations among attitudes, religiosity and values with the anti- respondents having the more densely connected ideological structure. Substantial differences were found between actual value relevance ratings and the ratings attributed to typical supporters and opponents. These results identify differences but also areas of common ground and opportunities for better understanding between the conflicting sides of this divisive social issue.

A62

GROUP MEMBERSHIP, CRIME SEVERITY AND RETRIBUTIVE VS. RESTORATIVE JUSTICE: AN EXPERIMENTAL ANALYSIS *Michael J. Platow, Liam Connor, Caroline Shakespeare; The Australian National University* – The implementation of justice following transgression often takes the form of retribution, in which the offender receives punishment commensurate with the offence. In contrast to this, a new model of justice has emerged, in which community members and victims work collaboratively with offenders to restore justice. Among the goals of this restorative justice are reintegration into the community of the offender; a psychological closure and sense of justice on the part of the victim; and a reduction in likely re-offences, providing enhanced security to the community. Although practiced in many on-going criminal cases throughout the world, little experimental social-psychological research has been conducted evaluating people's responses to key variables in the model. Currently, we present experimental research measuring perceptions of fairness, legitimacy, and satisfaction under conditions that vary in: (1) the offender's group membership, (2) the severity of the crime, and (3) retributive vs. restorative nature of the implementation of justice. In interpreting our results, we consider theoretical approaches to both restorative justice and group processes. The implementation of justice following transgression often takes the form of retribution, in which the offender receives punishment commensurate with the offence. In contrast to this, a new model of justice has emerged, in which community members and victims work collaboratively with offenders to restore justice. Among the goals of this restorative justice are reintegration into the community of the offender; a psychological closure and sense of justice on the part of the victim; and a reduction in likely re-offences, providing enhanced security to the community. Although practiced in many on-going criminal cases throughout the world, little experimental social-psychological research has been conducted evaluating people's responses to key variables in the model. Currently, we present experimental research measuring perceptions of fairness, legitimacy, and satisfaction under conditions that vary in: (1) the offender's group membership, (2) the severity of the crime, and (3) retributive vs. restorative nature of the implementation of justice. In interpreting our results, we consider theoretical approaches to both restorative justice and group processes.

A63

WHAT REMAINS ON YOUR MIND AFTER YOU ARE DONE? *Per H. Hedberg, Tory Higgins; Columbia University, New York* – A fundamental property of stored knowledge is its accessibility or retrieval potential. It has long been understood that concepts in stored knowledge are recruited in the pursuit of goals, whereby concepts related to a goal remain accessible until goal completion, when their accessibility drops. We hypothesized that this effect would be qualified by motivational orientations that pull for different procedures in the face of a given goal. After goal completion, a decline in the accessibility of goal-related concepts would support the procedural concern with means of advancement of a promotion focus, whereas high accessibility of goal-related concepts would support the procedural concern with mistakes of a prevention focus. In a search paradigm, lexical decision tasks and a naturalistic free choice measured the target accessibility at different delays after goal completion. Here, we show for the first time that concept accessibility fluctuates over time in support of procedural motives. On both measures, promotion focus predicted decreased concept accessibility after goal completion, and prevention focus predicted increased concept accessibility after goal completion. In addition, the concept became more accessible after goal completion for clearly prevention-predominant participants. The findings provide evidence for a new kind of motivated cognition where even basic cognitive operations, such as change in concept accessibility, are dependent on content-general motivational orientations. Furthermore, the fact that major subject populations are differentially affected by completed earlier tasks suggests a possible confound in widespread experimental practices in psychology. Finally, the findings may have implications for clinical populations such as obsessive-compulsive patients.

A64

SOCIO-CULTURAL SELF AND RESPONSES TO HEALTH MESSAGES *Ayse K. Uskul[1], Daphna Oyserman[1], Michaela Hynie[2]; [1]University of Michigan, [2]York University* – When individuals are at risk for a disease, the public health literature suggests that they are more likely to listen to self-relevant than non-relevant information, all things being equal. In the current studies, we asked in what ways self-relevance must be tuned to the cultural frame of independence and interdependence in health messages. We proposed that interdependence would make relational and role functioning concerns salient when assessing these messages, whereas independence would make salient more self-focused concerns such as physical consequences. We tested this hypothesis with a priming approach. In Studies 1 and 2 we primed self-construal in a Euro-American group and East Asian-American group, respectively. We measured message acceptance and risk beliefs as a function of type of risk (stated in individual (physical symptoms) or interpersonal terms (damage to relationships)) and relevance of the message. Participants all read a fabricated health message (Kunda, 1987) reporting about a fabricated link between caffeine consumption and fibrocystic disease. In Study 1, when the independent self was primed, Euro-Americans who were caffeine drinkers (message is self-relevant) perceived the message more threatening and believed in the content of the article more when they received the physical message than when they received the interpersonal message. In Study 2, the caffeine drinker East-Asian Americans responded similarly, but this time when the interdependent self was primed and when they received the interpersonal message. The congruence between chronic and primed self-focus as well as the focus of the message made participants more open to the threatening health message.

A65

WITHIN-GROUP VARIABILITY IN LATINO/AS' APPROACHES TO CROSS-RACE INTERACTION *Elizabeth Page-Gould, Rodolfo Mendoza-Denton; University of California, Berkeley* – Research on race-based rejection sensitivity (RS-race; Mendoza-Denton et al, 2002; 2005) suggests that while some stigmatized group members expect and react intensely to discrimination, others approach intergroup encounters with calm expectations of acceptance. We present physiological and self-report data from Latino/a individuals randomly assigned to interact with a Latino/a or White same-sex partner as a function of RS-race. At the beginning of the study, low RS-race participants assigned to interact with a cross-race partner reported less negative affect than those assigned a same-race partner. Using salivary cortisol as a hormonal index of physiological stress (Kirschbaum et al, 1995), the findings revealed differences in stress reactivity both for high- and low- RS-race participants. By the end of the interaction, high RS-race participants experienced an increase in physiological stress in the cross-race condition relative to the same-race condition, whereas low RS-race participants experienced a decrease in physiological stress relative to the same-race condition. The data suggest that cross-race interaction can be more positive than same-race interaction among some members of minority groups.

A66

UP-REGULATION AND DOWN-REGULATION OF EMOTIONS AND PASSIONATE LOVE *Bianca P. Acevedo[1], Arthur Aron[1], James Gross[2]; [1]State University of New York at Stony Brook, [2]Stanford University* – In two studies, we examined the ways in which passionate love is like or unlike emotions, particularly with respect to the extent to which individuals report being able to successfully up-regulate and down-regulate passionate love. In Study 1, we conducted semi-structured interviews in which participants (N=22) described specific instances in which they attempted to increase and decrease experiencing passionate love towards another person. Participants reported having less success at increasing feelings of passionate love (M= 3.27) versus decreasing feelings of pas-

sionate love (M=5.81, t (16) = 2.4, p < .05) . In addition, a majority of participants reported that increasing passionate love towards a particular person for whom they did not initially feel it was impossible. In Study 2, we used a self-report measure in which participants (N=446) were asked to describe a time when they tried either to up-regulate or down-regulate either anxiety, sadness, pride, anger, or passionate love, followed by questions about how successful they were. Participants were significantly less successful at up-regulating passionate love (M=3.5) compared to up-regulating the four emotions (M = 5.1, t (434) = 3.9, p < .01) or to down-regulating passionate love (M = 4.7, t (434) = 2.3, p < .05). These results are consistent with other recent research, including neuroimaging findings, suggesting that passionate love operates differently from emotions (being more like a goal-oriented state than a specific emotion), as predicted from the self-expansion model. Alternative explanations are also considered. Finally, implications for understanding emotion regulation are discussed.

A67

THE INFLUENCE OF APPROACH VS. AVOIDANCE BODILY CUES ON GLOBAL VS. LOCAL PROCESSING *Jens Förster, Stefanie Kuschel; International University, Bremen* – We suggest that enactment of approach or avoidance behavior is posited to develop into a conditioned signal that the current situation is potentially rewarding or punishing, and thereby tunes attention in a manner that is best suited for rewarding or punishing situations. In situations of threat, people should concentrate on their concrete surroundings to maintain security: the individual may screen the environment to identify and eliminate obstacles of goal fulfillment. Concrete means are instrumental to attain the goal, and thus the vigilant encoding of local details is crucial. On the other hand, in benign situations where concerns of security are replaced by those of growth and exploration, a global processing mode is needed. We suggest that the approach and avoidance bodily cues of arm flexion vs. arm extension can automatically lead to these processing styles, and present a study showing that global perception is enhanced under arm flexion relative to arm extension, whereas for local perception the opposite is true. In two further experiments, we show that an elicited processing style enhances further task performance that is known to profit from global vs. local processing. Specifically, we show that face recognition is more enhanced under arm flexion than arm extension and that comprehension of the abstract meaning of information is facilitated by arm flexion and impeded by arm extension, whereas under arm extension processing of perceptual and contextual details is enhanced compared to arm extension. We will discuss implications for theory building in embodiment research and motivation science.

A68

CAN'T GET THAT BOY OUT OF MY MIND: THE DIFFICULTY OF SUPRESSING STEREOTYPIC INFORMATION *Barry Corenblum, Phillip Goernert; Brandon University* – The list method of directed forgetting involves presenting participants two lists of items to study. Following presentation of List 1, participants are instructed to remember or forget that list and are then presented with List 2 with remember instructions. This procedure yields two directed-forgetting effects: recall of List 1 is greater for participants instructed to remember both lists than for those instructed to forget List 1 and remember List 2; while the opposite pattern is observed for participants instructed to forget List 1. These effects are explained by a shift of attention from list one to list 2 at encoding, or to processes occurring at recall, suppression of List 1 or response competition. We examined the effect of encoding processes on directed forgetting by presenting female participants with two lists of gender and valence balanced stereotypic traits. Participants in the gender prime condition were told that these traits described a male student, a female student, or, in the control condition, a student. After reporting trait attributes, participants indicated the list source of each trait they reported. Control participants, but not those in the gender prime condition, showed typical directed forgetting effects. Gender prime participants reported more List 2 than List 1 traits and made more correct list attributions when the target person was an outgroup than an ingroup member. The finding that directed forgetting effects could be overridden by gender categorization at encoding suggests that shifts of attention rather than response suppression or response competition may underlie directed forgetting.

A69

APPROACH-AVOIDANCE GOALS AND PSYCHOLOGICAL WELL-BEING AND PHYSICAL HEALTH OUTCOMES ACROSS JAPANESE, EURO-CANADIAN, AND MEXICAN CULTURES. *Kaori Takagi, Steven Heine; University of British Columbia* – Japanese, Euro-Canadian, and Mexican university students listed their personal goals and completed questionnaires on their psychological well-being and physical health at Time 1 (the beginning of the semester) and at Time 2 (the end of the semester). The relationships between the kinds of goals they listed (i.e., approach or avoidance) and their psychological well and physical health were assessed to investigate the moderating role of culture among these relationships. The regression analyses revealed marginal and significant interaction effects of culture and avoidance goals on psychological well-being and health outcomes at Time 2. The results offer support for the hypothesis: Compared with Canadians, Japanese and Mexican people are less likely to experience adverse effects in the areas of well-being and health associated with avoidance goals.

A70

REACTANCE: A DISPOSITIONAL AND SITUATIONAL FACTOR IN SELF-REGULATION *Barbara Beaver, Carolyn Morgan; University of Wisconsin, Whitewater* – Reactance typically has been studied as a situational variable. However, it may also be examined as a dispositional characteristic. In either case, reactance may function as an emotional-motivational variable in self-regulation. In this study, we examined the role of both dispositional and situational reactance in the self-regulation process. Participants were 169 women and 74 men from a midwestern comprehensive regional university. Participants completed a battery of individual difference measures assessing facets of reactance, dispositional anger and anxiety, self-reflection and rumination, negative mood regulation, tolerance of ambiguity, and consideration of future consequences. After completing these measures, we presented participants with a written opportunity to indicate their interest in participating in future research. To induce reactance, we manipulated both the presence of a monetary incentive and the "controllingness" of the language used in the invitation. Participants' willingness to volunteer for future research was examined as a measure of subsequent motivation. We found significant positive correlations between various facets of reactance and dispositional anger, anxiety, tolerance for ambiguity, self-reflection, and rumination. For example, both dispositional anger and tolerance for ambiguity were related to participants' subsequent motivation. However, these variables did not interact with the reactance inductions. In contrast, defiance (a specific facet of reactance) was involved in a three-way interaction with the manipulations of monetary incentive and controllingness to influence subsequent motivation. The results offer preliminary support for the relevance of reactance to self-regulation. Additionally, this study complements recent research findings regarding the role of affect in self-regulation.

A71

EFFECTS OF OMISSION AND COMMISSION ON CHOICES WITH MIXED OUTCOMES *Jennifer L. Cerully, William M. P. Klein; University of Pittsburgh* – Many decisions involve mixed outcomes. For example, an unwed mother might marry her child's father to ensure more support for the child despite the prospect of a loveless marriage. The current study investigated health decisions that result in mixed outcomes - an increased risk for one disease and decreased risk for another. We hypothesized that people would be more willing to perform acts of omis-

sion than commission under these circumstances. Omission was defined as a reduction in a current behavior (not inaction, as it is often defined in the literature) whereas commission was considered the adoption of a new behavior. 202 undergraduates read two pairs of scenarios about behaviors that might increase one risk and decrease another. Each pair consisted of one act of commission (e.g., consuming one alcoholic beverage per day) and one act of omission (e.g., reducing alcohol consumption to three drinks per week). Participants were told that offsetting their increased risk was easy (e.g., by drinking diet beverages) or difficult (e.g., by completely eliminating sugar). For both pairs of scenarios, participants were more likely to perform acts of omission than commission. This was true for likelihood and probability judgments as well as choices. The difficulty of offsetting the increased risk did not moderate this effect. These findings suggest that when considering a behavior that will result in mixed outcomes, the nature of the behavior influences how likely people are to perform it.

A72

VENGEFULLY EVER AFTER: DESTINY BELIEFS, ATTACHMENT ANXIETY, AND UNFORGIVENESS *Jeni Burnette[1], Eli Finkel[2]; [1]Virginia Commonwealth University, [2]Northwestern University* – An intensive longitudinal study examined how destiny beliefs (beliefs that potential relationships are "meant to be") interact with attachment anxiety to predict forgiveness in romantic relationships. Individuals characterized by a strong destiny belief ascribe great importance to their partner's attributes and the stability of these characteristics. When coupled with anxious attachment, a destiny theorist's evaluation of their partner and the relationship is likely to be clouded by insecurities. Specifically, in the current study, we argue that experiencing attachment anxiety will influence the meaning destiny theorists assign to potentially destructive partner behavior, causing them to lose trust in their partner. This meaning analysis, in turn, will predict tendencies toward unforgiveness. To test this hypothesis, every two weeks for six months, participants reported any upsetting behavior that their partner had enacted. For each reported incident, they also indicated the degree to which they forgave the partner, both concurrently and two weeks later. Results from cross-sectional and longitudinal analyses revealed a destiny belief by attachment anxiety interaction effect. The forgiveness tendencies of individuals who were low in destiny beliefs were not significantly altered by attachment anxiety. However, those high in destiny beliefs were less forgiving to the degree that they were experiencing strong attachment anxiety. This interaction effect was completely mediated through levels of trust for the partner. The results extend research on implicit theories of relationships by delineating anxious attachment as a critical relationship context in predicting destiny theorists' propensity to forgive.

A73

VALIDATION OF A TRAIT MEASURE OF DISPLACED AGGRESSION *William Pedersen[1], Thomas Denson[2], Hector Aguilar[1], Eric Colbert[1], Tara Collins[1], Jordan Edwards[1], Matt Escobedo[1], Margaret Newvine[1], Nichole Rive[1], Daniel Simons[1]; [1]California State University, Long Beach, [2]University of Southern California* – Previous measures of aggressive personality have focused on direct aggression (e.g., retaliation against the provoking agent). The current studies were the first to assess the validity of an original self-report measure of trait displaced aggression -- the Displaced Aggression Questionnaire (DAQ). In both studies, participants were exposed to a provocation from the experimenter followed by a mild triggering event from a bogus participant. Participants were then allowed to deliver a noxious physical stimulus to the bogus participant (viz. displaced aggression). In the second study, a situational rumination condition was also employed. Specifically, participants were either induced to ruminate about the provocation or engage in distraction before engaging in displaced aggression. As predicted, in Experiment 1 the DAQ moderated the degree of displaced aggression. Furthermore, the DAQ predicted levels of displaced aggression whereas the Aggression Questionnaire (Buss & Perry, 1992), a reliable and valid measure of direct aggression, did not. In Experiment 2 the DAQ again predicted displaced aggression whereas (a) a general measure of trait positive and negative affect (viz. the PANAS General; Watson et al., 1988) and (b) a general measure of negative self-focus (viz. the Rumination-Reflection Questionnaire; Trapnell & Campbell, 1999) did not. In addition, scores on the DAQ moderated the effects of situational rumination on displaced aggression. Together these findings provide support for the DAQ as a valid instrument for assessing individual differences in displaced aggression. Finally, implications of this work for reducing instances of displaced aggression are also discussed.

A74

IS THE CONSCIOUS SELF A HELP, A HINDRANCE, OR AN IRRELEVANCE TO THE CREATIVE PROCESS? *Brandon Schmeichel[1], Roy Baumeister[2], Nathan Dewall[2], Kathleen Vohs[3]; [1]Texas A&M University, [2]Florida State University, [3]University of Minnesota* – Some artists and philosophers suggest that the conscious mind is an impediment to creative output, but others disagree. We conducted two experiments to test the role of conscious versus nonconscious processes in creative performance. In Experiment 1, subjects read a short story and generated titles for the story. A conscious goal to be creative elicited more creative story titles, whereas nonconscious priming of creativity failed to increase creativity relative to a no goal (control) condition. The nonconscious prime effectively boosted the accessibility of creativity-related thoughts, but it did not boost creative output. In Experiment 2, conscious distraction reduced the creativity of drawings but did not influence uncreative aspects of performance. Specifically, pictures drawn with or without a concurrent distraction were equally coherent and colorful, but pictures drawn under distraction were judged less creative. These studies suggest that conscious processing makes valuable, essential contributions to the creative process.

A75

SUBJECTIVE NORMS DICTATE FIRST-TIME VOTING BEHAVIOR: CELEBRITIES LOOK PRETTY BUT THEY ARE NOT PARTICULARLY INFLUENTIAL *Kenneth Herbst[1], Natalie Wood[2]; [1]College of William and Mary, [2]Saint Joseph's University* – Political parties budget extensive amounts of money for celebrity endorsers. Do celebrities bring forth enough value to warrant the resources used to make their endorsements public? Using a sample of 506 first-time voters from the recent 2004 United States Presidential Election, we examined the extent to which celebrities influenced voting behavior. Using Ajzen and Fishbein's Theory of Reasoned Action, we predicted that subjective norms, in this case the candidate for whom others close to the first-timer voted, would be a stronger predictor of voting behavior than would celebrity influence. Data were collected using an online survey. All respondents were asked the extent to which celebrity-facilitated advertising campaigns assisted them in making their voting decision. Attitudes toward the candidates, intention to vote, political party, the candidate for whom parents and significant others voted, age, and gender were also assessed. Results indicated that the money invested in celebrity endorsement was wasteful. Despite the fact that our respondents were somewhat positive on the celebrity endorsement strategy, they indicated that community events and advertising involving celebrities were least likely to influence their vote. In line with our predictions, the candidate for whom family and significant others voted was a much greater influence than celebrities on voting behavior. Future research should assess whether celebrity endorsements can overcome a lack of liking for a candidate and then in which cases celebrity endorsement could lead to a vote for a previously disliked candidate. Implications for Balance Theory are discussed.

A76

DEVELOPMENT AND VALIDATION OF THE HUMILITY-ARROGANCE IMPLICIT ASSOCIATION TEST *Wade Rowatt, Christie Powers, Stephanie Kennedy, Jordan LaBouff; Baylor University* – This poster describes initial development and validation of the Humility-Arrogance Implicit Association Test (IAT). Dispositional humility was defined as a positive psychological trait characterized by being more open-minded, modest, down-to-earth, humble, and respectful (than arrogant, immodest, conceited, closed-minded, or egotistical). In Study 1, 135 participants completed Humility and Self-Esteem IATs and several self-report measures of personality self-concept. Fifty-five participants completed the Humility IAT again two weeks later and their humility was rated by three friends or family members. In Study 2, we examined estimated and actual course grades of 50 college students who completed Humility and Self-Esteem IATs. The Humility IAT test-retest reliability in Study 1 was a bit low (r = .45). However, implicit humility measured in the practice and test IAT blocks correlated positively at Times 1 (r = .51) and 2 (r = .64). Implicit humility correlated positively with self-reported humility and implicit self-esteem (r = .32) and negatively with narcissism. Implicit humility did not correlate with self-reported gratitude, life satisfaction, optimism, depression, or the Big Five. Self-reported humility and acquaintance-rated humility were correlated (r = .41); however, implicit humility and acquaintance-rated humility were not correlated. No sex-differences in self-reported or implicit humility were found. In Study 2, implicit humility correlated positively with higher actual course grades, but implicit self-esteem did not. Humility appears to be a positive quality with possible benefits. Research is underway to validate further the Humility IAT and to explore potential personal or social benefits of humility relative to arrogance.

A77

DO UNDESERVED BENEFITS THREATEN PEOPLE'S JUST WORLD BELIEFS? *Graeme Haynes, James Olson; The University of Western Ontario* – In the just world literature, most of the research on threatened just world beliefs has focused on observers' reactions to "good" people who have experienced negative fortune (e.g., rape victims, accident victims, etc.). Very little attention has been given to the opposite threat – instances in which a "bad" person experiences positive fortune. In the present research, it was investigated whether such "unjust benefits" threaten participants' just world beliefs, and, if so, whether the strategies people use to protect their threatened beliefs mirror those used to cope with threats created by suffering victims. Participants read about a university student who had achieved either a positive outcome or a neutral outcome on a test, either by using honest means (studying hard) or dishonest means (cheating). They then rated the student's character, the credit he deserved for the mark he attained, and the extent to which they wanted to see him punished. The general pattern of results showed that strong just world believers were more threatened by the individual who cheated and did well than were weak just world believers. Strong believers (a) enhanced the character of the positive outcome cheater, (b) enhanced the credit given to the positive outcome cheater, or (c) expressed an increased desire to punish the positive outcome cheater, relative to the neutral outcome cheater.

A78

DOUBLE-LOOP LEARNING GOALS REDUCE VULNERABILITY OF CONTINGENT SELF-WORTH FOLLOWING PRACTICE AND FAILURE *Yu Niiya, Jennifer Crocker; University of Michigan* – Academic failure lowers the self-esteem of students who base their self-worth on academic competence (Crocker, Sommers, & Luhtanen, 2002). Incremental theories of intelligence (i.e., believing that intelligence can improve) buffer academically contingent self-esteem from failure in the absence of practice (Niiya, Crocker, & Bartmess, 2004). However, on difficult tasks practice may be threatening to highly contingent incremental theorists, because failure implies lack of ability leading them to withhold practice on difficult tasks where failure is likely (Niiya & Crocker, 2005). The present study examined whether double-loop learning (DLL) goals, reflecting the goal to learn from failure and criticism, attenuate vulnerability of self-esteem for highly contingent incremental theorists on difficult tasks. Undergraduate students (N = 172) high and low on academic contingency and DLL goals were primed with entity or incremental theories of intelligence (Bergen, 1992), and practiced or did not practice before taking a difficult Remote Associates Test (McFarlin & Blascovich, 1984). As predicted, high contingent incremental theorists who were low on DLL goals had lower state self-esteem when they practiced than when they did not practice before failure ($t(29) = 3.07$, $p < .01$). This pattern was not found when contingent incremental theorists students were high on DLL goals ($t(18) = .10$, $p = .92$, n.s.). The effect of practice was not significant for less contingent students, or students primed with entity theories. The results supported the idea that DLL goals buffer the self-esteem of contingent incremental theorists who practice and still fail.

A79

MORE THAN WORDS: REFRAMING THE MEANING OF COMPLIMENTS FROM ROMANTIC PARTNERS *Denise C. Marigold, John G. Holmes, Mike Ross; University of Waterloo* – People who struggle with insecurity in their romantic relationship underestimate how positively their partner views them. Most research has focused on the self-defensive way they respond to negative events in the relationship, which ultimately damages the relationship and fuels their unwarranted insecurities (Murray et al., 2001, 2003). Less attention has been given to responses to positive events that maintain insecurity. Some research suggests that insecure individuals are less likely to benefit from their partner's expressions of positive regard, as they fail to make intentional and global attributions for them (Murray et al., 2005). We investigated whether we could induce insecure individuals to take a partner's kind words to heart by manipulating how abstractly they described a recent compliment. Participants recorded a past compliment from their partner and were then randomly assigned to describe either the concrete details surrounding the giving of the compliment, or the meaning and significance of the compliment. Results showed that insecure participants felt happier about the compliment, and more secure and satisfied with their relationship, in the abstract condition than in the concrete condition. Additionally, when reminded of the complement 2 weeks later, insecure participants who had been in the abstract condition still felt more valued by their partner than did those who had been in the concrete condition, as much as the secure participants did in both conditions. These longitudinal results suggest that when prompted, insecure individuals can reframe affirmations from their partner to be as meaningful as secure individuals generally believe them to be.

A80

EGOCENTRISM, CONFLICT MISPERCEPTIONS, AND INTERGROUP HOSTILITY *John Chambers; University of Florida* – Why do members of partisan social groups dislike their adversaries? I suggest that certain misperceptions can explain feelings of hostility towards outgroup members, particularly the belief that the outgroup opposes values which are most important to the self. In one study, Republican and Democrat students (N = 93) estimated their own and outgroup member's attitudes towards four political issues: two traditionally conservative issues (e.g., strong national defense) and two traditionally liberal issues (e.g., eliminating social inequalities). They also rated the typical outgroup member on a series of traits (e.g., likable, unintelligent). First, misperceptions of disagreement were observed among both groups: Republicans had favorable attitudes towards conservative values but falsely assumed Democrats did not, while Democrats had favorable attitudes towards liberal values but falsely assumed Republicans did not. Second, these misperceptions were linked to partisans' impressions of the outgroup in very particular ways. Among Republicans, perceived disagreement about conservative issues predicted hostile trait attributions

about Democrats, but perceived disagreement about liberal issues did not. Among Democrats, perceived disagreement about liberal issues predicted hostile trait attributions about Republicans, but perceived disagreement about conservative issues did not. I suggest that egocentric reasoning is responsible for both findings. Specifically, people think about the outgroup in terms of their opinions towards personally-important values, and by a deductive error in logic, assume the outgroup must oppose those values. And when thinking about how much they like the outgroup, people think about those same personally-important values—and how the outgroup's attitudes differ from their own.

A81

WHEN WHAT WE WANT IS BAD FOR US: INITIAL EVIDENCE FOR THE "MAXIMIZATION PARADOX" *Ilan Dar Nimrod[1], Darrin Lehman[1], Barry Schwartz[2]; [1]University of British Columbia, [2]Swarthmore College* – The opportunity to make highly unconstrained choices has been celebrated in many areas of life. Recently, however, it has been suggested that too much choice has a detrimental effect on well-being. Schwartz et al. (2002) offered a distinction between people who try to maximize the absolute value of each of their choices (maximizers) and people who are oriented towards reducing the task of evaluating all alternatives by choosing one that surpasses an individually determined "good enough" level (satisficers). The present study compared maximizers and satisficers in an ecological valid setting following a purchase of gelato in two gelato parlors, one which offers 20 flavors and one which offers 200 flavors. The data revealed that maximizers found choosing more difficult and they were less satisfied with their choice but only when they faced with the larger assortment. We also found preliminary evidence to suggest that maximizers prefer circumstances that offer more choice, even though they are less satisfied under these circumstances. We term this preference the "Maximization Paradox". The study sheds new light on the interaction between the person and the situation while making a choice. Limitations and future directions are further discussed.

A82

VERTICAL POSITIONS AND NONVERBAL BEHAVIOR: WHEN ARE THEY RELATED? *Marianne Schmid Mast[1], Judith Hall[2]; [1]University of Zurich, Switzerland, [2]Northeastern University, Boston* – Dominance characterizes many social interactions. Although some nonverbal behaviors have been associated with the high and low power position, the relation between vertical positions (e.g., dominance, status, power) and nonverbal behavior remains complex and inconsistent. Some of this inconsistency may result from the confounding of proximal emotional/motivational states with vertical positions, or from variation in how salient the vertical positions are to the people whose behavior is observed. A boss can adopt a considerate or forceful leadership style and a subordinate can behave obediently or egalitarian depending on how formal the setting is. Three self-report studies were conducted in which eight proximal emotional/motivational states were fully crossed with low and high vertical positions and the salience of vertical positions was varied. Participants imagined their smiling, gazing, interpersonal distance, bodily expansiveness, interruptions, loudness, and speaking time towards another person whom they imagined to be lower or higher than themselves in terms of job rank, social class, peer status, or personality dominance. Participants also imagined themselves to be in eight different emotional or motivational proximal states (resentful, discouraged, uncomfortable, dependent, satisfied, wanting to seem intelligent, wanting to be helpful, and wanting to win approval). The relative salience of vertical positions and proximal states was manipulated by using between- or within-participants designs. Salience had potent effects on the size of vertical positions effects, and the vertical positions effects depended on which behavior was being imagined. The findings are used to illustrate how confounded comparisons can lead to conflicting results.

A83

SELF-OTHER DIFFERENCES IN AFFECTIVE FORECASTING *Dina Gohar, Carey K. Morewedge, Daniel T. Gilbert; Harvard University* – Research on affective forecasting has demonstrated that people show an impact bias—they overestimate the intensity and duration of their own emotional reactions to future events (for a review, see Wilson & Gilbert, 2003). The present research investigated whether people similarly overestimate the intensity and duration of others' emotional reactions to future events. Participants forecasted how they or an average person would feel one month after a romantic break-up. Participants expected that they would feel worse (intensity) and take more time to resume dating after the termination of the relationship (duration) than would an average person. Perceived relationship quality mediated judgments of intensity, suggesting that people expect to feel unhappier than the average person after a break-up because they believe they have better relationships than the average person. Perceived relationship quality did not mediate judgments of duration. Finally, informing participants of the impact bias before they made their forecasts had no effect on their forecasts for themselves or the average person.

A84

POSITIVE AND NEGATIVE SELF-DEFINING MEMORIES *Numrah Irfan[1], Kate McLean[2]; [1]University of Guelph, [2]University of Toronto* – Research on personal growth and narrative self-development has traditionally examined how the negativity of an event is related to growth and redemption (e.g, McAdams, 2005; McLean & Thorne, 2003; King et al., 2000). Little attention has been paid, however, to the function of positive memories for growth, though people experience important positive as well as negative events. One recent study found that writing about positive memories was associated with positive emotional and physical health outcomes (Burton & King, 2004), much like writing about negative memories (e.g., Pennebaker & Seagal, 1999). This study examined positive and negative self-defining memory narratives in relation to measures of well-being, stress related growth, and other narrative characteristics. Participants (N = 67) reported three self-defining memories via interview and completed stress-related growth and psychological well-being surveys. Narratives were coded for emotional tone, cognitive accommodation, agency, presence or absence of change within the self, and closure. Results showed that negative memories were associated with less agency and closure and more cognitive accommodation compared to positive memories. Reporting narratives that started negative but turned positive (redemption) was associated with stress related growth. Positive memories, in contrast, were associated with lack of change in the self, higher closure and agency, and were not related to stress related growth. Agentic themes were also related to several measures of well-being. Results suggest that negative memories may be associated with opportunities for growth, while positive memories may represent the continuity in the self and feelings of mastery and control.

A85

SOCIAL-SEXUAL BEHAVIOR AND THE DEVALUATION OF EFFECTIVENESS: THE ASSUMPTION OF LOW PRODUCTIVITY *Benjamin E. Liberman[1], Tyler G. Okimoto[2,3]; [1]Columbia University, [2]New York University, [3]Flinders University, Australia* – "Social-sexual behavior" refers to engagement in non-work related behaviors with coworkers, containing a sexual component (Gutek, Cohen, & Konrad, 1990). Investigations examining "social-sexual behavior" in the work context have revealed that these behaviors are relatively common in organizations (Bowes-Sperry & Powell, 1999), however little research has been conducted examining the impact of such behaviors on third-party evaluations. Two empirical studies are conducted examining reactions towards male and female employees whom have been depicted as engaging in social-sexual behavior. Study 1 examined the impact of social-sexual behavior information on subsequent observer reactions, in tandem with target sex and job status. Findings illustrates that, regardless of gender

and organizational status, employees who engage in social-sexual behavior are viewed as less effective, less desirable as bosses, less likeable, and more dishonest than identically described employees not engaging in these behaviors. Study 2 further delineates the reason why effectiveness is devalued under conditions of social-sexual information. When provided with additional information showing that the target employee is on-task while at work, the provision of social-sexual information does not impact perceived effectiveness or boss desirability. However, regardless of on-task behavior, when provided with social-sexual information about the target, participants viewed that target as dishonest. These findings suggest that the devaluation of an employee's effectiveness occurs when social-sexual information is available because observers presume that these behaviors negatively impact productivity at work. Social-sexual behaviors, however, may also result in additional interpersonal penalties not explained by concerns regarding productive time in the office.

A86

ASSESSING THE EFFECTS OF SELF-CONSTRUAL AND SELF-REGULATORY FOCUS ON INDIVIDUALS' RESPONSES TO EVERYDAY MORAL DILEMMAS *Anna Ebel-Lam, Tara MacDonald; Queen's University* – We assessed whether individual differences in self-construal and regulatory focus influence peoples' responses to moral dilemmas involving the potential for relationship loss. Based on Baumeister and Leary's (1995) assertion that people are highly motivated to maintain positive ties with others, we reasoned that the possibility of damaging one's relationships would influence individuals' perceptions of moral dilemmas, making them more likely to favor a course of action that would keep their relationships intact. Furthermore, we expected this effect to be especially pronounced among individuals with an interdependent self-construal (who define themselves in terms of their relationships with others; Singelis, 1994), or a strong prevention focus (who are motivated to avoid loss; Higgins et al., 2001). Participants responded to a variety of items assessing their reactions to a hypothetical situation in which they had to choose between completing an important assignment and helping a close friend, before completing the Self-construal Scale (Singelis, 1994) and the Regulatory Focus Questionnaire (Higgins et al., 2001). Using a 2 (scenario: group assignment vs. individual assignment) x 3 (type of loss: control vs. school-related vs. friendship) between-subjects design, we varied the implications that assignment completion had for oneself vs. others, as well as the type of loss that was made salient to participants. As anticipated, both prevention focus and interdependent self-construal interacted with the experimental manipulations to influence participants' (a) concerns about the way in which their decision would affect their relationships, and (b) perceptions of how difficult the decision would be.

A87

CHANGING A CONDITIONED ATTITUDE: IMPLICATIONS FOR IMPLICIT AND EXPLICIT ATTITUDES *Robert J. Rydell[1], Allen R. McConnell[2]; [1]University of California, Santa Barbara, [2]Miami University* – There is considerable controversy in the social psychology literature about how to conceptualize attitudes, with considerable speculation about the mechanisms involved in implicit and explicit attitude change. Four experiments utilized a conditioning attitude procedure in which people formed an attitude about an object over 100 trials (Kerpelman & Himmelfarb, 1971). In the next group of trials, participants either did or did not receive counterattitudinal information about the attitude object. Then, participants completed implicit (i.e., IAT) and explicit measures of attitudes (i.e., questionnaires). Experiment 1 showed that explicit attitudes quickly changed with only a small amount of counterattitudinal information whereas implicit attitudes about the same attitude object did not change in response to the same amount of counterattitudinal information. Experiments 2 and 3 showed again that explicit attitudes were changed with small amounts of counterattitudinal information, whereas implicit attitudes changed when a large amount of counterattitudinal information was presented, revealing an associative system characterized by repeated pairings between an attitude object and related evaluations led to attitude change. Experiment 3 also showed that manipulating impression formation goals (a deliberate process) affected explicit attitudes but not implicit attitudes. Experiment 4 showed that deliberate behaviors were uniquely predicted by explicit attitudes and spontaneous behaviors were uniquely predicted by implicit attitudes. Understanding the different processes behind implicit and explicit attitude change, is extremely important for advancing theoretical conceptualizations of attitude change. The current research begins to disentangle the differences in how implicit attitudes and explicit attitudes change.

A88

SELF-REGULATION, PRACTICE, AND EXECUTIVE PROCESSES: GENERATING RANDOM RESPONSES TO TRIVIA QUESTIONS *Ulrich von Hecker, Maria Lima, Rhiannon Buck, Eleanor Hinton; School of Psychology, Cardiff University, Cardiff, Wales, UK* – In the context of self-regulation of executive processes, it is important to better understand the ways in which automatic vs. conscious mechanisms interact. Daniel Wegner recently introduced a paradigm in order to study the influence of automatic, deeply entrenched knowledge on conscious attempts to generate random response sequences. Participants were asked to create random "yes" / "no" responses to easy trivia questions, such as "is Christmas celebrated in winter?". Typically, people answered more questions correctly than would be expected by chance, indicating an inability to completely suppress interference from automatic knowledge. The present research develops Wegner's paradigm to explore two different mechanisms by which the conscious generation of random responses might be improved through cognitive training. In study 1, participants were pre-trained to respond incorrectly to a series of easy questions. In study 2, participants simply practiced the generation of random "yes"/ "no" sequences upon a graphical cue, that is, without accessing content. Both forms of pre-training were successful in improving random response generation in a later test stage, where the proportion of correct responses given returned to the levels expected by chance.Implications of the findings are discussed with respect to the role of executive processes in thought suppression. Rejecting content, as in incorrect answering, appears to be sufficient but not necessary for a successful training intervention. Content-free random generation can have a similar effect. Applications in emotional disturbance and psychopathology are discussed, as well as parallels to Baumeister's notion of "improvement of self-regulation through practice".

A89

AFFECTIVE INFLUENCES ON BEHAVIORAL PRIMING *Claire Ashton-James; University of New South Wales, Visiting Scholar at Duke University* – Four experiments demonstrate that mood influences the size and direction of behavioral priming effects. In Experiment 1, participants in a positive mood made fewer mistakes on a motor task after underlining nouns in a paragraph describing careful behavior (and made more mistakes after reading about carelessness) than people in a neutral mood, demonstrating that positive affect increases the size of behavioral assimilation effects. Participants in a negative mood, however made more mistakes when primed with the trait 'careful' than when primed with 'careless', indicating that negative affect can influence the direction of priming effects (leading to contrast). These results were partially replicated when participants interacted with an experimenter who was dressed in neat or messy attire (Experiment 2); positive mood increased assimilation while negative mood attenuated priming effects. Experiments 3 and 4 investigated mood effects on the priming of politeness and rudeness. Again, semantic priming led to behavioral assimilation in a positive mood and contrast in a negative mood (Experiment 3). Consistent with the results of Experiment 2, however, when participants were behaviorally primed via the perception of a polite or rude interaction between the experimenter and a confederate, negative affect attenuated, rather than reversed, the effect of priming on the politeness of request formulations and interruption time (Experiment 4).

A90

THE CULTURAL NARRATIVE OF FRANCOPHONE AND ANGLOPHONE QUEBECERS AND THEIR PERCEPTIONS OF TEMPORAL RELATIVE DEPRIVATION: LINKS WITH ESTEEM AND WELL-BEING *Evelyne Bougie[1], Donald M. Taylor[2]; [1]Simon Fraser University, Burnaby, Canada, [2]McGill University, Montreal, Canada* – This research investigated the basic hypothesis that a clear cultural identity is associated with positive esteem and well-being (Taylor, 1997, 2002). The testing of this novel hypothesis required first and foremost that a reliable measure of cultural identity generally, and the clarity of a person's cultural identity in particular, be developed. To meet this goal Study 1 introduced an innovative method in a story-telling form, the "Cultural Narrative". The Cultural Narrative method is built on McAdams' (1996, 2001) Life Story Model for assessing personal identity. In order to verify its generalizability, this novel methodology was applied to two natural cultural groups: Francophones and Anglophones in Quebec. Results showed that for Francophones, a clear cultural narrative was associated with positive personal self-esteem and personal well-being, in support of the hypothesis. Unexpectedly, however, results showed that for Anglophones, a clear cultural narrative was associated with negative collective self-esteem, in complete opposition to the hypothesis. In order to theoretically refine the nature of the relationship between cultural identity clarity and individuals' esteem and well-being, Study 2 explored the historical changes in the relative ingroup status of Francophone and Anglophone Quebecers. Results indicate that when temporal relative deprivation patterns are such that the status of one's ingroup is perceived to be on the rise, cultural identity clarity is associated with positive personal well-being. In contrast, when one's ingroup trajectory is perceived to be on the downturn, cultural identity clarity is associated with a lack of personal well-being.

A91

THE EFFECTS OF IN-GROUP EMPATHY AND GUILT ON INTERGROUP CONFLICT *Taya R. Cohen, Chester A. Insko; University of North Carolina at Chapel Hill* – Research suggests that individuals who engage in terrorism are not immoral. On the contrary, terrorists tend to be educated young men from caring and religious families, who are regarded by their in-group as heroic freedom fighters. The goal of the present investigation was to answer the question, how can seemingly heroic and moral individuals commit such horrendous acts of violence? We propose that one of the underlying causes of terrorism, and intergroup conflict in general, is extreme concern for the in-group. Further, we propose that concern for the in-group is a moral concern--a concern we call "group morality." To test whether group morality leads to contentious intergroup relations, we examined the effects that empathy and guilt have on intergroup competition. Past research indicates that guilt proneness increases adherence to moral norms. Therefore, in this study, participants completed a measure of guilt proneness, and then were randomly assigned to one of two three-person groups. The groups interacted for one trial by making choices in a four-choice prisoner's dilemma game (PDG). Prior to making their choices, participants were randomly assigned to complete one of two perspective-taking exercises (empathic perspective vs. objective perspective), or no exercise. Consistent with a group morality interpretation of intergroup conflict, guilt-prone participants who empathized with their in-group made competitive choices, whereas participants instructed to remain "objective and detached" did not. Participants who did not complete a perspective-taking exercise resembled participants in the empathic-perspective condition, which suggests that in-group empathy may be a naturally occurring response.

A92

TO FORGIVE OR NOT FORGIVE: LONGITUDINAL EFFECTS OF MARITAL FORGIVENESS AND THE MODERATING ROLE OF RELATIONSHIP CONTEXT *James K. McNulty; University of Tennessee* – Current cross-sectional research suggests that forgiveness provides great benefits to those who forgive. Nevertheless, a lack of longitudinal support makes such conclusions premature. The current study brought longitudinal data to bear on this issue by examining whether marital forgiveness was associated with increased or decreased future satisfaction with the relationship. I predicted that, though forgiveness may predict future satisfaction in relationships with few transgressions, high levels of forgiveness may reinforce future negative behavior in relationships with more frequent transgressions. Just after their wedding, 72 newlywed couples completed measures of forgiveness, aggression, personality, and marital satisfaction. Subsequent to this initial assessment, they then reported their marital satisfaction every six months for one year. Growth curve analyses revealed that forgiveness exhibited no main effects on changes in marital satisfaction. Instead, consistent with predictions, spouses' tendencies to forgive in the beginning of the marriage interacted with their partners' behavior and personality to impact relationship development. When spouses tended to forgive partners who were unlikely to engage in transgressions, forgiveness predicted more stable satisfaction and unforgiveness predicted steeper declines in satisfaction. When spouses tended to forgive partners who were likely to engage in transgressions, however, forgiveness predicted steeper declines in satisfaction and unforgiveness predicted more stable satisfaction. Apparently, the costs and benefits of forgiveness depend on the context of the relationship.

A93

THE PERSUASIVE INFLUENCE OF PRODUCER AUTHENTICITY VS. CREDIBILITY ON PRODUCT EVALUATIONS: PRODUCT + AUTHENTIC SELF = CREDIBLE *Kellie Doonan, Ben Slugoski; James Cook University, Australia* – Previous studies indicate that both a producer's enjoyment and ethnic background act as routes to perceptions of their authentic 'self' (Doonan, 2004, 2005). These studies furthermore substantiated the persuasive influence of producer authenticity on product evaluations. That is, individuals will evaluate both the quality and value of a product more favourably when the producer is authentic. The current study aimed to contrast the source characteristics of producer credibility, enjoyment authenticity and cultural authenticity to examine which is more persuasive. Seventy-seven students were given two vignettes requesting them to evaluate an Indigenous art piece (cultural authenticity) and a computer repair service (enjoyment authenticity). Within each vignette, the authenticity and credibility of the source was manipulated. In both scenarios, participants evaluated the product/service more favourably when the producer was authentic. Alternatively, producer credibility was found to have no influence on art evaluations and minimal influence on computer service evaluations. Participants' perceptions of producer credibility and authenticity were also obtained. Perceptions of producer credibility were found to be a significant predictor of product quality in the computer vignette, and of product value and product quality in the art vignette. Interestingly, in both vignettes, participants' perceptions of credibility were most strongly determined by producer authenticity. Thus, the results of the current study provide compelling evidence that producer authenticity may be more persuasive than credibility. Furthermore, producer authenticity appears to influence participants' perceptions of credibility over producer expertise.

A94

MOTIVATIONAL INTENSITY UNDER SOCIAL OBSERVATION: EFFECT ON CARDIOVASCULAR REACTIVITY *Guido Gendolla, Michael Richter; University of Geneva, Switzerland* – Based on a recent application of motivational intensity theory (Brehm & Self, 1989) to performance conditions that involve a performer's self (Gendolla, 2004), an

experiment with N = 40 university students investigated the impact of social observation on cardiovascular reactivity during performance of a computer-based letter detection task. The study was conducted in a 2 (social observation: no vs. yes) x 2 (task difficulty: easy vs. difficult) between-persons design. Results were in accordance with the principles of motivational intensity theory, but contrary to other assumptions made for physiological arousal during performance under social observation (e.g., Baron, 1968; Cottrell, 1968; Zajonc, 1965): Rather than producing a main effect on cardiovascular reactivity, the mere presence of an experimenter who observed participants during task performance increased the reactivity of systolic blood pressure (SBP) when the task was difficult, but not when the task was easy. Without social observation, reactivity was modest in both the easy and the difficult conditions. Reactivity of diastolic blood pressure (DBP) described the same pattern as SBP. Results are interpreted as additional evidence for an effort-related analysis of cardiovascular reactivity based on the principles of motivational intensity theory (Wright, 1996; Wright & Kirby, 2001).

A95

DETERMINANTS OF LAW ENFORCEMENT OFFICER'S REACTIONS TO POTENTIAL CRIMINAL SUSPECTS *Michelle Peruche, Ashby Plant; Florida State University* – The current work highlights the importance of police officers' interpersonal contact and training for their explicit and automatic responses to criminal suspects. Recently, Plant and Peruche (2005) found that officers respond with racial bias in decisions to shoot suspects on computer simulations, however, this bias was eliminated with training on a simulation where race was unrelated to weapon possession. The current work extends this previous work by exploring officers' self-reported racial bias in response to criminal suspects as well as the factors, such as interracial contact, that may contribute to officers' racial biases and the likelihood of having these biases eliminated. Examination of 45 officers' explicit racial attitudes and beliefs about the criminality of Black suspects revealed strong relationships with the quality of their contact with Black people on the job and in their personal lives. Officers reporting positive experiences with Black people in their personal lives had more positive attitudes toward Black people and more positive beliefs about the criminality of Black suspects. However, negative contact with Black people at work was related to negative expectations regarding Black suspects. Additionally, officers with negative compared to more positive beliefs about the criminality of Black people were more likely to tend toward shooting unarmed Black suspects on a shooting simulation. Nevertheless, officers with positive contact with Black people in their personal lives were able to eliminate these biases with training on the simulation. The findings are discussed in terms of their implications for the training of law enforcement personnel.

A96

THE INFLUENCE OF SOCIAL CONSENSUS INFORMATION ON INTERGROUP HELPING BEHAVIOR *Lisa Milford, Gretchen Sechrist; University at Buffalo, State University of New York* – Previous research demonstrates that social consensus information (information about the beliefs of other people) has a powerful influence on intergroup attitudes. The present study examined the influence of social consensus information on helping behavior. White participants were provided with favorable or no consensus information about African Americans, and then we assessed their attitudes toward the group as well as their willingness to help an African American versus a White target person. Replicating previous findings, we found that individuals who received favorable, as compared to no, consensus information had more favorable attitudes toward African Americans. More importantly, our results demonstrated that individuals who received favorable consensus information were more likely to help an African American than a White target person. In understanding when and why consensus information influences stereotypes and prejudice, we hope to create a useful method to reduce negative intergroup attitudes and behaviors.

A97

ATTACHMENT DIMENSIONS AND PARTNER ATTRIBUTIONS: THE MEDIATING ROLE OF TRUST *Marie-Joelle Estrada; Duke Unversity, UNC Chapel Hill* – Anxiety and avoidance differences in causal and responsibility attributions were examined in two studies. It was anticipated that a) increased levels of anxiety and avoidance would be associated with increased negativity in attribution for partners' behavior and b) that trust level would mediate the association of attachment with attributional tendencies. The results of Study 1 indicated that anxiety and avoidance were both negative predictors of relationship trust, and that relationship trust completely mediated different relationship attributions for each dimension. Sobel's test for mediation indicated that anxiety's indirect effects on all attributions, and avoidance's indirect effect on causal and responsibility attributions for negative partner behaviors, were a function of relationship trust. The results of Study 2 indicated that this same pattern of significance was not evident for general trust and more holistic relationship attributions. The implications of these findings for the attachment and attribution literatures are discussed.

A98

INCIDENTAL HAPPY AND SAD MOODS AND COGNITIVE DISSONANCE REDUCTION: ATTITUDE CHANGE DEPENDS ON THE PERCEIVED INFORMATIVENESS OF THE MOOD SOURCE *Sean Moore[1,2], Robert Sinclair[3]; [1]Mount Saint Vincent University, [2]University of Alberta, [3]Laurentian University* – Prior research has demonstrated that exposure to incidental happy moods following completion of a dissonance induction task will reduce typical patterns of dissonance induced attitude change, while exposure to incidental sad moods can maintain or even increase efforts aimed at inconsistency resolution. The current study examined the effects of mood inductions and attribution manipulations on dissonance-induced attitude change. Participants wrote counter-attitudinal essays advocating for tuition increases under conditions of high or low choice. In a subsequent mood induction task they were asked to write about happy, sad, or neutral types of life events. Prior to completing attitude measures, half of the participants were reminded that the mood induction they completed could be the primary source for their current affective state. Participants exposed to sad mood inductions reported more positive attitudes toward the essay topic when they attributed their current emotions to the mood induction task than if were not provided with such an attribution. Happy and neutral mood participants provided a similar attribution reported less attitude change than no attribution groups. Implications for theories of mood and of cognitive dissonance are discussed.

A99

WHEN "JUST SAY NO" IS NOT ENOUGH: EFFECTS OF AFFIRMATION VERSUS NEGATION TRAINING ON IMPLICIT STEREOTYPING *Sawsan Mbirkou, Bertram Gawronski; University of Western Ontario* – Previous research suggests that extensive training in negating stereotypes can reduce the automatic activation of stereotypic associations (e.g., Kawakami, Dovidio, Moll, Hermsen, & Russin, 2000). This findings stands in contrast to research showing rebound effects following the suppression of social stereotypes (e.g., Macrae, Bodenhausen, Milne, & Jetten, 1994). Drawing on the distinction between associative and propositional processes (e.g., Gawronski & Strack, 2004), we argue that training effects obtained in previous research are primarily due to the affirmation of stereotype-incongruent associations rather than to the negation of stereotype-congruent associations. In order to test this assumption, participants were repeatedly presented with both stereotype-congruent and stereotype-incongruent information. Half of the participants trained to respond with a "yes" key to stereotype-incongruent information; the remaining half trained to respond with a "no" key to stereotype-congruent information. Immediately after the training, all participants completed an Implicit Association Test designed to assess implicit

stereotyping. Consistent with our predictions, only affirmation of stereotype-incongruent information (but not negation of stereotype-congruent information) led to a reduction in implicit stereotyping. Most importantly, this difference emerged even though participants in the two groups were presented with identical information. Implications for self-control and self-regulation will be discussed.

A100

REASONS VERSUS FEELINGS: INTROSPECTION AND THE RELATION BETWEEN EXPLICIT AND IMPLICIT ATTITUDES *Etienne LeBel, Bertram Gawronski; University of Western Ontario* – A common interpretation of low correlations between explicit and implicit attitude measures is that explicit attitude measures reflect conscious, introspectively accessible evaluations, whereas implicit attitude measures reflect unconscious, introspectively inaccessible evaluations. Drawing on the distinction between associative and propositional processes (Gawronski & Strack, 2004), we argue (a) that implicit attitudes are generally accessible to introspection, and (b) that their impact on explicit attitudes depends on the amount of other propositional information that is momentarily considered for an evaluative judgment. Specifically, we claim that the relation between explicit and implicit attitudes should be higher the lower the number of relevant propositions that are momentarily considered for an evaluative judgment. Consistent with this prediction, implicit attitudes were highly correlated with explicit attitudes when participants were asked to focus on their feelings toward an attitude object (i.e., low number of relevant propositions). However, correlations substantially decreased when participants were asked to think about the reasons why they like or dislike an attitude object (i.e., high number of relevant propositions). Taken together, these results suggest that implicit attitudes are indeed accessible to introspection. However, explicit attitudes may nevertheless be unrelated to implicit attitudes when other relevant information reduces the relative impact of automatic affective reactions on self-reported evaluations.

A101

ASSOCIATIVE AND PROPOSITIONAL PROCESSES IN EVALUATION: UNDERSTANDING THE RELATION BETWEEN DIFFERENT KINDS OF PREJUDICE *Kurt R. Peters, Bertram Gawronski; University of Western Ontario* – 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 the distinction between associative and propositional processes and their application to cognitive consistency (Gawronski & Strack, 2004), we propose a unifying framework for these concepts in terms of their underlying processes. Specifically, it is argued that the impact of negative affective reactions toward racial 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 inconsistency, resulting in different forms of prejudice. Consistent with the predictions implied by this framework, IAT-scores of implicit prejudice against Blacks were highly correlated with feeling thermometer scores of explicit prejudice endorsement when either perceived discrimination of Blacks was low or egalitarian goals were weak. However, the two measures were unrelated when perceived discrimination of Blacks was high and, at the same time, egalitarian goals were strong. Implications for the relation between implicit prejudice, old-fashioned racism, modern racism, and aversive racism will be discussed.

A102

RELATIONSHIPS IN CONTEXT: PERCEIVED RELATIONSHIPS IN THE PAST, PRESENT, AND FUTURE *Wind Goodfriend[1], Amanda Diekman[2], Allison Truax[2]; [1]Boise State University, [2]Miami University* – Recently researchers have begun to study romantic relationships within a larger context, such as within a social context (Agnew, Loving, & Drigotas, 2001) or physical context (Arriaga, Goodfriend, & Lohmann, 2004). The current research investigated perceptions of relationships within a cultural role context. Work on dynamic stereotypes (Diekman & Eagly, 2000) has shown that women are perceived to adopt masculine traits from the past to the future as they enter formerly male-dominated roles. We hypothesized that social role nontraditionalism may also inform relationship nontraditionalism, as evidenced in the form of perceived changes in investment model variables (i.e., lower investments, satisfaction, and commitment, higher alternatives). 201 participants considered a man or woman in 1950, the present, or 2050. They then estimated the sex distributions of several social roles and completed measures of perceived satisfaction, alternatives, investments, and commitment for their target person. Over the years of the design, perceived relationship alternatives increased ($p < .001$), whereas investments and commitment decreased (ps $< .01$). In addition, there was a Year X Target Sex interaction for satisfaction, alternatives, and investments (ps $< .005$). Overall, men were perceived as decreasing in satisfaction and commitment; women were perceived as sharply increasing in alternatives while decreasing in commitment and investments. For female targets, the effect of year on alternatives, investments, and commitment was partially mediated by role nontraditionalism. These findings illustrate that beliefs about the cultural context inform beliefs about relationships. Implications regarding the effects of social context on personal relationships will be discussed.

A103

IMPACTS OF POTENTIAL AND EXPERIENCED AMBIVALENCE ON THE ATTITUDE-BEHAVIOR RELATIONSHIP *Mark Conner; Institute of Psychological Sciences, University of Leeds, Leeds, UK* – A number of studies have examined the impact of attitudinal ambivalence on the relationship between attitudes and behavior. In general potential ambivalence measures have been found to consistently moderate such relationships while experienced ambivalence measures show less consistent results. The present research re-examined these effects in two prospective designs with objectively measured behavior. In study 1 a sample of 600 adolescents completed questionnaire measures of attitudes, potential and felt ambivalence and an objective measure of smoking (carbon monoxide breath test). While potential ambivalence significantly moderated the attitude-behavior relationship (beta = -.13, $p < .05$), felt ambivalence did not (beta = -.05, ns). The direction of moderation indicated, as predicted, that higher levels of potential ambivalence were associated with a weakening of the attitude-behavior relationship. A second study with a sample of 170 students manipulated potential ambivalence via persuasive message balanced for positive and negative elements and observed impacts on the relationship between attitudes towards and objectively assessed visiting of a website. The higher ambivalence group showed significantly higher attitude-behavior relationships ($p < .01$). These results are discussed as being consistent with potential ambivalence being interpreted as a measure of attitude strength. The data from study 1 suggest that experienced ambivalence taps both components of attitude strength and the motivation to resolve attitudinal conflicts.

A104

WHO DO YOU THINK WILL BE ELECTED PRESIDENT? VOTERS AS FORECASTERS *Tarcan Kumkale[1], Wendy Wood[1], Patrick Carroll[2]; [1]Duke University, [2]Ohio State University* – In past research, voters have shown a tendency to judge that their preferred candidate will win the Presidential elections. Although this wishful thinking effect appears robust, there is also evidence that voters are reasonably accurate in their forecasts. The present study examined the extent of wishful thinking versus accuracy in American voters' forecasting as evident in the National Election Surveys 1952-2000 (N = 21,254). About a month before each election, nationally representative samples of voters expressed their voting intentions and predicted the winner of the election. These data revealed that the average voter could forecast the winner of the election quite well

(71% of the voters were correct). According to political scientists, people who know a lot about politics should be better forecasters because of their involvement in politics. In contrast, social psychological theorizing suggests that attitude-relevant knowledge can have complex effects depending on the motivational orientations of the individuals (Wood, Rhodes, & Biek, 1995). Consistent with the complex role of knowledge, political expertise was sometimes associated wishful thinking and sometimes with accurate forecasting. Specifically, for voters who were independents or weak partisans, expertise enhanced accuracy in forecasts, presumably because it increased ability to process election information objectively. For voters who were strong partisans, knowledge appeared to be used in a more biased manner, and thus political expertise reduced accuracy in forecasts. In addition, strong partisans with little political expertise were the worst forecasters, presumably because they relied on relatively simple, wishful rules to estimate the winner.

A105

COGNITIVE ADJUSTMENT AFTER SEPTEMBER 11: THE TRAJECTORY OF TERRORISM-RELATED DISTRESS, DESIRE FOR RETALIATION, AND VICTIM DEROGATION OVER TIME *Heidi A. Wayment[1], Steven Bar[1], Lauren Woodward[2], Erin O'Mara[3]; [1]Northern Arizona University, [2]University of Nevada, Reno, [3]University of Tennessee* – The emotionally compelling and upsetting nature of the September 11th terrorist attacks likely provoked a strong motivation to maintain beliefs in a just world (BJW; Lerner, 2003), which in turn should have elicited differential strategies to preserve BJW such as action strategies (assisting victims or punishing victimizers) or cognitive strategies (rationalizations about the causes of the event or derogation of the character of those who have suffered; Reichle & Schmitt, 2002). In a longitudinal study of undergraduates (N = 163) we evaluated distress, identification with the victims, and strategies to restore BJW 1 and 6 months after the attacks. In the early weeks after the attacks greater levels of distress were positively associated with the desire for retaliation but negatively related to blaming the United States. However, over time initial levels of distress were no longer associated with these strategies but instead with individual (i.e., victims' families) but not group-level (the U.S.) victim derogation. This derogation may have been facilitated by an increase in psychological distance from the victims over time. These data qualify earlier work reporting no evidence of victim derogation (Kaiser et al., 2004), support the theoretical position that emotionally compelling events that threaten just world beliefs produce counter-normative reactions (i.e., victim blaming), and suggest that for extreme events these reactions can persist over several months.

A106

SELF-REGULATION AND SEXUAL RESTRAINT: DISPOSITIONALLY AND TEMPORARILY POOR SELF-REGULATORY ABILITIES CONTRIBUTE TO FAILURES AT RESTRAINING SEXUAL BEHAVIOR *Matthew T. Gailliot, Roy F. Baumeister; Florida State University* – All known societies seek to control sex. Self-regulation seems to be a likely mechanism that would allow for sexual restraint. Self-regulation failure therefore might underlie inappropriate sexual behavior. Five studies supported this hypothesis. Low trait self-control was associated with lower scores on a self-report measure of trait sexual restraint (Pilot Study), solving more word puzzles with sexual words (Study 1), and a greater willingness to engage in sexual infidelity (assessed by hypothetical scenarios; Study 2). Participants who had depleted their self-control strength by engaging in an initial self-control task solved more word puzzles with sexual words (Study 1), were more willing to engage in sexual infidelity (Study 2), and engaged in more extreme sexual behaviors with their dating partner in the lab (Study 4), compared to participants who completed an initial task that did not require self-control. Narrative accounts of sexual restraint showed that failures in sexual restraint are more likely when self-control is temporarily low (Study 3). Further, there was some evidence that self-control interacted with gender and sociosexual orientation in determining sexual restraint. Men were more willing than women to engage in sexual infidelity, but only when they lacked self-control (i.e., low trait self-control or self-control depletion). Sexually unrestricted individuals were more willing to engage in sexual infidelity than were sexually restricted individuals. Self-control depletion increased this difference by making unrestricted individuals especially willing to engage in sexual infidelity. Thus, we found more inappropriate or impulsive sexual behavior to be linked to low trait self-control and self-control depletion.

A107

THE NEGATIVITY EFFECT IN THE INFERENCE OF HAPPINESS AND UNHAPPINESS *Hyunjin Song, Oscar Ybarra; University of Michigan, Ann Arbor* – Two studies investigated whether people take others' negative emotional displays at face value more than others' positive emotional displays. In study 1, participants read a person's description of college life which was either positive or negative along with information about the person's economic situation (good or bad). After reading this information, participants estimated the person's actual level of happiness. When the person's description of college life was positive, participants' estimation of the person's level of happiness assimilated to the valence of the person's economic situation. In contrast, when the person's description of college life was negative, economic situation information did not influence participants' judgments. Study 2 replicated these results in a real life situation involving a structured interview. We performed secondary data analyses on a data set collected by the U.S. General Accounting Office on elderly people's well-being. In these interviews, the interviewers answered questions regarding their impressions of the interviewees, and we used some of these answers to create independent and dependent variables. The results showed that interviewers' estimation of the level of the interviewees' happiness was influenced by the interviewees' economic situation only when the interviewees seemed happy but not when they seemed unhappy. In sum, these two studies show that people use situational information to infer others' happiness but not their unhappiness presumably because they are more likely to take others' displayed unhappiness at face value.

A108

MULITPLE CUES IN SOCIAL PERCEPTION: THE MODERATING EFFECTS OF RACE AND EMOTION ON ATTENTION TO FACES *Jennifer Kubota, Tiffany Ito; University of Colorado, Boulder* – We examined attentional orientation to racial cues and facial expressions as participants viewed Black and White happy, angry, and neutral faces during a race categorization task and an emotion categorization task. Event-related potentials (ERPs) were recorded as a physiological index of attention. Past studies on face perception suggest that the P200 component of the ERP waveform is sensitive to either distinctive or threatening stimuli while the N200 is sensitive to deeper processing of more familiar stimuli. Consistent with these interpretations, the P200 peak amplitude was larger to Black than White faces. In addition, the P200 peak amplitude was larger to angry facial expressions. Interestingly, despite the two automatic threat cues associated with Black angry faces (both race and facial expression) participants did not differentiate Black and White angry faces at the P200. Also consistent with past interpretations, at the N200, peak amplitude was larger to White than Black faces and to happy and neutral facial expressions. These findings suggest that processing of social information from faces occurs rapidly with initially greater attention to threatening stimuli and, as processing continues, finer distinctions are made between the emotions of familiar racial group members.

A109

REGULATORY FIT FEELINGS AS INPUT FOR STOP RULES *Leigh Ann Vaughn, Sandra Schwartz, Jill Malik, Zhivka Petkova, Lindsay Trudeau, Lauren Graber; Ithaca College* – Regulatory fit theory (Higgins, 2000) proposes that congruence between one's current regulatory focus and strategies of goal pursuit (i.e., regulatory fit) enhances motivation relative to

regulatory nonfit. However, if people can use regulatory fit feelings as information for evaluative judgments (for a review, see Higgins & Speigel, 2004), they should be able to use them as input for stop rules as well, with context-dependent effects on motivation. Stop rules are decision rules about when to stop working on a task (e.g., Martin, Wyer, Achee & Ward, 1993). With an enjoyment stop rule ("Continue as long as you feel like it"), regulatory fit feelings of rightness should suggest greater enjoyment and enhance motivation relative to regulatory nonfit. With a sufficiency stop rule ("Continue until you cannot do more"), regulatory nonfit feelings of wrongness should suggest that one has achieved insufficiently adequate performance and enhance motivation relative to regulatory fit. Three experiments supported these hypotheses. With no explicit stop rule (Experiment 1) or an explicit enjoyment stop rule (Experiments 2 and 3), participants exerted more effort on tasks when experiencing regulatory fit than when experiencing regulatory nonfit. With an explicit sufficiency stop rule (Experiments 2 and 3), participants exerted less effort when experiencing regulatory fit than when experiencing regulatory nonfit. The interactive effect of regulatory fit and stop rules is sufficiently explained by misattribution of rightness feelings from regulatory fit: the effect was eliminated by drawing participants' attention to an earlier event as a source of rightness feelings (Experiments 1 and 3).

A110

KNOWLEDGE ABOUT TRUSTWORTHINESS: THE PROTOTYPE AND INDIVIDUAL DIFFERENCES IN ITS ACCESSIBILITY *Bulent Turan, Leonard M. Horowitz; Stanford University* — A prototype was derived empirically to describe cues that people use to judge whether a potential partner can be trusted to be available when needed. (A false recognition study showed that the identified elements do possess the internal structure of a prototype.) A new measure was then constructed to assess each participant's ability to discriminate prototypic from non-prototypic elements in order to evaluate knowledge of trustworthiness. Two laboratory experiments applied the measure. The first demonstrated that high scorers are more sensitive to relevant cues. Participants (N=56) interacted with a confederate who described a problem involving her roommate and the roommate's boyfriend; she described events that contained subtle indicators that the boyfriend was untrustworthy. High scorers more readily recognized the significance of these indicators. Study 2 suggested that high scorers are better able to apply knowledge about trustworthiness to a laboratory task. Participants read stories depicting prototypic human attachment scripts illustrating trustworthy caregiving. Then they read a set of stories about inanimate objects (cells, atoms) interacting. They had to judge which story best matched the human stories. In two separate samples (N=56 and N=94) high scorers were better able to make correct matches. In a final study (N = 53), the same hypothesis was tested using animated film clips portraying geometric figures acting out the same attachment script. High scorers' interpretations of the animations more often incorporated the script involving trustworthy caregiving. Thus, individual differences in knowledge about trustworthiness can be assessed and used to predict behavior in the laboratory.

A111

EFFECTS OF STRONG ANTI-RACISM MESSAGES IN A VIDEO MODE: MODERATING EFFECTS OF ATTITUDINAL AMBIVALENCE *Gregory Maio[1], Geoff Haddock[1], Richard Petty[2], Jennifer Hewlett[1]; [1]Cardiff University, [2]The Ohio State University* — Past research has demonstrated that people who are ambivalent toward the topic of a message tend to scrutinize the messages more carefully, causing weak messages to elicit less message agreement among these individuals than those who are unambivalent. Of interest, this research has yet to find evidence that ambivalent participants' message scrutiny causes strong messages to elicit more message agreement. We addressed this issue in an important applied context, by developing a cogent and realistic television advertisement against racism. Participants who were ambivalent or unambivalent toward ethnic minority people viewed the video anti-racism message or no anti-racism message, ostensibly as part of a study of television viewing behavior. The message was shown in a realistic lounge setting, during one of two commercial breaks within a 15-minute excerpt of a popular television program. After viewing the program, participants completed measures of their attitude toward ethnic minority people. As expected, the strong anti-racism message yielded significantly more positive effects on the attitudes of ambivalent individuals than on the attitudes of unambivalent individuals (as assessed by a pretest several months earlier). Implications of these findings for modelling the effects of ambivalence are highlighted.

A112

'X' MARKS THE SPOT: ATTITUDE FORMATION THROUGH EXPLORATION OF A TREASURE ISLAND. *J. Richard Eiser, Christopher Robert Jones; University of Sheffield, UK* — Attitudes (i.e. object-evaluation associations) have long held a pre-eminent place in Social Psychology. However, despite their noted importance comparatively little research has been conducted into the processes of attitude formation (Eagly & Chaiken, 1993). One area of omission is research into how attitudes towards novel items may be acquired as a result of one's experience with them. Studies conducted using the "Beanfest" paradigm (see Fazio, Eiser, et al., 2003; 2004) have begun to shed light upon these processes, however this paradigm is restricted in the dimensions that it can research. The "Treasure Island" paradigm was produced to replicate and extend the "Beanfest" studies. Participants enter a computerized island that they must search for treasure. Search responses can yield positive (i.e. treasure) or negative (i.e. pirates) outcomes dependent on location. Thus, the paradigm enables the study of how valenced experience impacts upon future choice. Participants must then recall and make predictions about the locations of the treasure and pirates. This enables the study of how readily people recall the valence of a location (i.e. attitude strength), whether there are differences in the accuracy of their recall (i.e. recall asymmetries), and whether experiences had at one location may impact on the expected experiences of unvisited locations (i.e. generalization). Participants' performance on the task was shown to improve over time, primarily because of the learning of negative locations. Negative locations were better recalled. The intriguing impacts of resource depletion and variable threat-level within the paradigm were also considered.

A113

ACADEMIC MOTIVATION AND PERFORMANCE FOLLOWING ATTRIBUTIONAL RETRAINING: AN APPLICATION OF WEINER'S ATTRIBUTION THEORY *Raymond Perry[1], Robert Stupnisky[1], Nathan Hall[1], Judith Chipperfield[1], Bernard Weiner[2]; [1]University of Manitoba, [2]University of California, Los Angeles* — Attrition in first-year college students can exceed 25% as a result of increased pressure to excel, more frequent failure, critical career choices, new social networks, etc. A paradox of failure describes bright students who fail despite having met stringent admissions criteria (Perry, Hall, & Ruthig, 2005). Weiner's attribution theory (1986, 1995) posits that controllable and/or unstable causal attributions following academic failure (lack of effort, bad strategy) foster achievement-related emotions, expectations, and persistence. Attributional retraining (AR) can assist failure-prone students by encouraging them to make controllable and unstable attributions to explain academic failure (Forsterling, 1985; Wilson, Damiani, & Shelton, 2002). In this 8-month quasi-experimental study (N = 721), an AR treatment was administered to first-year students who differed in their first psychology test (low, medium, high performance). Half received an AR treatment, the other half received no treatment, after which students' attributions, emotions, course grades, and overall GPA were obtained at years' end. Attributional retraining (yes, no) by test performance (low, medium, high) 2 X 3 ANCOVAs and MANCOVAs indicated AR and test performance effects on causal attributions, course grades, and GPA. AR increased effort and strategy attributions, course grades, and GPAs; test perfor-

mance determined course grades and GPA: low < moderate < high. Path analyses indicated that AR fostered attributional paths between attributions (effort, strategy) and emotions (hope, pride, guilt) that led to better course grades and GPAs. Students not receiving AR exhibited atypical attributional paths, suffered motivational deficits, and had lower grades at the end of the academic year.

A114

CULTURAL VARIATION OR INVARIANCE IN ASSERTIVENESS? TOWARD A CROSS-CULTURAL–PANCULTURAL INTEGRATIVE APPROACH *Cecilia Cheng[1], Woo-young Chun[2]; [1]Hong Kong University of Science and Technology, [2]University of Maryland, College Park* – We proposed an integrative approach that addresses both cultural variations and cutlural invariance in social behaviors. A set of studies were conducted to test this new approach by examining differences (vs. similarities) in assertive responding and its underlying mechanisms between Caucasian Americans and Hong Kong Chinese. Results supported the integrative approach by revealing that (a) Caucasian Americans were more assertive than Hong Kong Chinese in ambiguous situations; (b) both cultural groups were similar in assertive responding in unambiguous situations; (c) both cultural groups were more assertive when considering their needs and rights but less assertive when considering their relationship with the requester; and (d) the self-model of assertiveness was more salient for Caucasian Americans but the relational-model of assertiveness was more salient for Hong Kong Chinese in ambiguous situations.

A115

HAPPY-GO-LUCKY AND SADDER BUT WISER: MOOD AS MODERATOR OF THE IMPACT OF IMPLICIT AND BELIEF-BASED ATTITUDES ON BEHAVIOR *Berlinda Hermsen, Rob Holland, Ad van Knippenberg; Radboud University, Nijmegen* – The present research aimed to elucidate the influence of diffuse affective states on the link between evaluative processes and behavior. In particular, the hypotheses were tested that in positive mood states implicit measures of attitudes are better predictors of behavior than belief-based measures attitudes. Conversely, in negative mood states belief-based measures of attitudes were hypothesized to be better predictors of behavior than implicit attitude measures. These hypotheses were based on recent self-regulation theories putting forward that diffuse affective states modulate the up- and down-regulation of intuitive, automatic processing on the one hand and deliberative, analytical information processing on the other hand (e.g. Bless & Schwarz, 1999; Kuhl, 2000). These processing modes exactly match two different routes by which attitudes may influence behavior. First, attitudes may influence behavior by reasoned, deliberate processes, based on elaboration and scrutiny of information. These processes can be assessed by belief-based measures of attitudes. Second, attitudes may influence behavior by more automatic, intuitive processes, based on automatic evaluations of object. These latter processes can be assessed by implicit measures of attitudes. In three studies the implicit or belief-based attitude towards an object was measured in a preliminary session. In a second session mood was manipulated and behavior towards the attitude object involved was observed. Across various attitudinal domains and behaviors (e.g., the choice between an apple and a candy bar), results consistently showed that implicit measures of attitudes predicted behavior in positive mood, while belief-based attitudes predicted behavior in negative mood.

A116

THE CONTEXT IN PERSUASION: A NEW PERSPECTIVE ON SOURCE CREDIBILITY *Joshua Clarkson, Zakary Tormala; Indiana University* – In persuasion research, there has been an overwhelming emphasis on studying persuasive messages in isolation. Yet in everyday life, this is rarely how messages are received. That is, persuasive messages are typically received in the context of other messages. The present experiment explored the effects of prior messages on perceptions of, and the resulting persuasiveness of, target messages. More specifically, we focused on source credibility and the manner in which perceived credibility of a source is influenced by the credibility of sources associated with prior messages. Seventy-six participants were primed to think about similarities or dissimilarities. They were then presented with 2 persuasive messages—an initial (context) message from a source with high or low expertise and a second (target) message on a different topic from a source with moderate expertise. Following both messages, participants reported attitudes toward the target issue and perceptions of the target source. There was an interaction between prime and prior source credibility on both perceived expertise and attitudes. When participants had been primed to focus on similarities, an assimilation effect was observed—target attitudes and source perceptions were more favorable in the high rather than low prior source credibility condition. When participants had been primed to focus on dissimilarities, a contrast effect was observed—target attitudes and source perceptions were more favorable in the low rather than high prior source credibility condition. These results suggest that even irrelevant prior messages can affect perceptions of target persuasive messages and, thus, determine the impact of those messages.

A117

SUBGROUPING AND SUBTYPING IN THE CONTEXT OF THE BLACK SHEEP EFFECT *Joy Stratton, Eduardo Vasquez, Norman Miller; University of Southern California* – We investigated the effects of subtyping and subgrouping on the black sheep effect. In the black sheep effect, deviant in-group members are often evaluated more negatively than similarly behaving out-group members because deviant in-group targets threaten positive perceptions of the in-group and also one's own positive self image. We hypothesized that subtyped and subgrouped in-group members would be perceived as less representative of the in-group, and thus, less threatening to it when they engage in a negative behavior. Participants were randomly assigned to conditions in a four-level, single factor between-subjects design with the race of target as the IV. Participants read a bogus article about an individual who stole an unattended wallet during a car convention. Depending on the condition, he was a) an out-group member, b) an in-group member, c) a subtyped in-group member (subtyping was manipulated by describing the target as an in-group member and then providing additional irrelevant individuating information about the target), or d) a subgrouped in-group member (subgrouping was manipulated by identifying the target as both an in-group member and as a member of a racial subgroup). We replicated the black sheep effect and found support for the main hypothesis: targets described as out-group members were evaluated as being friendlier than targets solely described as in-group members. Confirming our secondary hypothesis, in-group subtyped and subgrouped targets were also evaluated more positively than targets merely described as an in-group member.

A118

WHEN APOLOGIES FAIL: THE EFFECT OF IMPLICIT AND EXPLICIT SELF-ESTEEM ON APOLOGY AND FORGIVENESS *Judy Eaton[1], C. Ward Struthers[2], Anat Shomrony[2], Alexander Santelli[2]; [1]Wilfrid Laurier University, [2]York University* – The purpose of this research was to explore whether self-esteem, defined as both an implicit and an explicit evaluation of the self, moderates the forgiveness process. It was predicted that those with secure self-esteem (i.e., high explicit and high implicit self-esteem; Bosson, Brown, Zeigler-Hill, & Swann, 2003; Jordan, Spencer, Zanna, Hushino-Browne, & Correll, 2003) would respond positively to the transgressor's apology and thus be more forgiving and less likely to avoid or seek revenge against the transgressor than when the transgressor does not apologize. Conversely, it was predicted that those with defensive or fragile self-esteem (i.e., high explicit and low implicit self-esteem) would focus on and respond more to the aspects of the apology that confirmed the harm done by the transgressor, rather

than the transgressor's remorse, and thus respond with less forgiveness and more avoidance and revenge than when the transgressor does not apologize. Participants were 80 undergraduate students who experienced a transgression during class, after which the transgressor either apologized or not. As predicted, there was a three-way interaction between apology, implicit self-esteem, and explicit self-esteem on both forgiveness and revenge and avoidance motivations, whereby those with defensive self-esteem were the least forgiving and the most vengeful and avoidant after receiving an apology. These findings suggest that apologies may not have their intended effect when offered to victims with defensive self-esteem. Potential mechanisms of this relationship were also examined.

A119

WHAT'S IN THIS ANYWAY? RELATIONSHIPS BETWEEN HEALTHINESS PERCEPTIONS OF PICTURES OF FOODS AND FOOD NUTRITION LABELS *Kate E. Min, Shelley N. Aikman; Syracuse University* – Food selection can either contribute to or help prevent numerous life threatening conditions. Because food selection decisions are based in part on whether or not someone evaluates a food positively or negatively, examining food attitudes is one way to begin to understand and address food selection. The present research examined how people use the information comprising their attitudes to categorize the foods they encounter in their daily lives, how these natural categorizations relate to one another and to actual food related decisions, and how the information underlying food attitudes (health, taste, guilt, and comfort) relate to overall attitudes and past behaviors. Eighty-three undergraduate participants completed a paper-and-pencil food attitude questionnaire consisting of several rating scales and completed various card-sorting tasks in which they rank ordered foods (pictures and/or nutrition labels) in terms of healthiness. Results revealed that participants' rank orderings of pictures of food items were not correlated to their rank orderings of the corresponding nutrition labels. This finding may suggest that when determining how healthy a food is, participants do not rely on (or may not be aware of) the actual nutritional makeup of the food. The results suggest that in order to effectively encourage healthier food selection, attempts would have to be made to simultaneously increase the importance of healthiness and decrease the importance of taste in food selection decisions and increase knowledge about the nutritional content of foods. Furthermore, results revealed that the information most strongly predictive of overall attitudes differed across foods.

A120

ETHNIC IDENTIFICATION MODERATES EMOTIONAL REACTIONS TO INGROUP MEMBERS WHO CLAIM AND MINIMIZE DISCRIMINATION *Nao Hagiwara, Cheryl R. Kaiser; Michigan State University* – The present study draws upon social identity and self-categorization theories to argue that group identification will moderate the emotional consequences of witnessing fellow ingroup members who publicly claim and minimize discrimination. Specifically, we hypothesized that the more individuals identified with their ethnic group, the better they would feel when other members of their ethnic group publicly acknowledged discrimination and the worse they would feel when ingroup members publicly minimized discrimination. In this study, African American participants who had previously completed an ethnic identification measure were exposed to an ingroup member (another African American) who experienced a blatant discriminatory event and subsequently either publicly acknowledged or failed to acknowledge the discriminatory incident. Consistent with predictions, the more African American participants identified with their ethnic group, the higher their self-esteem and the less anxiety they experienced when ingroup members claimed discrimination. In contrast, the more African American participants identified with their ethnic group, the lower their self-esteem and the more anxiety they experienced when ingroup members minimized discrimination. Moreover, ethnic identification was associated with increased liking toward and perceived similarity with ingroup members who claimed discrimination. These findings demonstrate that individuals' personal reactions to discrimination have emotional implications for their larger social group. The present study advances theory and research on the consequences of claiming and minimizing discrimination by moving this research beyond its nearly exclusive focus on the personal consequences of these actions and toward a better understanding of the intragroup consequences of these behaviors.

A121

CONTINGENCIES OF SELF-WORTH AND REJECTION: IMPLICATIONS FOR SELF-ESTEEM, AFFECT, AND GOAL PURSUIT *Lora Park[1,2], Jennifer Crocker[3]; [1]University at Buffalo, [2]State University of New York, [3]University of Michigan* – This study examined effects of interpersonal rejection on self-esteem, mood, and goal pursuit as a function of trait self-esteem and contingencies of self-worth. Two same-sex participants engaged in a brief interpersonal interaction. One participant was randomly assigned to experience rejection and the other, to a control (no rejection) condition. Participants in the rejection condition received feedback, ostensibly from the other participant, indicating that he/she was uninteresting, awkward, unfriendly, etc. Participants in the control condition did not receive feedback regarding their interpersonal qualities. Then, participants reported their state self-esteem, mood, and self-validation goals – how they wanted to be perceived by others at the moment. Among rejected participants, only those highly contingent on others' approval showed decreased state self-esteem and positive affect, and increased negative affect. For self-validation goals, low self-esteem, highly contingent, rejected participants placed greater importance on being perceived as attractive/good-looking/physically fit and placed less importance on being perceived as warm/caring/kind. In contrast, for high self-esteem people, being highly contingent on others' approval and being rejected predicted greater importance placed on being perceived as warm/caring/kind. Implications for self-esteem, belongingness needs, and motivation are discussed.

A122

MIND YOUR LANGUAGE! INHIBITING THE EXPRESSION OF BELIEFS AND STEREOTYPES *Karen Douglas[1,2], Robbie Sutton[1], Katie Wilkin[2]; [1]University of Kent at Canterbury, [2]Keele University* – According to the linguistic category model communicators can use different levels of language abstraction from concrete ("Rose is smiling") to abstract ("Rose is happy") when they describe others' behaviors. Pre-existing beliefs influence language abstraction so that communicators use more abstract language to describe expected or stereotypical behaviors and concrete language to describe unexpected or counter-stereotypical behaviors. Although research shows that this is, to a large extent, an unconscious process, we have shown elsewhere that communicators are able to recruit language abstraction when they have a conscious goal to manipulate an audience such as when describing behaviors favorably or unfavorably to potential recipients. The aim of the present research was to examine if communicators can also inhibit the effects of beliefs on language abstraction when they consciously intend to do so. In a series of experiments, participants were presented with information about targets, their behaviors and the stereotypicality of their behaviors. In each experiment, half of the participants were asked to disregard this information and describe the targets' behaviors in an unbiased way. The remainder were assigned to a control condition. Results revealed that people were able to inhibit linguistic biases under conditions where expectancies were experimentally-induced. However, under circumstances where expectancies were more long-standing (e.g., stereotypes), or when conflicting goals were present (e.g., to present oneself positively to an ingroup audience) inhibition was less likely to occur.

A123

MOTIVATIONAL PRIMACY IN THE THREE-TIERED SELF *Michelle Luke[1], Constantine Sedikides[1], Lowell Gaertner[2]; [1]University of Southampton, [2]University of Tennessee, Knoxville* – The self-concept consists of at least three fundamental self-representations: individual (unique self), relational (self bounded by relationships) and collective (self bounded by group memberships; Sedikides & Brewer, 2001). Past research has identified the motivational primacy of the individual self over the collective self (Gaertner, Sedikides, Vevea, & Iuzzini, 2002). The current research is the first attempt to examine how the relational self fits into the hierarchy. In two studies, participants completed a series of tasks involving their individual, collective, and relational selves. In Study 1, participants imagined that it was physically possible to surgically remove the most important trait that they associated with each self and subsequently indicated the psychological impact of losing the trait. In Study 2, participants imagined scenarios in which they put "a price" on each self. In particular, they allocated a fixed amount of money among each self according to how much they would spend improving each self, expect each self to be worth, and expect to gain selling each self. Data from both studies consistently revealed that the individual and relational selves are motivationally primary to the collective self and, in most cases, the individual and relational selves shared equal potency. Thus, the self-concept is both egoistic and accommodating, especially when interfacing with one person (i.e., relationships) as opposed to many (i.e., groups).

A124

DOES SUPPRESSING THE THOUGHT OF A SELF-RELEVANT STIGMA AFFECT INTERPERSONAL INTERACTION? *Jennifer Borton, David Reiner, Elaine Coggins, Gabriela Ghimis; Hamilton College* – Suppressing negative thoughts about oneself can impair mood and self-esteem (Borton & Casey, in press; Borton, Markowitz, & Dieterich, 2005). The goal of the current experiment was to determine whether suppressing thoughts of a personal stigma could have negative interpersonal as well as intrapersonal consequences. We expected that suppression-induced hyperaccessibility of stigma-related thoughts might negatively impact behavior in observable ways. We gave women false negative feedback on a spatial relations task and then asked them to complete a supposedly related task with a male confederate they believed to have done well. We randomly assigned half the women to suppress the thought that women, including themselves, have poor spatial skills. Compared to control participants, women who suppressed this stigma rated the confederate as more confident and dominant, believed he thought less highly of them, were less likely to interrupt him, were more likely to raise their vocal pitch at the end of declaratory statements, and were rated by outside observers as less confident. Some of these results were exacerbated for women high in stigma consciousness (Pinel, 1999). In addition, highly stigma conscious women who suppressed thoughts of the stigma reported the lowest self-esteem. These findings illustrate the negative inter- and intrapersonal consequences of stigma suppression.

A125

IMPLICIT SELF-ESTEEM AS A PERSONALITY TRAIT *Zlatan Krizan, Jerry Suls; University of Iowa* – In contrast to global self-esteem traditionally assessed via self-report, implicit self-esteem refers to people's non-conscious, spontaneous self-evaluations. Whereas global self-esteem has well established links with other personality traits, little is known about the relations between measures of implicit self-esteem and basic personality dimensions. Given implicit self-esteem is often treated as an individual difference variable, we investigated links between measures of implicit self-esteem and the Big Five personality traits, explicit self-esteem, and depression among college students. In the first sample (N = 277) implicit self-esteem was measured with relative preference for one's initials and birth-day over other letters and numbers. Results revealed that, in contrast to explicit self-esteem, implicit self-esteem was only weakly related to other personality traits. Only significant links were with neuroticism (-.13) and agreeableness (.21). Moreover, implicit self-esteem was completely independent from depression, which exhibited substantial overlap with explicit measure of self-esteem. In the second sample (N = 287), self-esteem Implicit Association Test (IAT) was used in addition to initials-preference measure. Both initials-preference and IAT measures were negatively related to neuroticism (-.18 and -.15, respectively), but were mostly independent from other dimensions and from each other. In both samples initials-preference measure was weakly related to explicit self-esteem, while IAT measure was unrelated. Moreover, regression analyses within both samples revealed that implicit and explicit self-esteem measures did not interact to predict standings on other personality traits as resent research on defensive self-esteem might suggest. The role of psychometric factors in shaping these results is discussed.

A126

INTERPERSONAL SIMILARITY, LEVEL OF CONSTRUAL, AND SOCIAL JUDGMENTS *Ido Liviatan, Yaacov Trope; New York University* – Construal level theory (CLT; Trope and Liberman, 2003) argues that psychological distant events are represented in terms of high-level superordinate features, whereas psychological close events are represented in terms of lower-level subordinate features. Consequently, greater weight is given to higher-level construals for judgments related to psychological distant events than for judgments related to psychological close events. The current study explores the effects of social distance on the use of desirability information (pertaining to a superoridinate end-state) and feasibility information (pertaining to the subordinate means for reaching the end-state). Participants read about a target person who either had similar initials (i.e., close other) or dissimilar initials (i.e., distant other). They were then exposed to four events that the target supposedly experienced. The events were described as either involving a highly desirable but less feasible activity or as involving a highly feasible but less desirable activity. Following each event participants indicated the likelihood that the target had engaged in the activity. We hypothesized that a dissimilar target, relative to the similar target, would be perceived as more likely to engage in an activity that was described as highly desirable than when it was described as highly feasible. This hypothesis was confirmed. The implications of these findings for the effects of interpersonal similarity on social judgments and decision making are discussed.

A127

THE EFFECT OF OTHER'S FOCUS OF ATTENTION ON INDIVIDUAL ATTENTION AND THE IMPLICATIONS FOR SELF-REGULATION *Dikla Shmueli, Mark Muraven, Monica Rodriguez; University at Albany* – Research has shown that people have a tendency to imitate the behavior and mannerisms of others in their presence. The goal of this study was to demonstrate that individuals may also mimic other's focus of attention. That is, they may shift their attention to correspond with the focus of attention of others in their presence. Participants in this study were tested in pairs. They were assigned to either resist the temptation of eating from a plate of cookies, or to a control condition which involved a task that did not require self-control. Their attention to their task was then measured using both an explicit self-report questionnaire and an implicit word fragment task. At the end of the experiment participants were allowed to eat as many cookies as they wanted. The amount they ate served as a behavioral measure of self-control. Results confirmed that participants in pairs where both resisted the cookies completed the word fragments with more temptation-related words than those in pairs who each worked on different tasks. Thus, participants shifted their attention in accordance with what others around them were attending to. Furthermore, participants who attended to the cookies more also took more cookies at the end of the study, despite being on a diet. Results suggest others enhance an individual's attention to a task when they attend to the same task, and distract from a task when they attend to a different task.

A128

THE MEANING OF POSITIVE AND NEGATIVE DIMENSIONS OF FEMININITY AND MASCULINITY FOR DIFFERENT ATTRIBUTIONS STYLES, PROACTIVE COPING, AND SELF-ESTEEM *Ursula Athenstaedt, Maria Schenk; University of Graz, Austria* – Femininity and masculinity (i.e., gender role self-concept) are defined by the amount of gender stereotypes peoples ascribe to themselves. We based the study on a multidimensional conceptualization of gender role self-concept with social desirable expressive and instrumental gender traits and feminine and masculine behaviors (combined to a positive femininity and masculinity index, FEM+ and MASC+) and socially undesirable expressive and instrumental traits (F- and M-). We assumed that besides MASC+ also F- and M- will be differentially important for the explanation of inter-individual differences concerning optimistic attributions for negative and positive events, proactive coping styles (strategic planning, support seeking, and preventive coping), and trait self-esteem. Further we assumed that people with certain self-concept constellations (e.g., positive androgynous with MASC + and FEM + high and M- and F- low) differ with regard to the above mentioned variables. The study was a questionnaire study with 122 women and 102 men as participants. The results confirmed a positive effect of MASC+ for both men and women. However, F- and M- correlated differently with all variables. The correlations differed also between men and women. Further, we found different dimension constellations to be more frequent than expected. These special gender role self-concept types also differed with regard to self-esteem, attribution style and coping. We conclude that the results reveal the usefulness of a multi-dimensional conceptualization of femininity and masculinity and, especially, the importance of considering both positive and negative dimensions.

A129

THE IMPACT OF COMPUTER-BASED SOCIAL MODELS ON MIDDLE SCHOOL STUDENTS' ATTITUDES AND PERFORMANCE *Kathryn Carter, E. Ashby Plant, Amy L. Baylor; Florida State University* – Extensive previous work demonstrates that girls have more negative perceptions of their ability and future interest in mathematics and the hard sciences as compared to boys. The current work explores the efficacy of computer-generated, animated agents as social models to influence beliefs and performance in mathematics and science. Sixty-three middle school students (31 female) were randomly assigned to interact with a female agent, a male agent, or no agent. In the agent conditions, the agents interacted with the participants for 40 minutes and shared his/her enthusiasm about mathematics and science and talked about women who had excelled in these fields. Immediately following the message, students reported their efficacy and future interest in mathematics and science. At the end of the session, participants completed a set of math problems. In general, participants, regardless of gender, responded significantly more positively to the female agent as compared to no agent, with the male agent falling somewhere in between. Specifically, participants who received the message from the female agent compared to no agent reported more positive current and future efficacy regarding mathematics and rated science and mathematics as having greater utility. They also were more interested in pursuing a career in the sciences compared to students who had no agent. In addition, the participants with a female agent performed better on the mathematics problems than participants in the control group. The findings are discussed in terms of their implications for the use of computer-generated agents as vehicles to influence beliefs and behavior.

A130

ALL PEOPLE ARE EQUAL, BUT SOME ARE MORE EQUAL THAN OTHERS: THE ROLE OF INSTANTIATION IN THE USE OF SOCIAL VALUES *John-Mark Frost, Gregory R. Maio, Ulrike Hahn; Cardiff University* – Current theorising suggests that social values are abstract 'trans-situational' goals that serve as guiding principles in people's lives. However, no research has addressed how these abstract values affect specific behaviours or the nature of the underlying mental processes. We hypothesize that individuals must instantiate a value in order to be able to relate it to the context in which it appears. Because the general literature on conceptual structure suggests that typicality of instantiation varies, we investigated the influence of typicality of value instantiation on subsequent pro-value behaviour to shed light on the cognitive processes underlying the use of values. Consistently across four experiments, we found that participants perform more pro-value behaviour after contemplating a typical instantiation of the value of equality than after contemplating an atypical instantiation or simply the value itself. This finding occurred when participants self-generated reasons for the value (Experiment 1), were provided with reasons (Experiment 2), or simply read a short story instantiating the value (Experiments 3 and 4). This effect did not occur through the impact of the instantiations on the strength-related properties of the abstract value, affect associated with the instantiation, or the regulatory focus applied to the value. Thus, participants' behaviour depended on the instantiations of the value and not on properties of the value at an abstract level. Together, these experiments provide the first direct evidence of the cognitive processes that underlie people's use of values in decision-making and have considerable implications for understanding the nature and rationality of human moral judgment.

A131

DO SHAME- AND GUILT- PRONENESS MODERATE THE RELATIONSHIP BETWEEN CONDOM USE ATTITUDES AND INTENTIONS? *Sandra R. Marques[1], Tara K. MacDonald[1], Michaela Hynie[2]; [1]Queen's University, [2]York University* – Despite extensive efforts to promote condom use, unprotected sexual intercourse is still a prominent concern. To explore this inconsistency we examined whether individual differences in shame- and guilt-proneness affect the relationship between condom use attitudes and intentions. Evidence suggests that guilt-proneness is adaptive, whereas shame-proneness is associated with poor adjustment (Tangney, 2003). Indeed, following problematic behavior, guilt-prone individuals focus on the behavior itself. Doing so enables them to evaluate the behavior, form strong attitudes, and develop strategies to avoid the behavior in the future, thereby developing strong intentions. In contrast, following problematic behaviors, shame-prone individuals tend to focus on their personal shortcomings, instead of devoting attention to the behavior itself. Based on these findings, we hypothesized that guilt-prone individuals would show greater correspondence between their attitudes and intentions to use condoms than shame-prone individuals. The components of the Theory of Planned Behaviour (Ajzen, 1991) were used to assess condom use intentions. Shame- and guilt- proneness was assessed using the Test of Self-Conscious Affect scale (Tangney et al., 2000). Two groups of participants were analyzed: Individuals above the median in guilt-proneness and below the median in shame-proneness, and those above the median in shame-proneness and below the median in guilt-proneness. Using Fisher's r to z transformation, we found that the relationship between condom use attitudes and intentions was significantly greater for guilt-prone than shame-prone individuals. This finding suggests to professionals the importance of targeting shame-prone individuals to direct their attention to strategies to avoid risky behaviors, rather than on the self.

A132

EXAMINING THE IMPACTS OF PERCEIVED BENEFITS ON SOCIAL POLICY ATTITUDES *Rebecca Flann, Jericho Hockett, Donald Saucier; Kansas State University* – Attitude research has often focused on attitude dimensions as they relate to the individual, such as the individual's level of certainty, accessibility, or direct experience with the attitude object (Krosnick, Boninger, Chuang, Berent, & Carnot, 1993). Interestingly, however, individuals often have strong attitudes about social policies, such as welfare, with which they actually have little personal experience. Therefore, we proposed that better understanding of social

policy attitudes requires examination of how individuals perceive the policy will affect others. We predicted that social policy attitudes would relate to perceived self-benefits and perceived benefits for others. Undergraduates completed questionnaires that measured their levels of support for and attitude strength (e.g., certainty, accessibility) about one of three social policies (affirmative action, hate crime legislation, or welfare). Further, the participants reported how much the social policy provided benefits to them personally, to members of their demographic ingroup, to members of their demographic outgroup, and to society. Participants also completed individual difference measures of political conservatism, empathy, and social dominance orientation. All measures were counterbalanced. Hierarchical regression showed that, after controlling for individual differences, participants' perceptions of the social policy providing benefits to them personally as well as to society uniquely predicted attitudes toward each of the three social policies, whereas perceptions of benefits to the ingroup and outgroup did not. These results suggest that formation and change processes regarding social policy attitudes can be better understood by examining both the individuals' perceived benefits to themselves and to society.

A133

AVOIDANT COUPLE: NOT SEEKING INTIMATE INFORMATION *A. McLeish Martin III[1], Michael Friedman[1], Jeffry A. Simpson[2], W. Steven Rholes[1]; [1]Texas A&M University, [2]University of Minnesota, Twin Cities Campus* – This study examined the conditions under which avoidantly attached individuals expose themselves to emotionally intimate information about their romantic partners. According to attachment theory, avoidant people have learned to associate emotional closeness with vulnerability and rejection. As a result, they should be motivated to maintain emotional distance from their romantic partners, particularly when they are distressed. Accordingly, we hypothesized that avoidant people should shun information that might increase emotional proximity to their partners, especially in a stressful situation. Both partners in a large sample of romantic couples initially provided information about themselves, their relationship, and their partner to a computer program. The computer program supposedly combined the responses of both partners to produce a "relationship profile" that each partner would later be able to view. The profile allowed partners to view either emotionally intimate information provided by the partner or non-intimate, mundane information. To manipulate distress, half of the participants spent time alone in a dark room, with vials for blood samples, syringes and other machines, waiting for a "physiological procedure." Before the "procedure" began, participants indicated which part of the relationship profile they were most interested in seeing. Participants randomly assigned to the non-stress condition completed a word-search task in a normal room then indicated which portions of the relationship profile they were most interested in seeing. As predicted, a significant interaction revealed that individuals who scored higher in avoidance and were in the stress condition, sought less intimacy information ostensibly provided by their partners than did other individuals.

A134

STRESS AND COGNITIVE PROCESSING: THE EFFECTS OF CHALLENGE AND THREAT RESPONSES ON CREATIVITY AND DECLARATIVE MEMORY *Modupe Akinola, Wendy Berry Mendes; Harvard University* – Research on the effects of stress on cognitive performance suggest that small increases in "stress" can enhance cognitive functioning like declarative memory, but larger increases can be deleterious, possibly because of direct effects of cortisol on the hippocampus. The present study extends existing models of stress and performance by exploring counter-regulatory anabolic hormones and cardiovascular responses associated with challenge and threat states and their effects on cognitive processing. This study had two goals: 1) to examine whether challenge and threat physiological states could be situationally engendered using performance feedback, and, if so, 2) to explore the effects of these states on memory and creativity. Participants (N = 102) were randomly assigned to deliver speeches to evaluators who provided positive feedback, negative feedback, or control (no evaluators present). Following the stressor, participants completed declarative memory and artistic creativity tasks. Physiological results indicated that participants who received positive feedback exhibited challenge responses (i.e. increased cardiac output, vasodilation, and increased anabolic balance—ratio of anabolic to catabolic hormones), whereas participants who received negative feedback exhibited threat responses (i.e. vasoconstriction, and lower anabolic balance). Participants in the control condition exhibited trivial physiological changes. Consistent with prior research, declarative memory was impaired in the negative feedback condition—when cortisol increases were the largest and anabolic increases were the smallest. Contrary to our prediction, creativity results indicated that participants in the negative condition outperformed those in the positive and control conditions. Mediational analyses explores potential mechanisms through which hormones differentially affect cognitive functioning.

A135

DEVELOPMENT OF A NEW SCENARIO-BASED MEASURE OF SHAME- AND GUILT-PRONENESS *Heidi Eyre; Delta State University* – The purpose of this research is to develop a new scenario-based measure of shame- and guilt-proneness entitled the Shame and Guilt Inventory (SAGI). The SAGI was developed in order to bridge two distinct theoretical viewpoints – those who view guilt and shame from a functionalist perspective and those who view guilt and shame as inherently adaptive or maladaptive. Based on these two conceptualizations, four separate SAGI subscales were developed. This measure was validated by examining the associations between the SAGI and other widely used measures of guilt-proneness and shame-proneness (Test of Self-Conscious Affect, Personal Feelings Questionnaire, Gilbert's Shame and Guilt Scale, and the Guilt Inventory) as well as with measures of psychopathology (e.g., anxiety, depression, worry) and of adaptive functioning (e.g., empathy, self-esteem, life satisfaction). The SAGI was found to have adequate reliability, convergent validity, and discriminant validity in a sample of 448 college students. The SAGI guilt scales appear to reflect the two different conceptualizations of guilt, with the guilt responses reflecting the relationship predicted by the inherently adaptive viewpoint and the guilt emotion ratings reflecting the relationship predicted by the functionalist viewpoint. As expected, there was no differentiation between the two shame subscales. Discussion centers on the strengths and limitations of the SAGI as well as on the future directions research on the SAGI and other measures of guilt- and shame-proneness should take.

A136

INHIBITION AS A FUNCTIONAL MECHANISM IN THE CONTEXT OF GOAL-MEANS RELATIONS: REPEATED SELECTION OF A TARGET MEANS FOR A GOAL CAUSES INHIBITED ACCESS TO ALTERNATIVE MEANS *Unna Danner[1], Henk Aarts[1], Marit P. Bender[2], Nanne K. de Vries[2]; [1]Utrecht University, [2]Maastricht University* – To pursue a goal which can be attained by several means, a desired mean needs to be selected which can be done in different ways. However, upon activation of the goal, all associated means become accessible and as a consequence, alternative means may interfere with the selection of the desired mean. Several lines of research suggest that these alternative (competing) means are temporarily inhibited to effectively guide the selection process. In the current research, accessibility of alternative means was investigated in two different goal-mean selection settings. The Retrieval-Induced Forgetting (RIF) paradigm (Anderson & Spellman, 1995) and a new paradigm, the Intention Selection Inhibition Task (ISIT) were used. In both paradigms a target means had to be selected among two options to attain a goal, and investigated the accessibility of the different means afterwards. In the RIF paradigm, target means were actively retrieved from memory during the process of goal attainment. In the ISIT, intention to select the target mean was trig-

gered upon presentation of the associated goal, and accessibility of the alternative mean was measured immediately after fulfilling the intention. The findings indicated that repeated selection of the same means inhibited access to alternative means. Furthermore, the ISIT showed that this inhibitory process served a functional mechanism to reduce interference of alternative means during selection of target means: the stronger participants inhibited alternative means, the faster they made an accurate decision on the target means. These findings may have implications for habit formation in a multiple option context.

A138

STATUS ENACTMENT: EFFECTS OF INTERACTION EXPERIENCES ON STATUS BELIEFS *Julian Oldmeadow, Tom Postmes; University of Exeter* – Although intergroup relations have been successfully linked to cognitive and motivational mechanisms, less attention has been paid to processes in face-to-face interaction that reinforce or undermine status beliefs about groups. Research from a range of perspectives suggests that status-based stereotypes become particularly salient in task-oriented interactions, producing behavioural inequalities that reflect intergroup status inequalities. This re-enactment of intergroup status relations in interpersonal interactions plays an important role in legitimising and sustaining group-based inequalities. In the current study, we examined the roles of existing status beliefs, their legitimacy, and face-to-face interactions in the processes of stabilising and changing status beliefs. High status participants (N = 60) treated dominant behaviour by a low status other as illegitimate when the status relation was secure, but as legitimate when the status relation was insecure. At the same time, high status participants expressed stronger status beliefs favouring the ingroup after interacting with a dominant low status partner than after interacting with a submissive low status partner, but only under insecure status conditions. These studies point to important interactions between existing status beliefs, the legitimacy of those beliefs, and behaviour in interaction in the processes of changing and sustaining status inequalities.

A139

SELF-AFFIRMATION AND THE PROCESSING OF THREATENING RISK INFORMATION. *Peter Harris, Lucy Napper; University of Sheffield* – Several recent studies have demonstrated that self-affirmation can reduce biased processing of risk information. However, to date there is little direct evidence of how self-affirmation changes the way messages are processed. The goal of this study was to assess whether self-affirming prior to reading a threatening message changes the processing goals people adopt, the information they attend to and what they subsequently recall. Undergraduate females (N = 51) were randomly assigned to self-affirmation/control conditions before reading a message describing the risks of their caffeine consumption. Self-affirmation involved completing a measure of personal strengths and values. Dependent measures were taken immediately and one week later. After self-affirming, participants chose which of two articles to read on a computer. In fact the article was the same, but one of the titles was more threatening. Significantly more of the self-affirmed group selected the more threatening title. Subsequently, they were more accurate than non-affirmed participants at identifying words that had been in the article. They were also quicker to decide whether threat words than non-threat words had been in the article. One week later, compared to the non-affirmed, self-affirmed participants recalled less risk disconfirming information, rated fibrocystic disease (FBD) as more severe and reported greater reduction in caffeine consumption in the previous week. These changes in caffeine consumption were mediated by belief in the link between caffeine and FBD and predicted FBD risk perceptions at time 2. Thus, consistent with self-affirmation theory, self-affirming changed what the person attended to, and recalled from, the message.

A140

INCLUSIONARY CONCERNS AND EFFORT-BASED PERFORMANCE IN GROUPS: EXPECTATIONS AND PERIPHERAL MEMBERSHIP *Amy Wrzesniewski[1], Tyler Okimoto[1,2]; [1]New York University, [2]Flinders University of South Australia* – Recent research has examined the importance of the central versus peripheral group membership status. The impact of this status on process loss in groups, however, has not been examined. The current research investigates how the inclusionary motivations elicited by the status of one's group membership affect effort in group contexts. Two empirical studies are reported in which participants performed a computer-mediated group vigilance task. Peripheral membership was manipulated by providing false feedback describing participants as very different or very similar to their other group members on artificial personality traits. Study 1 showed that central group members felt secure in their membership and loafed more than peripheral group members, eliciting slower reaction times on the vigilance task. Study 2 additionally manipulated participants' belief that their personal attributes were related to poor performance, and that their group members were aware of this shortcoming. When threatened by these negative expectations, central group members did not loaf but instead worked harder to disprove expectations. In contrast, consistent with the argument that effort was motivated by the desire to achieve and preserve inclusion in the group, participants reported being more concerned with how their group perceived their performance when their membership was peripheral. However, when threatened with negative expectations, central group members expressed more self-presentational concern. Results suggest that group members are motivated by the desire for social inclusion when their membership status is uncertain or under threat, and that this motivation can manifest itself through effortful performance on behalf of the group.

A141

THE THREE NEEDS OF SELF-DETERMINATION THEORY: A NEW SCALE MEASURING NEED CONFLICT IN ADOLESCENCE *Hugo Gagnon, Audrey Savard, Richard Koestner; McGill University* – Self-Determination theory suggests that the satisfaction of three fundamental needs – autonomy, competence, and relatedness -- is necessary for healthy growth and functioning (Deci & Ryan, 2000). Although it has been established that the satisfaction of these needs is associated with well-being, school performance and dropout intentions, no study has looked at the possibility of conflicts among these needs. Given the diverse social and academic pressures faced by adolescents, it would seem that need conflict may be common at this stage of life. For example, teenagers may feel that demonstrating competence in school requires sacrificing autonomy (conforming to teacher guidelines rather than being authentic) and relatedness (opposing peers who minimize the value of working hard in school). We describe the development and validation of a new scale to assess need conflict across three samples of over 800 high school students. The Need Conflict scale was shown to be internally reliable and predictive of diverse school outcomes including time spent in part time work, drop out intentions, grades, and self-esteem. The importance of examining need conflict in addition to need satisfaction among adolescents is discussed.

A142

DUAL PROCESS MODELS OF INFORMATION PROCESSING AND THE GENERATION OF INFLUENCE APPEALS IN CLOSE RELATIONSHIPS *M. Minda Oriña; Michigan State University* – The goal of this study was to examine whether dual process models of attitude change can be applied to examine information processing during message generation. Specifically, do relational and contextual factors affect influence agents' motivation to either rely on simple decision rules to efficiently craft influence appeals or to extensively consider available information and carefully craft appeals? To test this idea, 112 participants read a vignette describing a hypothetical relationship and a situa-

tion in which they wanted to convince romantic partners to change behaviors. Participants then performed a thought-listing task and spoke aloud their thoughts as they prepared an influence appeal for their hypothetical partners. Thoughts were audiotaped and later coded by trained raters to assess how many and what kinds of thoughts were listed. As predicted, agents seeking long-term behavior change listed more thoughts than agents seeking short-term change. Furthermore, influence agents who valued the relationship and were close to their partners listed more thoughts than did less close partners who did not value the relationship. This finding was qualified by an interaction which revealed that close agents paired with less close targets, compared to close agents paired with close targets, listed more thoughts. For less close agents, partner characteristics did not affect the number of thoughts listed. These findings demonstrate that dual process models of information processing can be applied to message generation, and relational and contextual factors differentially affect the motivation to process information in an effortful, systematic fashion while crafting an influence appeal.

A143

THE DESIGN OF EVERYDAY HATE: A QUALITATIVE ASSESSMENT IN COMPARISON WITH ANGER *Katherine Aumer-Ryan; University of Texas at Austin* – In order to discover more about people's interpersonal experiences with hate, a qualitative assessment via the internet was conducted. Over 350 participants answered various questions about their self-construal and experiences with hate, including reiterating a story both about being hated and hating other people. A separate sample of 129 participants took a similarly designed survey but the topic concerned anger. Analyses revealed that there are distinctive differences between hate and anger concerning the age of onset, reasons for onset, number and type of targets, methods for resolution, and self-construal. In this poster, differences concerning the number of people hated, who is hated most often, and how to best handle one's hate is presented in comparison with anger. This research provides a new perspective as to how the study of hate can be focused, not only between groups, but between individuals as well.

A144

PERSPECTIVE TAKING AS A BUFFER AGAINST AUTOMATIC RACE BIAS FOLLOWING EXPOSURE TO A BLACK TARGET *Andrew Todd, Galen Bodenhausen, Adam Galinsky; Northwestern University* – The ability of perceivers to entertain the psychological perspectives of targets has long been recognized as a beneficial strategy for maintaining and enhancing social interactions. However, relatively little is known about the impact of perspective taking on implicit or automatic aspects of social cognition. We examined the impact of inter-racial perspective taking on non-Black participants' automatic evaluative reactions to Black faces by employing the Affect Misattribution Procedure (AMP; Payne, Cheng, Govorun, & Stewart, in press). Participants completed the AMP after being exposed to a Black target; some participants had been instructed to take this target's perspective and imagine how he thinks and feels, while others were instructed to view the target in an objective manner. Results confirmed that perspective taking served as a buffer against automatic prejudicial responding among the respondents. Whereas exposure to a Black target in the absence of perspective taking was associated with subsequent increases in automatic race bias, perspective takers exhibited no increase in race bias following exposure to a Black target. Implications for perspective taking as an intervention strategy to circumvent intergroup bias are discussed.

A145

BUSINESS EXPERIENCE AND MORAL AWARENESS: WHEN LESS MAY BE MORE *Jennifer Jordan; Tuck School of Business at Dartmouth College* – This project investigates the relationship between business experience and moral awareness. It examines if business practitioners are poorer than practitioners in non-business domains at recognizing the moral issues contained in a complex business-related dilemma and presents two hypotheses for why this may be the case, including (1) the tendency for business practitioners to selectively encode the strategic, as opposed to the moral issues in a dilemma and (2) the tendency for business practitioners to become entrenched in problem-solving strategies that place the importance of strategic issues above the importance of moral issues. This relationship is examined through a series of two studies. The pre-study develops a measure of moral awareness and the Main Study uses this measure to compare the moral awareness and memory for and comprehension of moral- versus strategic-related issues of 86 business practitioners and 61 non-business practitioners. Results of the Main Study reveal that in comparison with non-business practitioners, business practitioners demonstrate greater awareness of strategic, as opposed to moral, issues, correctly answer fewer questions related to moral issues, and require more time to respond to questions related to moral issues. These findings suggest that business practitioners may possess a poorer awareness of moral issues because their training and practice primes them to focus on the strategic components of a business situation at the expense of the moral components. It also presents suggestions for increasing business practitioners' moral awareness, including training to broaden their business schema to include moral- and ethical-related issues.

A146

A SELF-REGULATORY APPROACH TO SOCIAL ANXIETY AND POSITIVE PSYCHOLOGICAL EXPERIENCES AND EVENTS *Todd Kashdan[1], Michael Steger[2]; [1]George Mason University, [2]University of Minnesota* – The relationship between social anxiety and hedonic activity remains poorly understood. From a self-regulatory perspective, we proposed that overzealous attempts to conceal socially anxious feelings disrupt opportunities to recognize, pursue, and savor positive activity. We hypothesized that socially anxious individuals experience particularly diminished positive experiences and events on days when they are unable to adequately manage socially anxious feelings. In this 21-day experience sampling study with 97 college students (33 male, 64 female), to test predictions, we constructed and validated daily measures of social anxiety and emotion regulation. Dispositional social anxiety was associated with less positive affect and fewer positive events in everyday life. Socially anxious individuals reported the lowest rate of positive events on days when they were more socially anxious and tended to suppress emotions (i.e., joint vulnerability model), and the highest rate of positive events on days when they were less socially anxious and more accepting of emotional experiences (i.e., joint resilience model). Irrespective of dispositional social anxiety, participants reported the most intense positive emotions on days when they were less socially anxious and more accepting of emotional experiences (i.e., joint resilience model). In general, these relationships were not accounted for by the conceptual overlap between social anxiety and other negative affective states (e.g., depressive symptoms). Interventions may benefit by broadening their territory to address the hedonic activity and emotion regulation difficulties associated with social anxiety. Self-regulatory models can provide social-cognitive and contextual variables to further inform how and when social anxiety interferes with hedonic activity.

A147

THE EFFECT OF PERSONALLY RELEVANT PRIMING ON POLITICAL JUDGMENTS *Christopher Bryan, Aaron Kay, Dweck Carol, Ross Lee; Stanford University* – The present research proceeded from the assumption that, despite current discussions of political polarization and "red" versus "blue" states, most individuals hold a mix of values and social representations – some congruent with political conservatism and some congruent with political liberalism. We hypothesized, therefore, that a salience or priming manipulation could determine which set of values and representations would dictate political judgments in a given context. Accordingly students at Stanford University were induced to explain their prior academic success focusing on the role either of hard

work, self-discipline and wise decision-making (Personal Merit condition) or of chance, opportunity and help from others (Good Fortune condition). These students then offered their views about a series of politically relevant issues and judgments. As predicted, when subsequently asked to make political judgments, participants in the personal merit condition consistently offered more conservative responses than participants in the good-fortune condition.

A148

I HATE IT MOST, YOU KNOW?: IMPACT OF INTENSITY OF INNER FEELINGS ON ILLUSION OF TRANSPARENCY *Yumi Endo; Kansai University, Japan* – People tend to believe that their inner subjective feelings, such as embarrassment, are easily detected by others. Endo (2005) suggested that the intensity of an inner feelings of decision affected the illusion of transparency, as participants felt that their first choice would be more apparent to others than less favored choices. The present study hypothesized that the transparency effect may be mediated not by positivity bias but by intensity of inner feelings. Pictures of eight Korean male movie stars were shown on a screen. Ninety-three college students were asked to decide which star they liked the most and to briefly explain their choice. They were then asked to rate the difficulty of choosing a favorite and to predict the transparency of their choice. Next, they were asked to choose their fifth- and eighth-favorite stars and to respond to the same set of questions. Participants reported that choosing their first- and eighth-favorite stars was easier than choosing their fifth favorite. Participants gave larger transparency estimates for the top and the bottom choices than for the middle choice. These results suggest that greater transparency estimates were products not of motivational factors, but of cognitive factors of the intensity of inner feelings, as participants clearly felt that their least-favorite choice could be apparent to others. This paper will focus on how people use their subjective feelings to make and adjust to predictions of transparency.

A149

IMPLICIT MOTIVATION TO CONTROL PREJUDICE AS A MODERATOR OF THE EFFECT OF COGNITIVE DEPLETION ON AUTOMATIC DISCRIMINATION *Sang Hee Park, Jack Glaser; UC Berkeley* – The moderating role of Implicit Motivation to Control Prejudice (IMCP) on the effect of cognitive depletion on automatic discriminatory behavior was examined. Participants' cognitive resource depletion was manipulated by solving either difficult or easy anagrams. Then they did a task called the Shooter Task that measures racial biases in automatic responses. After that they reported their subjective experience in the task. Then the IMCP and implicit stereotype toward African Americans were measured, both using the Go/No-go Association Task. IMCP indeed moderated the effect of depletion on automatic discriminatory behavior: depletion resulted in more automatic racial bias in the Shooter Task only for those less implicitly motivated to control prejudice, while those highly motivated performed equally well in both conditions.

A150

PREDICTING ANTI-SOCIAL BEHAVIOR IN THE WORKPLACE: THE ROLE OF SUBCLINICAL PERSONALITY TRAITS *Bradley Brummel, Peter Harms; University of Illinois at Urbana-Champaign* – While a great deal of research has been conducted linking counterproductive work behaviors (CWBs) to normal personality traits and affect using the Big 5 and PANAS, very little research has focused on the relationship between such behaviors and subclinical personality traits in spite of their obvious theoretical relationship. Subclinical personality traits represent the stylistic tendencies of individuals that may result in maladaptive behavior, but are not so serious so as to manifest themselves as clinical syndromes. One model of these tendencies is the Dark Triad of personality, consisting of Narcissism, Machiavellianism, and Psychopathy (Paulhus & Williams, 2002). These traits have been shown to be predictive of anti-social acts beyond general measures of personality. In the current study, we used the Mini-markers of Evil, a measure designed to discretely assess the Dark Triad and the Behavior at Work scale, a self-report measure of work behavior, to test the relationship between subclinical traits and CWB as well as compliant acts in the workplace. The results show that both Machiavellianism and Psychopathy showed significant relationships with CWBs and that Machiavellianism, in particular, was linked to a deficit in compliance behaviors. An investigation into the lower-order levels of the subclinical traits showed that the facets of Misanthropy, Impulsivity, and Arrogance showed consistent relationships with CWBs and lack of compliance whereas other facets, such as Dominance, did not demonstrate any significant relationships to CWBs. These results demonstrate the utility of employing subclinical measures in the study of anti-social behaviors.

A151

RELATIONSHIP SATISFACTION MEDIATES THE EFFECT OF RELATIONAL SELF-ESTEEM ON ROMANTIC INTENTIONS *Kimberly O'Farrell, Paul Merlini; Minnesota State University, Mankato* – Based on the logic of sociometer theory (Leary & Baumeister, 2000), this study tested an alternative to the sexual selection-based explanation proposed by O'Farrell, Rosenthal, & O'Neal (2003) for why relationship satisfaction predicts romantic intentions toward nonmates. Specifically, relationship-based self-esteem was expected to mediate the influence of relationship satisfaction on both perceptions of flirtation and a desire to date an attractive other. Replicating O'Farrell et al's lab procedure, single and mate-paired males and females watched a videotaped self-introduction of a friendly, attractive nonmate who appeared to be responding to their self-introductions. Dependent measures included original measures and those of trait (Rosenberg, 1965) and relational self-esteem (subfactors: faults, virtues, and social commodities; Murray, et al., 1996). Relational self-esteem derives from individuals' perceptions of their partners' impressions of them. Results indicated that relational self-esteem is fundamental to romantic interest. Perceptions of flirtation and a desire to date nonmates both decreased with higher levels of relational self-esteem, but not trait self-esteem. Unexpectedly, the effect of relational self-esteem on dating desires was mediated by females' relationship status and both genders' relationship satisfaction. Overall, perceived flirtation increased and relationship satisfaction decreased as attributions of partners' views of the self became more negative. Accordingly, declines in satisfaction led to an increased desire to date the person in the video. Derived primarily from faults relational self-esteem (also virtue- and overall in females), relationship satisfaction predicts romantic intentions toward nonmates because it includes the tendency for a specific mate to think of the self as a bad person.

A153

ON BAD MOOD AND WHITE BEARS: THE EFFECTS OF MOOD STATE ON THE ABILITY TO SUPPRESS UNWANTED THOUGHTS *Carrie Wyland, Joesph Forgas, Norman Chan; University of New South Wales* – Does temporary mood influence people's ability to engage in effective thought suppression? Based on past research on mental control and recent work on affective influences on social cognition, this experiment predicted and found that negative mood significantly improved and positive mood impaired people's ability to engage in effective thought suppression when instructed not to think of a neutral concept, white bears. We also found clear evidence for ironic rebound effects: on a subsequent task, intrusions of the suppressed thought were greater in the negative than in the positive mood group. Participants first were given positive or negative feedback about performance on a supposed creativity task to induce happy or sad moods, and then engaged in two consecutive generative writing tasks, the first accompanied with instructions to suppress thoughts of white bears. Those in a negative group reported fewer 'white bear' intrusions when attempting to suppress, but more 'white bear' intrusions (an ironic rebound effect) in the subsequent task when the suppression instruction was lifted. The implications of these results for everyday tasks of mental control, and for recent affect-cognition theories are discussed.

A154

BODILY FEEDBACK AND INFORMATION PROCESSING: THE AUTOMATIC AND CONTROLLED COMPONENTS OF APPROACH-AVOIDANCE BEHAVIOR *Severine Koch, Rob Holland, Ad van Knippenberg; University of Nijmegen, The Netherlands* – The purpose of this study was to investigate whether approach and avoidance motor actions have differential effects on the mode of information processing. Due to the strong association between approach-avoidance motor actions and valenced events, it was hypothesized that motor actions could have a signal function concerning the processing requirements of the current situation. Specifically, it was expected that an approach arm posture indicates that the environment is beneficial and safe, so that an automatic processing style is sufficient to deal with the situation. An avoidance arm posture, in contrast, is associated with negative events, and therefore signals that a more analytic, controlled mode of processing is required. To test these predictions, participants were asked to perform a Stroop task while adopting either an approach or an avoidance arm posture. Subsequently, error rates were analyzed with the Process Dissociation Procedure (Jacoby, 1991), so that an automatic and a controlled estimate could be calculated per participant. The results confirmed our hypothesis. A significant interaction effect between arm posture (approach vs. avoidance) and kind of estimate (automatic estimate vs. controlled estimate) was found. The automatic estimate was significantly greater in the approach than in the avoidance condition, whereas the controlled estimate was significantly greater in the avoidance condition. The present research confirms the idea that approach motor actions promote automatic information processing, while avoidance motor actions facilitate controlled processing.

A155

BEING GOOD WHILE DOING BAD: MOTIVATED COGNITION AND MORAL HYPOCRISY *Niels van de Ven[1,2], Thomas Gilovich[2], Marcel Zeelenb[1]; [1]Tilburg University, [2]Cornell University* – People have a motivation to see themselves as moral, even when they act immorally (Batson et al. 1997). But how do people maintain a moral self-image when they behave immorally? The present research suggests that people do so, in part, by applying different criteria for themselves than for others. We claim that when participants face a moral dilemma themselves, less restrictive standards are automatically activated (essentially asking themselves "would it be okay to do this?"); when considering a moral dilemma facing someone else, more restrictive standards are activated ("would it be right to do this?"). Studies 1 and 2 show that these do indeed represent different standards Study 1 showed that people are more inclined to support morally questionable actions when asked whether it is okay to do them than when asked whether it is right to do them. Study 2 manipulated an "okay" versus "right" mindset and found that people were less likely to engage in immoral behavior in the latter case. Studies 3 and 4 show that these different standards are automatically activated. In Study 3, a lexical decision task revealed that participants were faster to recognize "okay"-related words than "right"-related words after contemplating a moral dilemma for themselves, but not after contemplating a moral dilemma facing someone else. Study 4 obtained parallel results using the dictator game to instantiate the moral dilemma, and a word stem completion task as the dependent measure. Implications for the psychology of morality are discussed.

A156

ENTITATIVITY, CONTROLLABILITY, AND RESPONSIBILITY OF GOVERNMENTS OVER ONGOING NATIONAL CONFLICTS: AN INVESTIGATION OF JAPAN-CHINA RELATION *Christian S. Chan, Kouichi Hioki, Minoru Karasawa; Kobe University* – Recent advancements in the studies of group entitativity and agenticity, as well as collective responsibility provide a framework to understand the ongoing conflicts between nations. Japanese university students participated in a survey study examining the perception of responsibility for the anti-Japan demonstrations in China during April 2005. As the demonstrations are commonly attributed as stemming from unresolved resentments regarding WWII and were facilitated by the Chinese government, the survey measured perceived entitativity of Chinese and Japanese peoples, perceived responsibility of the involved groups (both governments, both peoples, and the demonstration group), perceived controllability and predictability of the Chinese government over the incidents, and the participant's sense of collective guilt for Japan's act during WWII. Results revealed that participants saw Chinese people as more entitative as a group than Japanese. Regression analyses indicted that the level of perceived entitativity of Chinese people predicted the perceived controllability of the Chinese government over the demonstrations. Perceived controllability, but not predictability, of the Chinese government in turn predicted its perceived responsibility. Perception of sufficient apology made by the Chinese government, however, predicted a lower level of perceived responsibility. Results also suggest that higher collective guilt for WWII, which was predicted by higher degree of perceived similarity of self to other Japanese people, predicted higher responsibility allocated to Japanese people and government for the recent demonstrations. Implications for the studies of the perception of in- and out-group responsibilities, and the continuity of intergroup conflicts in relation to group entitativity are discussed.

A157

DOES HUMOR BELONG IN ADVERTISING? EFFECTS OF HUMOR ON ATTITUDES, MEMORY, AND BEHAVIOR *Madelijn Strick, Rick van Baaren, Rob Holland, Ad van Knippenberg; Radboud University Nijmegen* – In this research we hypothesized that repeatedly pairing products with humor has positive consequences for product attitude, but negative consequences for product recognition. This hypothesis stems from both the two-stage model of humor (Suls, 1972), and brain research on humor (e.g. Goel & Dolan, 2001). Firstly, the cognitive processing that is needed to understand the joke might occur at the expense of processing non-humorous material (e.g. products), leading to a diminished accessibility of products in memory. At the same time, due to an evaluative conditioning process, the positive affect that is involved in humor appreciation could lead to a positive change of implicit attitude towards products. In study 1, subjects attended to cartoons in a magazine on a computer screen. Pictures of one of two products systematically appeared in the periphery of either funny or non funny cartoons. Implicit attitudes were measured by an affective priming procedure (Fazio et al., 1986), in which both product pictures were used as primes. This revealed a significant positive automatic evaluation effect towards the humor related product. Furthermore, reaction times in a subsequent recognition task revealed that the humor related product was less accessible in memory than the other product. Study 2 generally replicated these findings, and additionally showed behavioral preferences in line with the positive attitude change. These studies extend both research on implicit attitude formation and humor in advertising.

A158

GETTING MORE FROM SUCCESS: STANDARD-RAISING AS SELF-ENHANCEMENT *Scott Eidelman[1], Monica Biernat[2]; [1]University of Maine, [2]University of Kansas* – Do people raise standards once success is achieved, and is doing so a way to enhance esteem? The attributional principle of augmentation (Kelley, 1971) suggests that perceptions of ability will be greater when higher standards are met. Higher standards also help ensure distinctiveness by making the same accomplishments harder for others to reach. These ideas suggest that standard-raising may enhance success as well as esteem. We distinguish these ideas from goal setting – whereby people raise standards to help orient toward future accomplishments, and initial standard-lowering – whereby people initially lower standards in the hopes of making success more probable or rendering anxiety about performance more manageable (cf. Norem & Cantor, 1986). A laboratory study supports these contentions. Partici-

pants indicated standards for an upcoming spatial reasoning test, and later were led to believe that they met or failed to meet these standards. Later participants were re-contacted, half had their esteem challenged, and all reported standards a second time. Results indicated that those given success feedback retrospectively raised their standards. Challenging participants' esteem increased this tendency. Raised standards approached but did not surpass performance, implying that participants were not setting future goals. Random assignment to success and failure conditions precluded initial standard-lowering as an alternative explanation for these findings. Complementing research showing that people may erect barriers prior to performance (Jones & Berglas, 1978), our own findings suggest that people create obstacles – in the form on higher standards – after success is achieved, and that doing so makes a strong performance better.

A159

STEREOTYPES OF MALE RAPE VICTIMS AND THE CONCEPTION OF THE SEXUAL ASSAULT OF MEN SCALE *Amanda Tucker[1], Midge Wilson[2], Christine Reyna[2], Kevin McLemore[2]; [1]Midwestern University, [2]DePaul University* – To date there has been very little research on the topic of male victims of sexual assault. The intention of this study was to determine what types of beliefs or impressions people have about male rape victims. To determine this, an exploratory survey was designed utilizing both open-ended as well as scaled questions. This data was used to create a preliminary scale assessing rape myths for men. The result of the study was the creation of the Sexual Assault of Men (SAM) scale. Overall, this research provides a snapshot of how the general population views male rape victims. It was expected that participants would report long standing stereotypes such as men can only be raped in prison and all victims must be gay. As it turns out, although prison had a noteworthy presence in the data, the idea of a man being slipped some form of narcotic at a bar or club was more common, and less than half of our participants felt sexual orientation played a role in the crime. Further, this study brought forward the idea of rape as a hate crime. This was a constant theme throughout the data. The current study provides a more accurate and more diverse picture of how people conceptualize the male rape victim and the kinds of circumstances that surround the rape of men.

A160

THE PREDICTIVE EFFECTS OF NARRATIVE: A MEDIATIONAL ANALYSIS *Kristi Costabile[1], Stan Klein[2]; [1]Ohio State University, [2]University of California, Santa Barbara* – Narrative construction is an integral part of comprehending and participating in one's social environment. One way narrative might aid in knowledge development is by facilitating one's ability to make predictions about what will occur next in a sequence of events. The present study explored the relationship between narrative and prediction using an mediational analysis. In this experiment, participants were shown a series of social events and were asked to either (a) memorize or (b) create a story using the events. After the presentation of social events, participants were given a word-stem completion task. We found that participants given narrative instructions were more likely to complete the word-stems using predicted words than those given memory instructions. Moreover, participants' tendency to generate predicted words using this implict measure of word associations mediated the relationship between our experimental instructions and participants' explicit predictions about what would next occur in the series. This initial investigation suggests that narrative construction may be an adaptive strategy used to anticipate future events in complex social situations.

A161

RELATIONS BETWEEN JUDGE'S PERSONALITY AND TYPES OF REALISTIC ACCURACY *Tera D. Letzring[1], David C. Funder[2]; [1]Idaho State University, [2]University of California, Riverside* – Making judgments of personality is something we do often and decisions based on these judgments can be important. The Realistic Accuracy Model (RAM; Funder, 1995) proposes that for an accurate judgment to be possible, relevant and available personality cues must be detected and correctly utilized by the judge. To examine the characteristics of good judges and learn more about the process of accurate judgment, 90 judges rated 5 targets following an interaction and a video-observation. Accuracy was assessed in terms of realistic accuracy (agreement between a judgment and a broad-based description that approaches what the target is really like), which was computed by correlating judges' ratings with 3 descriptions of targets (self, real-life acquaintances, clinician-interviewers), and combining these correlations into an accuracy score for each judge. Three types of accuracy were computed: overall accuracy (agreement between actual ratings and the accuracy criterion) and two components: stereotype accuracy (predicting the average) and differential accuracy (distinguishing between individuals and the average). It was found that characteristics that would seem to influence success at various stages of RAM were related to accuracy. It was also found that having a favorable view of human nature is related to accuracy and that good judges were found to be socially perceptive, conscientious, outwardly focused, socially skilled, warm, and compassionate. In order to learn more about how judges influence their own levels of accuracy, it is important to consider how the judge can affect all stages of the judgment process and the way accuracy is operationalized.

A162

THE EFFECT OF ISSUE INVOLVEMENT ON BIASED ATTRIBUTIONS *Jamie S. Hughes, Josh Wondra, Glenn D. Reeder, John B. Pryor; Illinois State University* – Naïve realism predicts that we will view those whose opinions differ from our own as lacking relevant knowledge or as motivated by self-interest or ideology (Ross & Ward, 1996). The present research explores the extent to which one's level of involvement in an issue increases the likelihood that one will attribute negative motives or denigrate the knowledge of those whose opinions differ from one's own. Eighty-three participants were randomly assigned to an involvement manipulation that required them to write about their own opinions regarding a relevant issue (high issue involvement) or an irrelevant issue (low issue involvement). Participants then completed a questionnaire that asked them to assess people with similar or dissimilar attitudes. As predicted, participants rated those with similar attitudes as more knowledgeable (less irrational and more open-minded) and as motivated more by ethical principles than people whose opinions were dissimilar. However, participants in the high involvement condition were more likely than those in the low involvement condition to rate people with similar attitudes positively and to evaluate those with dissimilar attitudes negatively. The current research supports and extends the naïve realism literature by demonstrating that biased judgments occur with both attributions of knowledge acquisition and motive. Of greater importance, participants' level of issue involvement was shown to moderate this effect. Discussion centers on cognitive dissonance as a possible explanation of the findings.

A163

WHEN DIFFERENT IS BETTER: PERFORMANCE FOLLOWING UPWARD COMPARISON *Camille Johnson[1], Diederik Stapel[2]; [1]Stanford University, [2]University of Groningen* – The attainability of upward social comparisons is known to affect how people view themselves. The consequences for performance, however, are less well understood. We suggest that demoralizing upward comparisons with unattainable targets may lead to improved performance when the target and performance domains are mismatched. For example, a comparison target that has been successful in an analytic domain should lead to better performance by perceivers in a verbal domain. This improvement in performance occurs because increased performance in alternative domains provides an opportunity for self-evaluation maintenance. Two studies were conducted demonstrating that whether upward comparisons lead to

improved or worsened performance depends both on the perceived attainability of comparison target's success and the degree to which the target's domain of success and performance domain overlap. In Study 1, participants read about an older (attainable) or younger (unattainable) fellow student who was successful in an analytical (mismatch) or verbal (match) domain. Then, participants completed a measure of verbal ability. Those reading about an unattainable target and completing a mismatching task outperformed all other participants. In Study 2, participants read about an older (attainable) or younger (unattainable) fellow student who was generally successful (encompassing) or successful in a verbal (matching) domain. Then, participants completed a measure of verbal ability. Participants performed best when the unattainable target's domain of success encompassed the performance domain. Study 2 also included measures of self-evaluations that supported the conclusion that increased performance following unattainable targets in mismatching domains is a result of participants employing self-evaluation maintenance strategies.

B1

COGNITIVE EXPERIENTIAL SELF-THEORY AND THE ASSOCIATION BETWEEN IMPLICIT AND EXPLICIT SELF-ESTEEM *Virgil Zeigler-Hill; University of Southern Mississippi* – Dual-process models (e.g., Epstein & Morling, 1995) propose that humans have both a cognitive system which is rational, deliberative, and conscious, as well as an experiential system which is affective, automatic, and nonconscious. It is believed that explicit self-esteem may be derived primarily from the cognitive system, whereas implicit self-esteem is believed to originate in the experiential system. Previous research has shown that measures of implicit self-esteem are, at best, only weakly correlated with measures of explicit self-esteem (e.g., Bosson, Swann, & Pennabaker, 2000). Previous researchers have suggested that if implicit self-esteem is a product of the experiential system, then individuals who rely more heavily upon this system should be more likely to report levels of explicit self-esteem that are congruent with their implicit self-esteem (e.g., Pelham et al., 2005). However, this hypothesis has not been directly tested. Therefore, the present study compares the strength of the correlation between implicit and explicit self-esteem among individuals who rely on the experiential system with the strength of this correlation among individuals who do not rely on this system. As expected, a stronger correlation emerged for implicit self-esteem and explicit self-esteem among those individuals who relied upon experiential information-processing, $z = 2.46$, $p < .01$. The implications of this study for the nature of implicit self-esteem will be discussed.

B2

INFLUENCING AUDIENCE SATISFACTION BY MANIPULATING EXPECTATIONS *Kate Sweeny, James A. Shepperd, Lisa C. Cherry; University of Florida* – How people feel about an outcome depends on the counterfactual outcome – what could have been. People are elated when outcomes exceed expectations and disappointed when outcomes fall short of expectations. People seem sensitive to this fact when anticipating feedback and will proactively adjust their expectations to influence satisfaction with outcomes. We explored in five studies whether this process occurs interpersonally by examining: 1) whether people intentionally manipulate audience expectations about outcomes that are important to the audience, 2) whether these manipulations undertaken to influence audience satisfaction with the outcome, and 3) whether these manipulations make a difference. Studies 1 and 2 revealed that waiting customers often receive overestimations of the time they must wait before they can speak to a customer service representative (Study 1) or receive a table at a restaurant (Study 2). Studies 3 and 4 revealed that restaurant staff members are acutely aware of the relationship between expectations and outcome satisfaction and intentionally overestimated wait times to influence how customers feel. Study 5 revealed that participants viewed the same outcome more positively if they were led initially to expect something worse than if they were led initially to expect something better. Collectively, the results suggest that people will intentionally manipulate audience expectations to influence audience satisfaction with outcomes, and that these manipulations are often successful.

B3

CHOOSE YOUR OWN ADVENTURE: ATTACHMENT DYNAMICS IN A SIMULATED RELATIONSHIP *Amanda Vicary, R. Chris Fraley; University of Illinois at Urbana-Champaign* – According to adult attachment theory, insecure individuals respond to events in their romantic relationships in ways that are destructive to those relationships. The objective of this research was to examine how these responses may accumulate over repeated interactions with one's partner to impact the quality of the relationship. Participants were presented with a "choose your own adventure" dating story in which they could make secure or insecure choices throughout the story based on how they interpreted and responded to their partner's behavior. We found that insecure individuals tended to begin making insecure choices immediately and also grew toward security at a slower rate. Satisfaction with the relationship was also related to how one progressed through the story, in that individuals who became secure more slowly rated less satisfaction with their partner at the end. Taken together, these results indicate how working models of attachment impact the way people interpret and respond to their partners' behaviors.

B4

A CULTURAL APPROACH TO RELIGIOUSNESS AND SPIRITUALITY AMONG AMERICAN CATHOLICS, JEWS, AND PROTESTANTS *Adam Cohen[1,2], Peter Hill[3]; [1]Philadelphia University, [2]University of California, Berkeley, [3]Biola University* – Cultural differences in individualism and collectivism remain a strong interest in personality and social psychology, but a surprisingly little amount of attention has been paid to the reasons why cultures differ. One long theoretical tradition attributes American individualism to Protestant theology: In 1835, Alexis de Tocqueville claimed he could foresee the destiny of America in the first Puritan who came ashore. In contrast, Catholic and Jewish identity has been theorized to be more collectivistic (Cohen, et al., PSPR, 2005). We investigated religious and spiritual identity among American Catholics, Jews, and Protestants. Study 1 showed that religiosity and spirituality ratings of Protestants were based primarily on personal salience of religious identity. For Jews, religiosity was about practice and identity, though spirituality relied on belief and identity. Of interest, recent theorizing has claimed that measures of intrinsic religiosity prize personal motivations, whereas measures of extrinsic religiosity involve sociality. Study 2 showed that intrinsic religiosity and extrinsic religiosity were negatively correlated among Protestants, nonsignificantly correlated among Catholics, but positively correlated among Jews. Study 3 showed that social support was more highly correlated with well-being among Catholics and Jews, than Protestants, suggesting more socially grounded identity in Catholics and Jews. Our results support the theory that social aspects of religion and spirituality are more salient to Catholics and Jews, compared to Protestants, and bolster the theory that American individualism is partly due to Protestantism.

B5

THE EFFECT OF DISSOCIATIVE REFERENCE GROUPS ON EVALUATIONS OF A HEALTH MARKETING CAMPAIGN *Katherine White[1], Krista Cunningham[1], Darren W. Dahl[2]; [1]University of Calgary, [2]University of British Columbia* – Dissociative reference groups are those groups that an individual is motivated to avoid being associated with. While research has often focused on how membership reference groups (groups we are members of) and aspirational membership groups (groups we aspire to be members of) influence attitudes, research has paid little attention to dissociative reference groups. Thus, the goal of the current research was to examine the influence of dissociative reference groups on evaluations. In Study 1 we demonstrate that people are motivated to avoid dissociative groups by showing that males had more negative evaluations of and were less inclined to choose a product associated with a dissociative reference group than a neutral product. In Study 2 we propose that dissociative reference groups might be particularly impactful in health and social marketing campaigns where the message conveyed often involves the avoidance of a negative behavior. In the context of viewing an anti-drinking-and-driving advertisement, participants experienced more positive attitudes, reported more involvement, and had stronger future intentions when viewing an advertisement that highlighted avoiding a dissociative group, as compared to an advertisement that highlighted either an aspirational reference group or no reference group. Furthermore, reference group type was moderated by prevention-promotion priming when predicting attitudes towards the advertisement. Those who were primed with a prevention focus and who viewed the ad depicting the avoidance of a dissociative group had the most positive evaluations of the advertisement. The implications of utilizing dissociative reference groups in health and social marketing communications are discussed.

B6

THE EFFECTS OF VISIBLE MARKERS OF BRAIN INJURY ON ATTRIBUTIONS FOR UNDESIRABLE BEHAVIORS *John McClure*[1], *Miranda Devlin*[1], *John McDowall*[1], *Kim Wade*[2]; [1]*Victoria University of Wellington,* [2]*University of Warwick* – Clinical reports about people with brain injury suggest that observers tend to misattribute behaviors that result from the injury to other causes, such as adolescent norms, or personality. The same pattern is seen with other invisible disabilities. It has been suggested that this pattern of misattribution is accentuated if the person shows are no visible markers of the injury. This research investigated whether observer's attributions for undesirable behaviour of adolescents with brain injuries are affected by physical markers of the injury. A pilot study selected four undesirable behaviours that could be attributed equally well to adolescence or brain injury. Two experiments presented two groups of participants with a vignette about an adolescent boy who suffered a brain injury at the onset of adolescence and who subsequently demonstrated an increase in these four behaviors. This vignette was accompanied by a photograph of the described adolescent. The photographs were identical except that for one group the digitally altered photo showed the boy with a head bandage. For each behavior, participants (students) made attributions to the brain injury and adolescence. When the injured boy wore no head bandage, participants attributed the behaviours more to adolescence, whereas when he wore a head bandage, participants attributed the behaviours more to brain injury. These findings suggest that when brain injured adolescents show no markers of the injury, the maladaptive behaviors that result from their injury may be attributed to adolescence, a situation that may hinder understanding and rehabilitation.

B7

BUILDING REGULATORY STRENGTH: THE BENEFIT OF EXERCISING SELF-CONTROL *Megan Oaten, Ken Cheng; Macquarie University* – This research investigates whether the repeated practice of self-control improves regulatory strength over time. In 3 longitudinal studies, we recruited university students to participate in a program of self-regulation. The self-regulation programs concerned physical exercise, a study program to reduce stress during exams, and monitoring financial behaviour. Manipulation checks indicate exercise increased on average from 1 to 6 sessions per fortnight (for those in the physical activity program), study time increased on average by 10 hours per week (for those in the study program), and savings as a percent of income increased on average by 30% (for those in the financial monitoring program). These students also showed significant improvement in self-regulatory capacity as measured by a laboratory task (Stroop; VTT) and self-reported regulatory behaviours. For example, students reported a decrease in impulsive spending and increased emotional control and attendance to commitments. Health-related behaviours also improved. Students reported decreased stress and emotional distress. Smoking, alcohol and caffeine consumption also decreased, whilst healthy dietary patterns increased. All controls remained stable. The strength model of self-control offers the best fit to the experimental findings. These findings hold vast practical significance. Lifestyle factors are implicated in many areas of health and well being, from cardiovascular diseases to stress. Nearly every major personal and social problem has some degree of self-control failure. This research, however, demonstrates that with regular regulatory exertion, we can look forward to maintaining good health (physical and emotional), better stress management, and the attainment of academic and financial goals.

B8

JUDGMENTS OF INTENTIONALITY AND RESPONSIBILITY IN ACTS OF GROUPS AND INDIVIDUALS *Minoru Karasawa*[1], *Fumio Murakami*[2]; [1]*Kobe University, Japan,* [2]*Yokoyama National University, Japan* – The present study aimed to reveal how judgments of intentionality and responsibility are constructed regarding behaviors by social groups. We specifically focused on the effect of group entitativity on the perception of agenticity. Undergraduate students read scenarios depicting behaviors of various actors. In the group-actor condition, members of a group with high entitativity (e.g., "baseball team") or low entitativity (e.g., "passengers of a train") engaged in a desirable or undesirable conduct. In the individual-actor condition, the protagonist, engaging in the same behavior, was a member of the high or low entitativity group. Participants were asked to rate the extent to which (1) the act was intended by the actor, (2) the actor was responsible, and (3) whether the cause of the behavior was internal or external to the actor. Results showed that individual actors were constantly judged to be high in intentionality and responsibility, regardless of the action's desirability, whereas acts of high, but not low, entitativity groups were judged to be as intentional and responsible as individuals' acts. In contrast, judgments of the internal versus external locus of causality were not consistently determined by the experimental conditions but varied across different scenarios. Judgments of causality apparently depended on specific features of the scenarios rather than the nature of the actors. These results suggest that lay perceivers may use more complex "folk theory of mind" when making these judgments than attribution researchers have traditionally assumed. Relationships among perceived intentionality, causality, and responsibility are also discussed.

B9

JAPANESE STEREOTYPES FOR CHINESE, KOREAN, TAIWANESE: EFFECT OF IDENTITY AND PERCEIVED SIMILARITY ON STEREOTYPING" *Shinya Okiebisu*[1], *Naoya Tabata*[2]; [1]*Japanese Job Skills Training Institute,* [2]*University of Tsukuba* – People have positive attitudes toward their ingroup and less positive attitudes towards outgroups. However, it is uncertain that which category would be salient when they belong to multiple groups such as Tokyo residents, Japanese, and Asians. This study investigated which category would become salient when people identify with multiple groups. Perceived similarity between groups (Asians) would be pronounced when the context includes more different groups including Europeans. Perceived similarity and the experiences of being categorized as Asians would lead Japanese to identify with Asians, and possibly have positive stereotypes for other Asians. Participants included Japanese who have stayed in European countries more than three months (EU) and those have not (non-EU). In [give context where asked], 20 students (10 EU, 10 non-EU) were asked to what extent they feel proximity with other Asians (Chinese, Koreans, Taiwanese), whether or not they identify as Asians, and the content and desirability of their stereotypes for Chinese, Korean, and Taiwanese. First, EU-travelers found more similarity between themselves and other Asians than non-EU traveling students. Second, EU were more likely to have an identity as Asians than non-EU. Third, the contents of stereotypes collected from both groups were different; however, there was no significant difference between the desirability of stereotypes. It was concluded that people who had experienced social encounters with Europeans would likely to have an identity as Asians and proximity with other Asians.

B10

ON THE CONSCIOUSNESS OF UNCONSCIOUS GOALS *Karin C.A. Bongers*[1], *Ap Dijksterhuis*[1], *Russell Spears*[2]; [1]*University of Amsterdam,* [2]*Cardiff University* – According to the automotive model, goals can be activated by situational cues outside of awareness and then operate non-consciously to guide self-regulation effectively. Indeed, it has been shown that the whole sequence can ensue without conscious awareness. This raises an interesting question. There is no denying that in real life people are often aware of their goals. The question is when and why. Recently, it is demonstrated that goal fulfillment led to inhibition of goal-related constructs and a lack of fulfillment resulted in a maintained heightened accessibility of goal-related constructs. It is possible that this heightened accessibility makes us consciously aware of our goals. In five

experiments, we address the question whether people start to consciously think about unconsciously activated goals when progress is frustrated and inhibit conscious thoughts when progress is successful. In four experiments we investigated whether these effects emerged after goals were or were not fulfilled and in one experiment we investigated whether these effects already emerged during goal-pursuit. In all experiments, we subliminally activated an achievement goal or not, and to manipulate failure or success, we gave participants either a difficult or an easy task. We used a sentence completion test to measure conscious thoughts after goal-pursuit and a think-aloud-protocol to measure conscious thoughts during goal-pursuit. The experiments showed that people start to consciously think about their unconsciously activated goals when progress is frustrated and inhibit conscious thoughts when progress is successful. Implications of these findings for theories of conscious and unconscious processes are discussed.

B11

EXPLAINING INGROUP-FAVORITISM THROUGH PROCESSES OF SOCIAL PROJECTION *Theresa DiDonato, Joachim Krueger; Brown University* – Using the minimal-group paradigm, this research examines how group membership moderates social projection – the process of attributing one's own ideas, attitudes, and beliefs to others – when groups are defined by crossing two categorical grouping variables. The 71 Brown University students who participated in this experiment were randomly assigned to one of four groups through arbitrary feedback on two perceptual tasks: one in which they indicated their preference between artwork by Klee and Kandinsky, and one in which they estimated the number of dots that flashed on a digital screen. Participants then indicated whether they endorsed a series of MMPI-2 statements, and estimated the percent of other groups (like and unlike their own) they believed would endorse each statement. The social desirability of each statement and ratings of explicit similarity to each group were also obtained. Results demonstrate that people project the most to their double in-group, intermediately to their mixed groups, and the least to their double out-group. These findings support an egocentric model of social perception that is sensitive to the categorical inclusion or exclusion of others. Global similarity ratings showed the same pattern of results, but idiographic projection scores proved to be better predictors of group favorability than similarity ratings.

B12

UNDERSTANDING THE EFFECTS OF FORGIVENESS ON REPENTANCE *Ward Struthers, Judy Eaton, Nicole Shirvani, Michael Georghiou, Alexander Santelli; York University* – Although a growing body of empirical research is demonstrating that forgiveness can restore harmony to relationships damaged by interpersonal conflict (e.g., Aquino et al., 2003; Eaton & Struthers, in press; Exline et al., 2004; McCullough et al., 2003), relatively little research has been conducted on the related construct of repentance. The research that has been conducted has focused mostly on the effects of repentance on the forgiveness process (e.g., Boon & Sulsky, 1997; Darby & Schlenker, 1982; Ohbuchi & Sato, 1994; Schmitt et al., 2004; Weiner et al., 1991); however, research examining the effect of forgiveness on repentance is essentially nonexistent (Exline et al., 2003). Two experiments were conducted to address this area of neglect by examining the effects of four different levels of forgiveness (grudge, none, implicit, explicit) on a transgressor's repentance. In Experiment 2, we explored if this effect was moderated by the offender's perceived responsibility for the offense (no responsibility, responsibility). The participants from Experiments 1 and 2 were randomly assigned to each of the conditions. Results confirmed predictions that a transgressor's repentance was significantly ($ps<.05$) and differentially influenced by forgiveness (Experiment 1 & 2) and responsibility attributions (Experiment 2). More specifically, repentance was more likely to follow implicit and explicit forgiveness compared to a grudge or no forgiveness. However, when transgressors perceived themselves to be responsible, they were also more likely to repent if the injured party held a grudge.

B13

"A ROSE BY ANY OTHER NAME" WOULD STINK: COLOR NAMING INFLUENCES ON CONSUMER DECISION MAKING. *Jeanine Skorinko[1], Suzanne Kemmer[2], David Lane[2], Michelle Hebl[2]; [1]University of Virginia, [2]Rice University* – Companies dealing with colors (e.g., paint companies, the cosmetic industry) spend enormous amounts of time and money selecting names for the colors of their products in order to lure consumers. But, why would the name of a color matter? If color naming works similarly to brand and product naming, than a more appealing name (e.g., a fancy name like mocha) should increase preference for a color (and product) more than a generic name (e.g., brown). However, colors are complex stimuli and it is possible that the color itself influences decisions. Thus, the current research examines whether such naming strategies affect consumer behavior. Across three experiments, participants rated color swatches (Experiment 1), or products (Experiments 2 and 3) that had either generic names (e.g., "brown,") or fancy names (e.g., "mocha") attached to them. Of three possible colors (blue, brown, and green), participants only viewed one color. In Experiments 1 and 3, participants viewed both fancy named and generic named swatches/products, but participants in Experiment 2 viewed only one product (generic or fancy named). The results demonstrate that fancy color names influence consumers' decisions. Fancy named colors were rated more positively than generic named colors, and also influenced purchasing decisions. This phenomenon occurred whether there was a comparison item (Experiments 1 and 3) or not (Experiment 2), and regardless of the color (e.g., brown, blue, or green) viewed. Thus, the name attached to a color influences consumer's preferences and purchasing decisions.

B14

A SOCIAL COGNITIVE APPROACH TO THE SELF-PRESENTATION THEORY OF SOCIAL ANXIETY *Lahnna Catalino, R. Mike Furr, Stephen Manna; Wake Forest University* – The Cognitive Affective Personality System (CAPS) views personality as a system of interactions between the individual and the situation (Mischel & Shoda, 1995). The purpose of this study is to integrate the CAPS model of personality and the self-presentation theory of social anxiety (SA) in two ways. First, we evaluate the self-presentation theory of social anxiety (Leary, 1995), which views social anxiety as a function of impression motivation (IM) and impression efficacy (IE), from an intra-individual perspective. Second, we examine the degree to which "person variables" (IM and IE) mediate the effect of situations on social anxiety. The "situation" is conceptualized as the following psycho-social demands: professionalism, self-regulation and social charm and wit. To explore these questions, an experience-sampling study was carried out in which participants evaluated their social interactions daily for a week. Thus, social anxiety was examined via combinations of person-situation relationships that occur within a person. Hierarchical linear modeling (HLM) analyses revealed further support for self-presentation theory from an intra-person variation perspective – increases in IM and IE were associated with increases in SA. Further, as the perceived situational demands increased, SA increased. Interestingly, these associations were partially mediated by impression motivation and impression efficacy – results of mediational analyses were consistent with the idea that perceived situational demands affect IM and IE, which in turn affect SA. Together, these results substantiate self-presentation theory from a CAPS approach, but also shed light on the role situational demands may play in influencing social anxiety.

B15

BETTER THE DEVIL YOU KNOW: THE CASE OF DIAGNOSTIC NAMES FOR SCHIZOPHRENIA *Kaoru Kurosawa, Toyo University; Faculty of Sociology* – In 2002, the Japanese official technical term for schizophrenia was change from 'seishin-bunretsu-byo' (literally, mind splitting disease; SBB) to 'tougou-shitchou-sho' (integration dysfunction disorder; TSS). This study was one of the first attempts to empirically assess the impact of the terminological change. Undergraduates, 182 men and women, read a description of someone who seemed to suffer from delusions. They were then told that the diagnosis by a doctor after consultation was: SBB, TSS, normal and no problem, or paranoid personality disorder. About 20% of the participants knew the term change and both terms correctly. Those who knew were relatively less negative in their ratings of the person's problem, but regardless of the knowledge, ratings of the problem as well as the person were most negative in the TSS condition. The main effects were both statistically significant, but the interaction effect was not, on a summary index based on factor analysis of 10 ratings. Individual ratings showed similar patterns of results. Thus, our results totally confounded the good intention of psychiatrists and government officials, who must have hoped that the new word should improve the image of schizophrenics among the public. Implications for other similar terminological changes were also discussed.

B16

INTERGROUP PERCEPTIONS OF AMBIVALENT STEREOTYPES OF GAY AND HETEROSEXUAL MEN: DOES THE THEORY FIT? *Diana Milillo[1], Peter Hegarty[2]; [1]University of Connecticut, [2]University of Surrey* – Glick and Fiske's (2001) ambivalent stereotype theory posits that stereotypes of all groups consist on complementary dimensions of warmth and competence. Popular images of gay men stereotype them in terms of sexuality and promiscuous behavior. Considering this as high in the warmth dimension, are gay men seen simultaneously low in competency or productivity, relative to heterosexuals? Further, when gay men are not associated with overt sexuality, do judgments of competency improve? Two experimental studies sought to examine the effect of this framework with respect to perceptions of gay and heterosexual men in work-related settings. In both studies, heterosexual participants were provided information about either a heterosexual or gay male target. Participants read a scenario about the target that was framed to emphasize sexuality or emphasize family and viewed an image of him in a sexualized embrace or a family picture. Participants rated targets on competency adjectives, upward career movement (Study 1), and active or passive work strategies (Study 2). Results indicate that target's perceived competence varied reliably by sexual orientation, image, and their interaction ($F=13.833$, $p<.001$). However, this effect was found such that heterosexual men in a non-sexual frame were reliably least competent than heterosexuals in a sexualized frame or gay men in either frame. Non-sexualized heterosexuals were least likely to be recommended for a raise in employment status compared to all other conditions (Study 1) and more passive work styles (Study 2). Results are discussed in terms of norm theory and implications for ambivalent stereotype theory.

B17

DEVELOPMENT AND VALIDATION OF A SOCIAL MOTIVATION/ SOCIAL EFFICACY SCALE *Christopher S. Nave, R. Michael Furr; Wake Forest University* – Self-presentation concerns how individuals control the impressions they make on others (Leary, 1995). Two fundamental constructs in self-presentation theory are impression motivation (IM, how motivated a person is to make particular impressions) and impression efficacy (IE, how capable a person feels in making particular impressions). Despite their importance, no measure exists to assess IM or IE as defined in self-presentation theory. A Social Motivation/Social Efficacy scale (SMSE) was developed, in which each construct was separated into a pure component (e.g., motivation to make any kind of impression) and a socially-desirable component (e.g., motivation to make a good impression). Undergraduates completed the scale, the California Adult Q-Set, and the NEO-PI-R. Results show that the SMSE has two clear factors, consistent with self-presentation theory, and its scales have high reliability (internal consistency and test-retest). High SE is associated with characteristics needed for making a successful interaction (e.g.: extroversion, arousing liking, being socially poised). High SM is associated with a kind of social neuroticism (e.g.: comparing self to others, seeking reassurance, neurotic). Further, the pure components of SM and SE contribute unique variance in predicting theoretically-relevant NEO-PI-R facets, even when controlling for the socially-desirable components of SM and SE. Although results were stronger for efficacy scales than for motivation scales, theory-driven analyses supported the scale's construct validity – high correlations between hypothesized patterns of associations and obtained patterns of associations. This research suggests that the SMSE scale enhances the ability to conduct personality-oriented research on important but perhaps subtle facets of self-presentation theory.

B18

SOCIAL JUDGMENTS OF GRIEF REACTIONS ARE IMPACTED BY GENDER *Susanne Biehle, Tara Lineweaver; Butler University* – Research suggests that males and females experience emotions similarly, but express them differently due to social norms. This study examined whether gender-based social norms for emotional reactions are applied differently in the context of grief than in other interpersonal situations. 240 undergraduate students (67 males, 173 females) were presented with scenarios involving the end of a romantic relationship due to breakup or death and were asked to rate both internal emotions (14) and external reactions (mild vs. severe) of either a male or female character. Stronger internal emotions were expected after death than breakup for 6 of the 14 emotions, and mild external reactions were seen as more expected and appropriate than severe reactions. Contrary to expectations, male and female characters were generally rated similarly in both internal and external emotions. However, a significant character gender by type of situation interaction indicated that male characters were expected to be more shocked after a breakup than death, whereas female characters were expected to be more shocked after death than breakup. Finally, significant interactions between participant gender and situation emerged for longing, hopelessness, and fearfulness. Female participants expected stronger emotional responses after death than breakup, but male participants expected similar responses across situations or stronger emotional responses after breakup than death. Findings suggest subtle differences in how males and female characters are expected to respond to death versus other interpersonal situations and more extensive differences in how male and female participants expect others to respond to these two types of scenarios.

B19

VICARIOUS EMOTIONS AND INTERDEPENDENCE: HOW DO PEOPLE REACT TO A LIKED-OTHER'S PRAISEWORTHY AND SHAMEFUL ACTS? *W. Q. Elaine Perunovic[1], Michael Ross[1], Chester C. S. Kam[2]; [1]University of Waterloo, [2]Chinese University of Hong Kong* – Emotion theorists in North America consider pride and shame to be self-conscious emotions (Lewis, 1993) that are implicated in the development of self-regulation and morality (Emde, Johnson, & Easterbrooks, 1987). Nevertheless, individuals can experience vicarious pride and shame as a result of actions of another person, particularly of a close other's actions. In Studies 1 to 4, we demonstrate that people have a stronger tendency to feel vicarious pride for a liked-other's honourable acts than to feel vicarious shame for a liked-other's disgraceful acts; we term this finding the Emotional Response Asymmetry (ERA). We also investigated the interplay between ERA and interdependent orientation. In study 2, participants of East-Asian cultural background, whose self-construals were presumably more chronically interdependent, reported more shame in response to shameful actions of a liked other than did European Canadians. Cultural differences and ERA did not appear in response to partici-

pants' own actions or to actions of a disliked other. In Study 3, a situational prime of interdependence increased vicarious shame in European Canadians. Thus, interdependent orientation, either culturally developed or situationally induced, intensifies vicarious shame. In Study 4, we assessed interdependent orientation as a dependent variable in European Canadians. The praiseworthy actions of a liked other elicited more interdependent self-construal than did the shameful actions of a liked other. We discuss the theoretical basis of the reciprocal relation between interdependence and vicarious emotional experiences.

B20

FIT TO FORGIVE: EXPLORING THE INFLUENCE OF REGULATORY FOCUS ON FORGIVENESS *Alexander G. Santelli, C. Ward Struthers, Judy Eaton; York University* – Research on interpersonal transgressions has demonstrated a positive association between repentance and forgiveness. However, empirical and anecdotal evidence suggests that this relationship is also influenced by other factors. The authors propose the regulatory focus of victims and transgressors as one such factor. According to regulatory focus theory (Higgins, 1997; 1998), individuals self-regulate using either a promotion or a prevention focus. Three studies tested the effects of regulatory focus on forgiveness by asking participants to imagine themselves as victims of a transgression (Study 2) and by creating an actual transgression (Studies 1 and 3). In Study 1, the authors measured chronic regulatory focus and administered a measure of unforgiveness (TRIM-12; McCullough et al., 1998). Participants' chronic promotion goals predicted less unforgiveness, whereas chronic prevention goals predicted more unforgiveness. In Study 2, the authors again measured chronic regulatory focus. This time, however, explicit measures of self-reported forgiveness were used (e.g., "To what extent would you forgive?"). In addition, the impact of apologies on forgiveness was examined. Participants' chronic promotion goals predicted more forgiveness, whereas chronic prevention goals predicted less forgiveness. Moreover, forgiveness was increased by apologies emphasizing congruent regulatory concerns and decreased by incongruent apologies. In Study 3, the authors primed promotion and prevention concerns and examined the influence of apologies on forgiveness-related behaviors (i.e., ballot allocation and social distance). Forgiveness was greater when apologies emphasized congruent regulatory concerns than when they emphasized incongruent regulatory concerns. These results indicate that regulatory focus theory can help inform the scientific study of forgiveness.

B21

"I'M NOT BEHAVING LIKE AN OUTGROUP MEMBER": INGROUP IDENTIFICATION AS A PREDICTOR OF BEHAVIOURAL CONTRAST TO OUTGROUPS *Natalie R. Hall, Richard J. Crisp; University of Birmingham, UK* – This research examined the moderating role of ingroup identification on assimilation effects in automatic behaviour. Previous work has considered numerous variables that influence whether the perceivers will assimilate towards a primed construct (e.g., a social stereotype) or whether the perceiver will contrast away from the construct. The current work considers the role of ingroup identification in moderating such effects. The studies explored whether priming an outgroup (the elderly) would lead to diverging behaviour for perceivers with differing levels of commitment to their ingroup (the young). Results indicated that low ingroup identifiers assimilated to the primed outgroup stereotype ('slow' and 'forgetful'), they completed a lexical decision task more slowly and recalled fewer previously presented words. Those who identified more strongly with their ingroup showed a contrast effect, completing the lexical decision task quicker and remembering more words. Furthermore, when asked to list as many local bars and nightclubs as they could, high identifiers primed with the outgroup listed more of these ingroup-related words. These results are conceptually replicated using gender groups. Low identifying females showed an assimilative effect, performing better on a maths test and high identifying females showed a contrast effect, performing worse on a maths test. Research in progress is investigating whether the perceivers' tendency to self categorise as an ingroup member mediates these outgroup contrast effects.

B22

CLARIFYING THE NEUROCOGNITIVE SUBSTRATES OF THE BEHAVIORAL INHIBITION SYSTEM: BIS AND THE NO-GO N2 *Sarah L. Master[1], David M. Amodio[1,2], Cindy M. Yee[1], Shelley E. Taylor[1]; [1]University of California, Los Angeles, [2]New York University* – The behavioral inhibition and activation systems (BIS/BAS) are thought to comprise a fundamental organization of personality (Gray, 1982). BIS is sensitive to punishment and novelty, and functions to halt ongoing behavior, whereas BAS is sensitive to appetitive cues, and functions to engage behavior. Research on neural correlates of BIS and BAS suggest a link between BAS sensitivity and frontal electroencephalographic (EEG) alpha asymmetry, supporting the theoretical association of BAS with approach motivation. Findings for BIS are less clear; some work suggests that BIS predicts right frontal cortical activity, thus reflecting avoidance motivation rather than inhibitory processes. To test the hypothesis that BIS reflects sensitivity of response inhibition rather than avoidance motivation systems, we examined the relation between BIS and the N2 component of the event-related potential obtained from "no-go" trials in a standard "go/no-go" task. The no-go N2 provides an index of response inhibition processes and has been associated with anterior cingulate cortex activity. We predicted that BIS would relate to no-go N2 amplitudes, beyond any relationship with frontal cortical asymmetry. Participants' EEG was collected during a baseline resting period (to measure frontal cortical asymmetry) and while they completed the go/no-go task. BIS and BAS were measured using Carver and White's (1994) scales. As hypothesized, higher BIS was associated with larger N2 amplitudes, but was unrelated to frontal cortical asymmetry, whereas higher BAS was associated with greater left frontal asymmetry, but was unrelated to N2 amplitudes. These results link BIS with neurocognitive mechanisms of response inhibition rather than avoidance motivation.

B23

FAILURE TO BE FEMININE: INTERPERSONAL PENALTIES FOR FAILURE ON SEX-CONSISTENT DOMAINS *Corinne A. Moss-Racusin, Madeline E. Heilman; New York University* – Recent research has demonstrated that women who violate the "shoulds" of prescriptive gender stereotypes by succeeding at male sex-typed tasks are viewed as unlikable and interpersonally deficient. This study sought to extend these findings and determine whether these reactions also occur when women's violation of prescriptive gender stereotypes is in the form of failure. 41 participants reviewed performance evaluations of target employees who had failed on either a sex-consistent (female) or sex-inconsistent (male) sex-typed task. Participants then rated target employees on scales measuring liking and interpersonal derogation. Results demonstrated that when women failed on a female sex-typed task, they were less liked and more personally derogated than women who failed on a male sex-typed task. Contrary to predictions, no distinction was made between failure that was clear and irrefutable and failure that was more ambiguous and subject to interpretation. Also, there were no differences in the responses of male and female participants. These results were taken to support the idea that interpersonal penalties occur when women violate prescriptive gender stereotypes not only by succeeding when they are supposed to fail, but also by failing when they are supposed to succeed.

B24

THE PERCEPTION OF TIME HEALS ALL WOUNDS: SUBJECTIVE TEMPORAL DISTANCE AND THE FORGIVENESS OF OTHERS *Michael Wohl; Carleton University* – Recently, McCullough, Fincham, and Tsang (2004) assessed the temporal unfolding of forgiveness and found that as time distances the victim from the transgression, forgiveness

becomes more likely. These findings lend credence to the axiom 'time heals all wounds.' The current research examined whether the perception of time affects forgiveness of others by experimentally manipulating temporal distance. In Study 1, participants read about a hypothetical transgression that occurred one or twelve months ago. In line with McCullough et al., respondents reported greater willingness to forgive the transgressor the more time had elapsed since the transgression. Study 2 aimed to determine the influence of subjective temporal distance (see Wilson & Ross, 2001) by inducing participants to feel close to or distant from a hypothetical transgression while controlling for the actual passage of time (one month ago). As expected, participants who perceived the transgression to be farther way in time were more willing to forgive the target than were participants who perceived the event to be temporally closer. Study 3 employed the same subjective temporal distance manipulation as Study 2, but personalized the transgression by asking participants to recall a time in which someone hurt them one month ago. Participants were more willing to forgive their transgressor and reported more positive affect when the transgression of one month ago was perceived more subjectively distant than close in time. Results suggest that temporal appraisals of an event are central to the forgiveness process. Implications of these findings for further research are discussed.

B25

BEHAVIORAL FORECASTING AND THE VALUE-CONGRUENT BIAS *Collin Barnes, Ryan Brown; The University of Oklahoma* – Two studies were conducted to examine the biasing influence that personal values can have on predicted behavior in hypothetical situations. In the first study, previously administered measures of religious individuals' past forgiveness tendencies and their forgiveness values were used to predict scores on the Transgression Narrative Test of Forgivingness, a questionnaire composed of hypothetical offense scenarios in which respondents report the extent to which they would forgive an imaginary offender. As expected, religious people's forgiveness values, but not their past forgiveness behaviors, mediated their forgiveness predictions. The second study examined hypothetical predictions about ethical behavior. Participants reported how often they tend to engage in various ethical behaviors, as well as how personally valued these behaviors are to them and to other people who are important to them. In a subsequent session, participants predicted how they and the "typical college student" would behave in a series of hypothetical ethical dilemmas. Self predictions were regressed onto typical-other predictions, and the residuals from this procedure were taken as an index of bias in self predictions. Analogous to the findings of the first study, individuals' ethical values influenced their behavioral forecasts in the hypothetical ethical dilemmas independent of their past behaviors (which were not statistically significant predictors of behavioral forecasts), producing a value-congruent bias in their behavioral forecasts. Taken together, these studies suggest that people's personal values may bias their behavioral predictions in a direction that is not strongly supported by even their own perceptions of their past behavior.

B26

EMOTIONAL CONSEQUENCES OF EXECUTING INTERGROUP ACTION TENDENCIES *Angela Maitner[1], Diane Mackie[1], Eliot Smith[2]; [1]University of California, Santa Barbara, [2]Indiana University* – According to Intergroup Emotions Theory, intergroup emotions motivate intergroup behavior by instigating behavioral intentions. If intergroup emotions are functional, successfully implementing an emotion-linked behavioral tendency should discharge outgroup-directed emotion, whereas impeding the behavioral tendency should intensify the emotion and elicit ingroup-directed emotion. We investigated the emotional consequences of satisfying or thwarting emotionally induced intergroup behavioral intentions. In Study 1, we induced collective guilt by informing participants of an aggressive group action, then informed participants that the ingroup made reparations or continued to aggress. Results indicated that collective guilt following aggression diminished when the ingroup made reparations, but was exacerbated when the ingroup aggressed again. In Study 2, outgroup-directed anger was instigated via group insult, then participants learned that their group responded (successfully or unsuccessfully) or not. Results indicated that outgroup-directed anger dissipated and was replaced by satisfaction with the outgroup when the ingroup successfully responded, but was exacerbated by an unsuccessful response. Responding in an emotionally appropriate way elicited satisfaction with the ingroup regardless of outcome, but failure of the ingroup to redress the outgroup's offense elicited emotion directed at the ingroup, presumably to help motivate a response. Thus all emotion-appropriate behavior was reinforced, but outgroup-directed emotion was only regulated by a successful ingroup response. Satisfying behavioral intentions associated with intergroup emotions fulfills a regulatory function.

B27

A CLASSIC QUESTION REVISITED: HOW QUANTITY AND QUALITY OF CONTRIBUTIONS INFLUENCE PERCEPTIONS OF GROUP MEMBERS *Eric E. Jones, Janice R. Kelly; Purdue University* – We investigated the impact of quantity and quality of contributions on perceptions of group members' leadership qualities. The effects of participation rate (e.g., Mullen, Salas, & Driskell, 1989) and argument quality (e.g., Reimer, Mata, & Stoecklin, 2004) are well documented. However, only a few studies have pitted quantity against quality (Regula & Julian, 1973; Riecken, 1958; Sorrentino & Boutillier, 1975), but methodological shortcomings limit interpretability. Four studies addressed these concerns, and showed that both variables influenced perceptions, but the relative impact of each variable depended on contextual cues. Using context-free objective discussion summaries of four group members, Study 1 and Study 2 demonstrated that quality of contributions influenced perceptions more. Study 3 provided a list of group members' actual contributions that were pre-rated for quality, rather than summarily stating the quantity and quality of contributions. This time, participation rate influenced perceptions of leadership more than quality of contributions. Study 4 presented Study 3 materials in a discussion-like format, resulting in quality being more influential than quantity, but to a lesser degree than Study 1 and Study 2. In general, implicit beliefs are that quality is more important than quantity (Study 1 and Study 2). Yet, in actual situations, perceivers may not so strongly prefer quality, perhaps because it is more ambiguous than quantity. Other analyses reveal that while the effect of quantity of contributions may be boosted by some situational contexts (Study 3 and Study 4), the effect of quality of contributions may be attenuated by these same contexts.

B28

THE PRICE OF FREEDOM [FROM HABITS] IS ETERNAL VIGILANCE: CONTROL OF AUTOMATIC RESPONDING REQUIRES PREVENTION-FOCUSED SELF-REGULATION *Jeffrey Quinn; Duke University* – Self-control failures often occur when habits, impulses, or temptations automatically trigger unwanted responses. Thus, effective self-control requires inhibition of these responses. Prevention-focused self-regulation provides an optimal fit with this task because it predisposes people to monitor their actions vigilantly and to avoid errors such as backsliding and performing unwanted acts. Two studies tested these hypotheses. Study 1 investigated participants' everyday acts of self-control and spontaneous use of prevention strategies with a 7-day diary procedure. Participants tracked their attempts to inhibit unwanted acts (e.g., procrastinating, overeating, ruminating), reported self-control strategies they used (e.g., prevention or promotion strategies), and rated the success of each attempt. Results showed that participants used prevention strategies more frequently and with greater success compared with promotion strategies. Study 2 examined cognitive mechanisms of self-control in an experiment using Jacoby's (1991) process-dissociation procedure. Participants acquired response habits in a word-fragment completion task, then attempted to override these habits in a recall task

using prevention- or promotion-focused approaches. Prevention-focus improved participants' ability to inhibit unwanted habits. Prevention-focus was associated with enhanced controlled processing, which disrupted the automaticity of habitual responding. Everyday self-control attempts appear to induce a prevention focus, which facilitates the suppression of unwanted responses. Prevention-focused vigilance increases controlled processing, which disrupts the automaticity of bad habits. This research remedies a gap in the self-regulation literature by demonstrating an important way that prevention-focus can outperform promotion-focus (whereas most existing research highlights the advantages of promotion over prevention).

B29

CONFORMITY TO SOCIAL NORMS AND BODY TYPE PREFERENCE: PERPETUATING THINNESS IDEALS *Allison Bair, Ron Okada, Jennifer Steele; York University* – We live in a culture that promotes thinness as a beauty ideal and this leads to body dissatisfaction and dieting among women (Mills, McCabe & Polivy, 1999). Research with participants from different cultures (Thompson, Sargeant & Kemper, 1996) and different sexual orientations (Bergeron & Senn, 1998) as well as research on the changes in American body ideals over time (Garner, Garfinkel, Schwartz & Thompson, 1980) all support the idea that beauty ideals are malleable. However, an evolutionary perspective suggests that this malleability might be less pronounced in women than in men because of a male preference for physical cues indicating fertility (Buss & Schmitt, 1993). In this study, we examined social pressure as a potential mechanism by which thinness ideals are perpetuated. In a private booth, university students selected their preferred body size for members of the opposite sex, from silhouette drawings of bodies ranging in size from thin to heavy. Participants saw what they perceived to be the selections of other students, but which, in fact, was an experimenter manipulated bias toward either thin or heavy body types. Evidence of conformity to social norms in body type preference selection was found with female participants choosing significantly larger body types in the heavy condition than in the thin condition. Men did not show the same effect. The results are examined both within a social norms and an evolutionary framework and the implications are discussed.

B30

MORAL POLITICS AND EXISTENTIAL TERROR: EFFECTS OF MORTALITY SALIENCE AND RIGHT-WING AUTHORITARIANISM ON IMPORTANCE OF MORALLY CHARGED POLITICAL ISSUES *David Weise[1], Tom Pyszczynski[1], Jeff Greenberg[2], Sheldon Solomon[3]; [1]University of Colorado at Colorado Springs, [2]University of Arizona, [3]Skidmore College* – We investigated the combined effects of mortality salience (MS) and Right-Wing Authoritarianism (RWA) on the importance of moral issues to illuminate the emphasis on moral politics in recent elections. Terror management suggests MS increases clinging to highly accessible worldviews thus allaying existential terror. This study explored how MS differentially affects high versus low RWAs on their importance rankings of morally charged political issues. The method consisted of first randomly assigning either a MS or control prime to participants. All packets contained the 1990 RWA scale, MS or control prime, and the dependent variable instructing participants to rank 12 political issues in terms of personal importance (1 = most important, 12 = least important). The rank items were grouped into four categories: (1) conservative moral issues (e.g., abortion), (2) economic (e.g., jobs), (3) security (e.g., airport security), and (4) liberal moral issues (e.g., helping disadvantaged people). Participants' (N = 63) average rankings per category were separately regressed on MS, RWA, and their interaction. These analyses revealed a significant MS × RWA interaction on liberal moral issues ($p = .03$) and a marginally significant MS × RWA interaction on conservative moral issues ($p = .06$). MS led low RWAs (M = 4.5) to place more importance on liberal moral issues compared to high RWAs (M = 6.2). MS increased the importance of conservative moral issues among high RWAs (M = 7.32) relative to low RWA (M = 8.57). In conclusion, MS combined with RWA predicts importance rankings of morally charged political issues.

B31

GENDER AND PERCEPTIONS OF ROMANTIC PARTNERS' SEXUAL RISK *Terri Conley[1], L. Anne Peplau[2]; [1]University of Missouri, St. Louis, [2]University of California, Los Angeles* – In most situations, women perceive themselves to be at greater risk of harm than do men. Based on Gustafson's gender-role perspective on sex differences in risk perception, we predicted that in at least one context, perception of romantic partners, this gender difference would be reversed. Specifically, women should rate boyfriends as having lower risk for STDs than boyfriends rate themselves having. We compared women's perceptions of their boyfriend's risk level to the boyfriend's self-perception of risk. As predicted, women rated their boyfriend as having a lower risk for STDs than the men rated themselves. Specifically, women rated their boyfriends' risk of currently having HIV as lower than the boyfriends rated themselves. Women believed that their boyfriends' previous sexual partners were significantly more likely to be virgins and significantly less likely to have used IV drugs than the men reported. Women also believed that their boyfriends had used condoms a greater percentage of time in previous relationships than the men reported. Finally, consistent with the idea that women view men as their protectors, women rated their current boyfriend as being more sincere, honest, safe, and monogamous than the boyfriends rated themselves. These findings support our prediction, derived from Gustafson's (1998)perspective, that women's typically elevated risk perceptions (relative to men's), would be depressed when they evaluate a man they presumably rely on for protection. Men did not show this pattern.

B32

ENTITY/INCREMENTAL SCALE PROPERTIES AND PERSONALITY CORRELATES *Heather Reimer; David Funder University of California, Riverside* – Carol Dweck has developed an extensive research program examining responses to failure and the self-theories behind them. The entity self-theorist believes that the domain being measured is fixed, stable, and essentially unchangeable. The incremental self-theorist believes the domain is malleable and improvable. A scale assessing these self-theories relating to the intelligence, morality and identity domains was given to undergraduate students. The Cronbach's alpha reliability coefficient for the total scale and domain subscales were very high. While all domains were significantly correlated with each other, the Identity and Morality subscales were especially so. The scales were examined for any possible relationship to personality variables. The California Adult Q-Set (CAQ) was used, which has several items that were hypothesized to be correlated with self-theory type. Although there are no mean differences on total scale and subscale scores between males and females, females have almost double the significant correlations ($p<.10$) than the males do. It may be possible that one's self-theory is more adaptively related to one's personality if one is female, rather than male. Also, multiple items on the CAQ that were hypothesized to be related to theory type were not significantly correlated to self-theory in the current data set (i.e. "gives up when faced with frustration"). The results of the current analyses suggest that the two theoretically distinct Identity and Morality subscales may not be empirically distinct. There is a possible gender difference that could be addressed in future research, although there was a general lack of personality correlates overall.

B33

RACIST JOKES VERSUS RACIST STATEMENTS: HOW DO PEOPLE PERCEIVE THEM? *Kathryn Morris, J. Taylor Moore, Zachary Steiner, Candice Washington, Whitney Wilkinson; Butler University* – Although a growing body of research demonstrates the harmful consequences of derogatory jokes (e.g., Morris, 2000, 2001; Ford, 2000), little research has focused on people's beliefs about the harmfulness (or lack

thereof) of derogatory jokes. We hypothesized that despite pressures to be "politically correct", people do not think derogatory jokes are that problematic, particularly when compared to non-humorous derogatory remarks. We conducted two studies to investigate this hypothesis. In Study 1, participants rated 33 morally dubious behaviors on a scale ranging from "not a big deal" to "very serious". The two behaviors of interest were: joking about minorities and making stereotypical comments about minorities. Participants rated joking about minorities as being significantly less serious than making stereotypical comments about minorities. In Study 2, we investigated whether people who tell racist jokes are judged less harshly than people who make non-humorous racist comments. After reading a conversation in which one conversant made a racist joke or a non-humorous racist statement, participants rated the conversant on a series of traits. Although participants disliked the target overall, he was significantly less disliked when he made a racist joke than when he made a non-humorous racist statement. These results support the hypothesis that people perceive racist humor as less problematic than non-humorous, but equally racist, statements. In addition, these results suggest that, compared to people who make racist statements, those who frame their racist comments in a humorous fashion are less likely to be viewed negatively by others.

B34

PROUD AND HUMBLE, NOT PROUD VERSUS HUMBLE: POSITIVE EFFECTS OF RECEIVING DESERVED PRAISE FROM A RESPECTED SOURCE *Anne L. Geyer; Florida State University* – Whereas dictionary definitions link humility with negative self-views, the current research hypothesized that feelings of humility may be elicited by experiences of being praised. In study 1, participants described an experience of receiving praise and answered questions about it. Participants reported feeling both proud and humble in response to the praise. Consistent with previous research (Exline & Geyer, 2004), feeling humble was correlated with various positive emotions and high self-view, and was negatively correlated with feeling inferior. Why might receiving praise cause people to feel humble? Feeling humble was correlated with feeling grateful. Feeling humble was also correlated with how modestly the person reported having behaved in response to the praise. People also felt more humble to the extent that they respected and admired the person who praised them. In Study 2, participants recalled a time when they a) respected the person who praised them or not, and b) deserved the praise or not. As predicted, participants reported feeling most humble in the respected source/deserved praise condition. Praise from a disrespected source was viewed with suspicion and attributed to ulterior motives. Undeserved praise caused participants to feel neither proud nor humble; instead, they felt guilty, embarrassed, and low in status. By contrast, the participants who recalled deserved praise from a respected source were more likely to report feeling proud and humble. These participants additionally were more likely to report action tendencies of wanting to be nice to people, increase their efforts, challenge themselves, and think about the future.

B35

PERSONALITY MODERATES THE EFFECT OF SOCIAL PRESENCE ON CREATIVITY, POSITIVITY AND (SPEED OF) REACTIVITY *Liad Uziel; The Hebrew University of Jerusalem* – In the social facilitation literature much attention is devoted to showing that social presence improves simple performance but impairs complex performance. Little is said about individual differences and about other aspects of the individual's reaction to being observed. The present study addresses these two issues. In an experiment (N=168) participants preformed two tasks (a story completion task and a single-word association task) either alone or in social presence, and completed a personality questionnaire (EPQ-R). Social presence was found to have substantial effects on individuals high on neuroticism with a strong self-presentational need: Their stories were judged to be negatively valenced, they were slow in their associations and they produced less creative associations. These effects were accounted for by a high level of evaluation apprehension experienced by them in social presence. Extraversion was found to have the opposite effect. It reduced evaluation apprehension, and increased the creativity of associations and the speed of generating them. As a whole, the results highlight the different interpretations that individuals assign to social presence, as well as the myriad affective, cognitive and behavioral reactions to this situation. In addition, the study provides integrative evidence in support of recent studies on reduced cognitive control among neurotic individuals in social presence (Lambert et al., 2003), and on the ego-depleting effects of self-presentation efforts (Vohs et al., 2005).

B36

THE STUDY OF EMOTIONAL CONTAGION FROM THE PERSPECTIVE OF INTERPERSONAL RELATIONSHIP *Masanori Kimura, Ikuo Daibo; Graduate School of Human Science, Osaka University* – Previous studies considered the mechanism for emotional contagion as innate. They focused on only individual differences in emotional sensitivity, but didn't take account of situational factors. In this study, we examined emotional contagion from the perspective of interpersonal relationship, one of the situational factors, as well as the perspective of individual differences. In vignette experiment, 170 Japanese undergraduates (118 females and 52 males) assumed "friend", "acquaintance", "senior", or "junior" as their partner in each condition. Their emotional responses (emotional expression and emotional experience) were measured when their assumed partner told them intensely positive episodes (e.g., long-sought passing a certification exam) and negative episodes (e.g., dear mother's death). Then they completed Japanese version of the emotional contagion scale (Kimura, Yogo, & Daibo, 2004). The results showed that their emotional responses were stronger in "friend", "senior", "junior" conditions than "acquaintance" condition for both positive and negative episodes significantly and suggested that intimacy in interpersonal relationship influenced emotional contagion. The results also indicated that their emotional responses were stronger in "junior" condition than "senior" condition. This result suggested that social power in interpersonal relationship influenced emotional contagion. Moreover, sad expressions to partners' disclosure didn't differ in any conditions. This would reflect the display rule of negative emotions in Japan. Furthermore, we confirmed that individual differences in emotional sensitivity influenced emotional contagion. Finally, we discussed the need to reconstruct the model of the mechanism for emotional contagion so that the interpersonal relationship would be taken into account as a moderator.

B37

COMPETENCE AND WARMTH IN QUESTION: THE CONFIRMATION OF COMPENSATION *Nicolas Kervyn[1], Vincent Yzerbyt[1], Charles Judd[2]; [1]Catholic University of Louvain, [2]University of Colorado at Boulder* – Both in the literature on person perception (e.g., Rosenberg et al., 1968) and in the work on the stereotyping (e.g., Fiske, Cuddy, Glick, & Xu, 2002), competence and warmth have been shown to be key dimensions. Recent experimental evidence by Judd, Hawkins-James, Yzerbyt & Kashima (2005) confirms that social groups characterized by one dimension are seen as lacking in the other. The present work aimed at checking whether this 'compensation effect' would also emerge when observers search for new information (Snyder, 1984). Participants were presented with two groups, one high and one low on one dimension (competence/warmth), both being neutral on the other dimension (warmth/competence). We predicted that participants would form an impression that signals a compensation effect. More importantly, we hypothesized that participants asked to collect additional information in order to better know each one of the two groups would display a pattern of confirmation of hypothesis, i.e., they would lean towards compensation. As predicted, the group presented as high (vs. low) on the manipu-

lated dimension was seen to be significantly lower (vs. higher) on the non-manipulated dimension than the other group. In line with our hypothesis, participants selected questions that were congruent with the manipulated dimension (e.g., a question implying high competence to the high competence group) and questions that were indicative of a compensation pattern on the non-manipulated dimension (e.g., a question implying low warmth to the high competence group). We discuss implications for the perpetuation and change of stereotypic views about social groups.

B38

THE SELF-PROTECTIVE AND UNDERMINING EFFECTS OF ATTRIBUTIONAL AMBIGUITY: AN INVESTIGATION INTO LATINO LEADERS *Crystal Hoyt[1], Lauren Aguilar[2], Cheryl Kaiser[3], Jim Blascovich[4], Kevin Lee[5]; [1]University of Richmond, [2]Columbia University, [3]Michigan State University, [4]University of California, Santa Barbara, [5]Google, Inc.* — The self-protective and undermining effects of attributional ambiguity for Latino leaders were assessed in two experimental studies. Both studies utilized immersive virtual environment technology to create leadership situations involving White group members and to achieve otherwise nearly impossible manipulations of stigma. Participants took part in a group task as the 'randomly assigned' leader of a three-person group involved in an employee hiring task. Half the participants were put in a situation of attributional ambiguity before taking the leadership role by virtue of being represented as Latino in the virtual world and receiving leadership performance feedback. In Experiment 1, both White and Latino participants were either stigmatized (represented as Latino) or not stigmatized (represented as White) and given negative leadership performance feedback. Afterwards, those represented as Latino reported higher well-being and discounted the feedback more than those represented as White. In Experiment 2, Latinos represented as Latino again showed the self-protective effects when they received negative leadership performance feedback. Additionally, this experiment revealed the possible undermining effects of attributional ambiguity such that those participants represented as Latino discounted positive feedback and reported lower well-being. This research suggests that members of socially devalued groups whether identified veridically (Latinos revealed as Latinos) or nonveridically (Whites revealed as Latinos) become acutely aware that others may be responding to them based on their group membership. Attributing feedback to one's group membership can buffer them against negative feedback but can undermine their ability to take credit for positive feedback.

B39

SPEAK UP, BUT CAREFULLY! THE ROLE OF BLIRTATIOUSNESS AND COMMUNICATION IN RELATIONSHIP SATISFACTION *Sarah Angulo, William Swann; The University of Texas at Austin* — Blirtatiousness (Swann & Rentfrow, 2001) is the tendency to respond to other people rapidly and effusively during conversation. High blirts are comfortable expressing themselves; low blirts are more hesitant. Blirtatiousness amplifies people's qualities, making the qualities, like competence or criticalness, more recognizable to others. The current study further investigated the role of blirtatiousness in dating relationships. Researchers examined how various levels of blirtatiousness influence partners' ability to infer each others' thoughts and feelings during a disagreement. Dating couples discussed an area of disagreement, then recorded the thoughts that occurred to them during the conversation. In keeping with Ickes' (1995, 2003) work on empathic accuracy, each participant next attempted to guess the partner's thoughts and feelings during the disagreement. Findings link blirtatiousness, empathic accuracy, and unhealthy communication behaviors (e.g. Christensen, 1988) in intriguing ways. The effect of empathic accuracy and specific communication behaviors on relationship satisfaction is also addressed. Future research aims to further clarify the role of blirtatiousness and communication during conflict.

B40

SMILE AND THE WORLD SMILES WITH YOU: MOOD, SELF-ESTEEM, AND SELF-VERIFICATION *William Swann, Sarah Angulo; The University of Texas at Austin* — The present study joined research on self-verification and research on mood. Self-verification theorists (Swann, et al., 2002; Swann & Pelham, 2002; Swann et al., 1994) claim that people want others to see them as they see themselves. For instance, Swann et al. (1992) found that participants with positive self-views preferred to interact with an evaluator who had a favorable view of them, while participants with negative self-views preferred to interact with an evaluator who had an unfavorable view of them. Bower & Forgas (2000) and Salovey et al. (1991) present evidence about people's inclination to pay attention to information that is congruent with their current mood state. The current study examined the effects of self-esteem and mood on people's tendency to seek self-verifying interaction partners. Strikingly, people low in self-esteem who had been placed in a happy mood chose to spend time with people who evaluated them positively. Connections among self-esteem, mood, life satisfaction, and the desire for self-verification are discussed. Future research strives to determine the contexts in which social interactions are most influenced by mood and self-esteem.

B41

DO MOTIVATIONAL AND COGNITIVE PROCESSES ACCOUNT FOR OPTIMISTIC BIAS WITH NEGATIVE, NEUTRAL, AND POSITIVE EVENTS? *Dana Lawrence, Verlin Hinsz; North Dakota State University* — Optimistic bias is a judgment error in which people believe they are less likely to experience negative events or more likely to experience positive events than others (Weinstein, 1980). Research on optimistic biases has focused largely on negative events rather than positive events and has essentially ignored neutral events. Examination of the full range of valenced events could illuminate differences and similarities between responses to negative and positive events as well as provide insight concerning the processes that lead to optimistic bias. Our study examined comparative judgments that assess optimistic bias for negative, neutral, and positive events. Individuals made estimates of their own individual chances of experiencing an event and the chances of the typical student experiencing the same event. After these judgments, participants completed various process measures designed to examine previously proposed motivational and cognitive explanations of optimistic bias. The participants viewed themselves as less likely to experience negative events in comparison to typical others. Participants also viewed themselves as more likely to experience positive events in comparison to typical others. Examination of the process measures suggested that neither motivational explanations nor cognitive explanations of optimistic bias could account for the observed results. Moreover, participants viewed themselves as less likely to experience neutral events in comparison to typical others. Interestingly, the observed differences for neutral events are inconsistent with motivational interpretations of optimistic bias. This research suggests that a complex combination of motivational and cognitive factors or unidentified factors must be responsible for optimistic bias.

B42

CLASSIFIED REPORT: GOVERNMENT SECRECY REDUCES PARTICIPATION IN DEMOCRACY. *Philip Mazzocco, Geoff Kaufman; Ohio State University* — Political philosophers hold that the free flow of information to the public is vital to democratic societies. Nevertheless, governments and governmental officials commonly withhold information from the public. We were interested in the effect of perceptions of governmental secrecy on participation in democracy. Fifty-seven college participants reported their perceptions of the extent of government secrecy. On average, participants reported that the government lets the public know about 47% of "what is really going on". When asked to characterize how often government officials withheld information on a scale from 1 (extremely rare) to 9 (extremely common), participants' average response was a 7.6. These two measures were standardized and com-

bined into a composite measure of perceptions of governmental secrecy. Most importantly, this composite was negatively correlated with participants' reports of having voted in the last presidential election, and also negatively correlated with their intentions to vote in the next set of local elections. Hence, regardless of how much the government actually does withhold from the public, perceptions of information withholding appear to have an adverse effect on participation in democracy. In addition to perceptions of secrecy and voting behaviors/intentions, we also discuss the role of evaluations of the appropriateness of secrecy, party identification, and generalized trust in predicting responses to perceptions of secrecy. We conclude by discussing the fit between our results and theories related to information withholding such as commodity theory (Brock, 1968), reactance theory (Brehm, 1966), and energization theory (Brehm et al., 1983).

B43

FAITH IN INTUITION AS A DETERMINANT OF REGRET INTENSITY FOLLOWING NEGATIVE DECISION OUTCOMES *Figen Ozmen, Keith D. Markman; Ohio University* – The tendency to overestimate the effectiveness of sticking with an initial answer has been termed the "first instinct fallacy" (Kruger, Wirtz, & Miller, 2005), whereby changing a correct answer to an incorrect answer produces more regret than failing to change an incorrect answer to a correct answer, a finding that is consistent with a more general pattern typically found in the regret literature – that failed actions elicit more regret than failed inactions. The current research examined whether emotional responses to outcomes stemming from decisions to switch from versus stick with an initial decision are moderated by individual differences in processing styles. Participants completed the Rational-Experiential Inventory (Epstein et al., 1996) and then answered 20 general knowledge questions. After providing an initial response, participants then received consensus information indicating how the majority of prior participants had responded, after which they were given an opportunity to stick with or switch from their initial answer. Following veridical feedback for each question, participants rated how much regret they felt about the outcome of their decision. Results indicated that individuals high in Faith in Intuition (FI) experienced more regret after switching from a correct to an incorrect answer than were those low in FI. In addition, and contrary to Kruger et al.'s findings, participants reported more regret stemming from failed inactions than from failed actions. Apparently, failed inactions are particularly regretful when a good reason for having taken action was available at the time of the decision.

B44

DUAL-PROCESS MODELS IN PERSUASION: A MULTISTAGE VIEW *Torsten Reime[1], Rui Mata[2], Konstantinos Katsikopoulos[2], Klaus Opwis[3]; [1]North Dakota State University, [2]Max Planck Institute for Human Development, Berlin, Germany, [3]University of Basel, Switzerland* – Dual-process models of persuasion (e.g., Heuristic Systematic Model; Chaiken, 1987) contrast the use of heuristics with systematic information processing. However, a great deal of attention is increasingly being devoted to the interplay between the two types of processing. We propose a multistage view that builds on dual-process models of persuasion but emphasizes the interplay between processing modes. According to this multistage view, there are contexts in which receivers first use systematic processes to derive information about expertise from argument quality and, subsequently, make use of the expertise heuristic to arrive at an attitude. Studies in which source expertise and argument quality were simultaneously manipulated revealed that the expertise manipulation affects attitudes when receivers are not highly motivated to scrutinize the provided message. In contrast, when receivers are highly motivated and are able to scrutinize a message their attitude is usually affected by argument quality but is independent of the expertise cue (Petty, Cacioppo, & Goldman, 1981). We argue that this does not rule out that receivers still make use of the expertise heuristic. Rather, they may consider argument quality to infer the expertise of the source. We show that the classic study by Petty et al. (1981) may be interpreted by this alternative explanation and present a study (Reimer, 2003), in which the effect of argument quality on receivers' attitudes was partially mediated by perceived source expertise. Two follow-up studies revealed that this mediation tended to be stronger among receivers reporting low self-expertise than among receivers reporting high self-expertise.

B45

WHEN THE RELATIONSHIP BECOMES HER: REVISITING EATING DISORDERS FROM A RELATIONSHIP CONTINGENCY PERSPECTIVE *Tracy Kwang[1], Diana Sanchez[2,3], Jennifer Crocker[1]; [1]University of Michigan, [2]Rutgers, [3]The State University of New Jersey* – Given women's more communal orientation (Bakan, 1966; Eagly, 1987), interdependent self-construals (Cross & Madsen, 1997) and social pressures to find romantic partners (Holland, 1992), many heterosexual women likely derive self-esteem from having romantic relationships with men. In the present project, we explore romantic relationships as a contingency of self-worth (Crocker et al. 2003). We hypothesize that deriving self-worth from romantic relationships may promote body concerns among women. Valuing romantic relationships may actually be harmful in a society where heterosexual women believe they must be thin to be beautiful and desirable to men. We present two studies that explore the relationship between romantic relationship contingency and body concerns. In Study 1, we show that women (N = 17) reported greater body shame (M = 3.53, SD = 1.12) when primed with relationship contingency compared to women (N = 18) in a neutral condition (M = 2.75, SD = 1.01), F(1,33)= 5.31, p <.04. In Study 2, we present structural equation models of 367 heterosexual women (College sample = 146 and Internet sample = 221) indicating that contingency in romantic relationships predicts greater body shame (β = .28) and symptoms of disordered eating (β's range from .12 to .15 on various outcomes). Body shame mediated the relationship between relationship contingency and disordered eating. These results persist controlling for the effects of appearance contingency, sample type, and relationships status. However, some effects were greater for women who were not currently involved in a romantic relationship.

B46

WANTING TO BE PREPARED, BUT NOT FEELING PREPARED: THE DUAL ROLE OF NEGATIVE AFFECT IN THE PREPARATION PROCESS. *Kosha Bramesfeld, Karen Gasper; The Pennsylvania State University* – Prior to taking an exam, participating in a race, or even going on vacation, individuals ask themselves "Am I prepared?" To answer this question, people first assess the requirements of the task (task assessment); then they assess whether they can meet those requirements (competency assessment). When making these assessments, people may rely on their mood states to determine if they feel prepared. We propose that negative, rather than positive, moods signal the need to be prepared, which promotes task assessment. But positive, rather than negative, moods signal feeling prepared, which promotes competency assessment. As such, when the goal is to assess the task, negative moods should promote task preparation more than positive moods. But, when assessing competency, positive moods should increase preparation more than negative moods. Two experiments investigated these hypotheses. In Experiment 1, when task assessment was the goal, participants in negative moods prepared significantly more for an upcoming anagram task than those in positive moods. But when a competency assessment goal was added, participants in positive moods increased their preparations relative to the task assessment condition, whereas participants in negative moods did not. Experiment 2 replicated these findings and found that the desire to learn about the task mediated preparations for those in negative moods, while the desire to assess one's competencies mediated preparations for those in positive moods. These results suggest that although

negative moods may lead to more task preparation, they may not help people actually feel prepared to handle the problem.

B47

EXAMINING THE LINK BETWEEN THE INTERPERSONAL STYLES OF ROMANTIC PARTNERS AND DEPRESSION. *Aidan Wright[1], Gary Giumetti[1], Patrick Markey[1], Charlotte Markey[2]; [1]Villanova University, [2]Rutgers University, Camden* – For the majority of adults, a relationship with a significant other is their most intimate and central relationship and it likely has an impact on their psychological health (e.g., depression). The current study collected data from 106 romantic dyads (N = 212) in order to examine the relations between depression, interpersonal style, and the interpersonal style of one's romantic partner. Participants' interpersonal styles were assessed both with a self-report measure (Interpersonal Adjective Scale-Revised; Wiggins, 1995) and by coding the behaviors participants exhibited as they interacted with their romantic partners (Check List of Interpersonal Transactions-Revised, Kiesler, Goldston, & Schmidt, 1991). Multiple regression analyses suggest that females who were cold (i.e., low on "warmth") and submissive were at risk for depression. In a somewhat similar manner, males who were submissive were more likely to be depressed than dominant males. The interpersonal styles of females' romantic partners were unrelated to females' depression. However, males who were romantically involved with a submissive female tended to be at risk for depression; this finding remained significant even after controlling for males' own interpersonal style. Results are discussed in terms of the effects of romantic partners' interpersonal styles on risk for depression.

B48

HERITABILITY OF CHARACTER STRENGTHS AND EXISTENTIAL TRAITS *Michael F. Steger[1], Brian Hicks[1], Todd Kashdan[2], Robert Krueger[1], Thomas Bouchard[1]; [1]University of Minnesota, [2]George Mason University* – Virtually all personality traits have been shown to be moderately heritable. However, much of this research focuses on measures of dysfunctional behavior and few studies have focused on positive traits. The Values in Action (VIA) project is a comprehensive and ambitious classification of 24 positive traits, also known as character strengths (C. Peterson & M.E.P. Seligman, 2004), the majority of which have received no behavior genetic attention. A sample of 343 monozygotic and dizygotic twins drawn from the Minnesota Twin Registry completed the VIA Inventory of Strengths. In addition, we focused on specific dimensions within the strength, Spirituality, and participants completed measures of meaning in life, the search for meaning, and spirituality. Evidence of sizable genetic and nonshared environmental effects were demonstrated for most of the traits. This study provides the first known heritability evidence of any kind for 19 of the 24 strengths, as well as the first for meaning in life and the search for meaning. It also provides the first evidence of the heritability of spirituality directly. Implications for the etiology of these positive traits are discussed.

B49

THE MULTIPLE GOAL PARADIGM: A TOOL FOR INVESTIGATING GOAL MANAGEMENT *Shawn Bodmann[1], James Shah[2], Deborah Hall[2]; [1]University of Wisconsin, Madison, [2]Duke University* – Individuals rarely pursue goals in isolation, yet surprisingly little research has examined how we "juggle" our various and often disparate goal pursuits. The Multiple Goal Paradigm (MGP) is a computer program designed to investigate the management and pursuit of multiple goals. The MGP presents participants with two or more task goals, allows participants to switch freely between them, and records the manner in which they engage in these simultaneous pursuits. Reminiscent of the minimal group paradigm, the task goals are defined entirely within the context of the experiment. Thus, researchers can manipulate many goal-related variables within this paradigm, including the goals' difficulty and value, their salience, and their interrelations. The dynamic nature of goal management also can be explored by manipulating progress feedback. This poster details findings from a study using the MGP that focused on the causes and effects of the rate at which participants switched among goal pursuits. A three-way interaction between expectancy, value, and goal interrelationship was found. When expectancy and value were either both high or both low, switching rates decreased as the goals' interrelationship moved from conflicting to facilitating. The effect of goal interrelationship was the opposite when expectancy and value differed. Higher rates of switching were associated with negative affect and reduced performance. These findings highlight the usefulness of the MGP for investigating goal management and suggest that the factors that influence goal switching are complex. Finally, these findings show that switching between goal pursuits may be necessary, but comes at a cost.

B50

ON THE IMPORTANCE OF SOCIAL RESPONSIBILITY IN THE EXPERIENCE OF COLLECTIVE GUILT *Julie Caouette, Donald M. Taylor; McGill University* – Empirical research has determined 2 main factors that predict collective guilt: accepting one's group as responsible for the harm done to an outgroup as well as perceiving this injustice to be unjustified (Branscombe & Doosje, 2004). While we agree that accepting group responsibility for causing harm is vital to the experience of collective guilt, our study aimed to demonstrate that feeling personal responsibility for rectifying the injustice caused is another major factor. Such care for others, compounded by a desire to act to assure others' well being, is termed social responsibility. In contrast, a more individualistic interpretation of responsibility is that of being responsible to oneself. In one study, we manipulated the definition of responsibility by emphasising a social or individualistic interpretation. We recruited 131 self-identified Canadians to complete a questionnaire whereby they read an article concerning responsibility (66 participants read about social responsibility, 65 participants read about individual responsibility). Thereafter, they read a passage detailing how Aboriginal peoples were unjustly treated by Canadian colonizers. Participants then completed a traditional collective guilt measure. As hypothesised, participants who were manipulated to perceive responsibility in terms of social responsibility experienced the most collective guilt ($M = 6.10$, $SD = 2.91$) compared to those who perceived responsibility in terms of individual responsibility ($M = 5.10$, $SD = 3.14$), $F(1, 127) = 3.80$, $p < .05$. This result demonstrates that a specific kind of responsibility, social responsibility, is a significant predictor of collective guilt and should be a necessary component of social change.

B51

THE INFLUENCE OF ONE'S OWN BODY WEIGHT ON ANTI-FAT BIAS *Lenny R. Vartanian[1], Marlene B. Schwartz[1], Brian A. Nosek[2], Kelly D. Brownell[1]; [1]Yale University, [2]University of Virginia* – Bias and discrimination against obese individuals is widespread in our society. This study examined the association of one's own body weight with the strength of explicit and implicit anti-fat bias among a large (N=4,283) online sample that included a wide range of body weights. Respondents completed an obesity-attitude Implicit Association Test (IAT), an obesity-stereotype IAT, and explicit measures of these same constructs. All weight groups exhibited significant weight bias, but there was an inverse relation between one's own weight and the level of bias. Thinner people were more likely to implicitly associate negative attributes (bad, lazy) with fat people, to prefer thin people to fat people, and to rate fat people as lazier and as less motivated than thin people. However, after controlling for the valence of the laziness stereotype by contrasting it with another negative attribute (anxious), obese and non-obese people showed equally strong implicit stereotyping. Finally, respondents also reported their willingness to sacrifice a number of personal or health issues in exchange for not being obese: For example, 46% of the total sample indicated that they would give up one year of life rather than be obese, and 30% reported that they would rather be divorced than be obese. In each case, thinner people were more willing to sacrifice aspects of their health or life

circumstances than heavier people. Although non-obese respondents had stronger anti-fat biases, a significant degree of anti-fat bias was evident even among the most obese group of respondents, highlighting the pervasiveness of anti-fat bias.

B52

FACTORS ASSOCIATED WITH CHILDREN'S WILLINGNESS TO ENGAGE IN VARIOUS MINOR MORAL AND LEGAL VIOLATIONS *Natalie Brown, Mark Barnett, Alicia Edison; Kansas State University* – The present study is the third in a series, and the first involving children, designed to examine some of the factors that may be associated with individuals' willingness to engage in various minor moral and legal violations (MMLVs), such as cheating on a game or illegally downloading a song from the Internet. The participants in this study were 279 fourth-, fifth-, and sixth-grade children. The children completed a 31-item MMLV questionnaire in which they rated on a 5-point scale how likely they would be to engage in each minor violation if given the opportunity. A second questionnaire included brief measures of three individual difference variables examined in a prior, undergraduate study: risk taking, conscience, and empathy. Children identified as high risk takers reported a greater likelihood of engaging in 23 (or 74.2%) of the 31 MMLVs than did children identified as low risk takers. In addition, children identified as low on conscience reported a greater likelihood of engaging in 10 (or 32.3%) of the MMLVs than did children identified as high on conscience. The children indicated that they were more likely to engage in MMLVs having a nonhuman or unidentifiable victim than MMLVs with a human victim and were more likely to engage in moral than legal violations. The variables that were found to be associated with the children's willingness to engage in various minor transgressions were generally consistent with those found for undergraduates in prior studies. The implications of these findings and directions for future research will be addressed.

B53

PEOPLE AS RESOURCES: THE "NEW LOOK" AT WARM AND COLD *Abigail A. Scholer, E. Tory Higgins; Columbia University* – We propose a functional model of impression formation, People-as-Resources, as a way to understand what kind of information perceivers are seeking in the social world. In particular, we suggest a "new look" at the centrality of the attributes warm and cold by providing initial evidence that they are central because they predict the direction of target resource use (i.e., whether a person's positive resources are likely (warm) or unlikely (cold) to be used for the benefit of the perceiver). In two studies, warmth was the best predictor of liking only when the target possessed a resource, but not when the target did not possess a resource. This was true for two types of target resources – social connections (Study 1) and intelligence (Study 2). Additionally, Study 2 suggested that the implications of warm and cold for perceiver impressions may be inferred not only from person variables but also from situational features. Further, both studies provide evidence for the formation of differentiated impressions based on the relevance of target resources in different contexts; perceivers indicated a desire to spend more time with the targets in situations where the target resource was most applicable. The implications of this model are explored for understanding motivations underlying social perception.

B54

ASYMMETRICAL ATTRIBUTIONS FOR APPROACH VERSUS AVOIDANCE BEHAVIOR *Tobias Greitemeyer[1], Bernard Weiner[2]; [1]Ludwig-Maximilians University, Munich, [2]UCLA* – The present research revealed that compliance to commit a transgression for an anticipated reward as opposed to an anticipated punishment results in greater inferences of personal responsibility. Participants received information about a teaching assistant who was offered either a promised reward or a threatened punishment for compliance with a requested transgression. The teaching assistant was perceived as more responsible for complying given the positive than the negative incentive. The finding that compliance to commit a transgression for an anticipated reward as opposed to an anticipated punishment results in greater inferences of perceived responsibility was then extended to (a) a courtroom context where punishment decisions were made and to (b) an educational context. Regarding the courtroom context, a nurse who administered a non-approved drug was perceived as more responsible and more severe punishment decisions were recommended given an offered reward relative to a threatened punishment. Regarding the educational context, a child's improved behavior was more ascribed to the child given an anticipated reward rather than a threatened punishment. As a consequence, parents expected that the child's improved behavior sustains even when the positive incentive is no longer offered. Parents also reported that they would rather offer a reward than a punishment because they assume that reward more than punishment results in sustained learning. That is, perceptions of dispositional causation mediated the effect of incentive valence on continued improvement. Ratings of continued improvement, in turn, mediated the effect of incentive valence on likelihood of offering incentive.

B55

THE EFFECTS OF NONVERBAL RESPONSES ARISING FROM A SENSE OF UNWANTED TRANSPARENCY ON OBSERVER'S IMPRESSION *Naoya Tabata; University of Tsukuba* – This study focuses on the feeling experienced when someone appears to notice something that we would rather not have them notice during interaction, which is referred to here as a sense of unwanted transparency. This study focuses on nonverbal responses that arise from this sense of unwanted transparency, which may be assumed to increase reflecting a heightened level of arousal. The purpose of the study is to identify what nonverbal responses evoke impressions of unnaturalness in observers. First, the sense of unwanted transparency was manipulated in an experiment, with two judges rating the nonverbal responses of sixty participants. These responses were rated in terms of way of speaking (e.g., the incidence of corrections), body movement (e.g., the frequency of self-touching), eye movements (e.g., the tendency to avert one's gaze), and facial expressions (e.g., the degree of twitching). Second, five observers were asked to judge the participant in the experiment in terms of their impressions of unnaturalness. Path analysis was carried out for the sense of unwanted transparency condition, which indicated the following results. Impressions of unnaturalness towards the participants by the observers were heightened by (1) longer delays before starting to speak; (2) higher ratios for silence and averting one's gaze, and (3) more frequent speech corrections and greater incidences of twitching. Furthermore, intentional control over self-presentation before experiencing a sense of unwanted transparency had a positive effect on the levels of silence and the frequency of twitching.

B56

OFFENCE-RELEVANT IMPLICIT ASSOCIATIONS IN SUB-CATEGORIES OF SEXUAL OFFENDER *Anthony Brown, Nicola Gray, Robert Snowden; Cardiff University* – Child-sexual offenders minimise their offences, blaming their victims or circumstance for their crimes to present themselves in an acceptable light. Use of explicit measures when working with these offenders has been shown to have poor validity as a result of this impression management. The advent of implicit measures of cognitive associations raises the possibility of new models of working with child-sexual offenders. However, the standard version of the Implicit Association Test (IAT; Greenwald, McGhee & Schwartz, 1998) is not ideally suited for such groups due to influences of IQ, possible illiteracy, memory load and the duration of the test. We produced a shortened picture-word Child/ Sex Association-IAT and, replicating Gray, Brown, McCullough, Smith & Snowden (2005), we showed this CSA-IAT can discriminate among sexual-offender subtypes and between child-sexual offenders and controls. Offenders against children under 12 years old

(paedophilic offenders) produced negative IAT D scores, consistent with a stronger association between children and sex than between adults and sex. Offenders against children over 12 but under 16 years old (Hebephiles) and non-sexually offending controls produced positive D scores. These scores differentiated between the child-sexual offenders, and between the paedophiles and controls. D scores for Hebephiles and controls did not differ. This differentiation was achieved despite sexual offenders' motivation to "fake good", evidenced by responses on explicit measures. Implications of these findings for working with sexual offenders are highlighted.

B57

PROCESSING MODE IN PREPARATION FOR AESTHETIC EXPERIENCE *Aner Tal, Joel Huber; Duke University* – Preparation for an aesthetic experience alters and enhances the experience. More specifically, previewing and thinking about material before fully encountering it raises levels of enjoyment and appreciation. Previewing a story and considering the full story to come, for instance, will help enjoy the story more. We conjecture that this previously encountered effect is obtained through enhanced absorption and processing fluency. We demonstrate this in a study employing short stories. We also posit and demonstrate that the mental mode of encountering the aesthetic piece has an impact (moderates) the effects of mental preparation. Specifically, approaching preparation in an experiential rather than analytic mode has significantly greater effects on elevating experience and alters the way one views the encountered story.

B58

DANCING AROUND THE ISSUE: A PRELIMINARY EXAMINATION OF RACIAL REFERENT AVOIDANCE *Sarah Estow; Dartmouth College, Colby College, Waterville, ME* – We live in a world of heightened sensitivity towards issues of race and ethnicity, such that many people are wary of merely mentioning race for fear of offending others or appearing to be overly concerned with racial categorizations. There is anecdotal evidence that, at times, we may consciously avoid using certain group-based referents, particularly racial referents, when individuating others, despite the fact that this group membership is often the most salient feature of the target. Seventy-one non-African American participants were presented, via an anonymous questionnaire, with several hypothetical situations involving introducing a target to an observer. They were asked how they would individuate the target for the observer and whether they would make an effort to purposely avoid group-based descriptors (race, gender, age, physical handicap, etc.) and find an alternative, but less salient, means of individuation. They were also asked about the frequency with which, and circumstances under which, they actually display this type of avoidance in everyday life. Also examined were several individual difference measures that were expected to impact referent use, including racial prejudice level and self-monitoring score. Results indicated that, when asked how they would individuate an African American male target to the observer, participants reported a strong tendency to want to avoid mentioning target race and use alternative, but less salient, individuating information (e.g., clothing). In addition, participants reported an even greater likelihood of wishing to avoid racial referents when individuating an African American female target compared to the African American male target.

B59

STEREOTYPE THREAT AND THE IAT: STRENGTHENING CATEGORY SALIENCE ENHANCES IMPLICIT STEREOTYPE ACTIVATION *Harriet E.S. Rosenthal, Richard J. Crisp; University of Birmingham, UK* – Stereotype threat explains the observation that women underperform on mathematics problems when they are informed that their scores will be compared to men. This research investigated the role of implicit activation of gender stereotypes in explaining this effect. In Experiment 1 participants were given one of three sets of threat manipulation. The first informed the women that they would be compared to men on a mathematics test (control), the second that women and men at the University of Birmingham would be compared to women and men at Aston University (shared) and the third that women at the University of Birmingham would be compared to men at Aston University (distinct). The participants then completed a me vs. not me/math vs. arts IAT. Although an interesting trend was observed, no significant differences were found between the conditions. A second experiment was carried out using the same threat manipulations, but using female names and male names instead of a me/not me (self) IAT. The time taken to respond to female names when paired with math (incongruent), was found to be significantly greater in the distinct condition compared to the control condition. In sum, when females were not just compared to men, but compared to men at a different university, the strengthening of group boundaries enhanced the activation of the implicit stereotype that women are not proficient at math. The importance of considering multiple identities that reinforce category salience is considered in the context of future work on stereotype threat.

B60

CONSCIOUSNESS AND CLOSENESS: IMPLICATIONS OF SOCIOECONOMIC POSITION ON GROUP IDENTITY FOR BLACK CARIBBEANS AND AFRICAN AMERICANS *Tiffany Monique Griffin; University of Michigan* – We examine the relationship between socioeconomic position and dimensions of group identity among African Americans and Black Caribbeans in nationally representative samples. A question that has puzzled social identity researchers for decades is why low status groups, such as Blacks, identify strongly with their group, despite their group's devalued status. Previous work has neglected the possible role of socio-economic status in social identity, especially racial identity, development and maintenance. We investigate the role of education, income, common fate, centrality, private regard and public regard on double consciousness, i.e. simultaneous feelings of closeness to the group and to the importance placed on being a member of the sub-categorical Black group, as opposed to the super-ordinate category, American. Analyses suggest that socioeconomic position predicts double consciousness better than racial group closeness. Further analyses reveal that Black Caribbeans, on average, feel closer to their racial group than African Americans, and that education and income function differently for these two groups; these two status categories are more highly related to social identity among Black Caribbeans than African Americans. This work highlights the importance of ethnicity and ancestry heterogeneity of Blacks in the United States and is one of the few attempts to examine the relationship among dimensions of group identity (e.g. private regard, public regard, centrality, etc.) for the two major black ethnic groups in the United States. Finally, this research may further the understanding of the complex relationships among socioeconomic position and dimensions of group identity for Blacks living in the US.

B61

PRIMITIVITY AND MODERNITY IN REPRESENTATIONS OF GENDER, ETHNICITY, SOCIAL CLASS, AND SOCIETY: CONSISTENCY ACROSS STATUS AND POWER DIFFERENCES *Michael Conway, Lenny R. Vartanian, Francois Fillion, Constantina Giannopoulos; Concordia University, Montreal, Canada* – Studies addressed the hypothesis advanced by Torgovnick (1990) in her cultural critique Gone Primitive: Savage Intellects, Modern Lives that in Western culture, groups of lower power and status are perceived as 'primitive,' whereas groups of higher power and status are perceived as 'modern.' Although somewhat fluid concepts, primitivity can be characterized as spontaneity, physicality, purity, and being in tune with nature, and modernity can be characterized as a rigid, ambitious urbanity. Undergraduate participants reported a) their perceptions of the characteristics typical of members of each target group separately, and b) their perceptions of others' stereotypes for the target groups, in response to the same set of 22 terms

addressing primitivity and modernity, presented with 22 filler items. Target groups were as follows: a) people living in remote, less economically developed regions of the world, such as remote regions of South America (low status), and people living in wealthy Western countries (high status) (Study 1, n = 77), b) people living in a poor area of Montreal (low status), and people living in a wealthy area (high status) (Study 2, n = 72), c) Blacks (low status) and Whites (high status) (Study 3, n = 76), and d) women (low-status) and men (high-status) (Study 4, n = 64). In Studies 2, 3, and 4, participants also reported on the stereotypes held for the target group members for characteristics identified in prior research (e.g., masculinity and femininity for gender target groups). Findings support Torgovnick's hypothesis, and highlight its distinctiveness.

B62

AN EXPERIMENTAL APPROACH TO THE STUDY OF FLOW EXPERIENCES: EFFECTS OF MANIPULATING THE PERCEIVED FIT OF SKILLS AND TASK DEMANDS ON INTRINSIC MOTIVATION. *Johannes Keller, Herbert Bless, Rainer Greifeneder; University of Mannheim* — The study of intrinsic motivation has received substantial attention in psychological science and a set of conceptualizations of intrinsic motivation has been proposed. We focus on one specific form: the motivational state of flow. The flow framework has been established as a fruitful approach to intrinsic motivation (Csikszentmihalyi, 1975). This framework holds that an experiential state of intrinsic motivation arises when people engage in skill-related activities under conditions of clear goals, immediate unambiguous feedback, and a perceived fit of skills and task demands. According to flow theory, this state of intrinsic motivation is characterized by intense and focused concentration, merging of action and awareness, loss of reflective self-consciousness, a deep sense of control, distortion of temporal experience, and a sense of reward based on task engagement in and of itself. Interestingly, evidence concerning the causal impact of the most crucial factor in flow theory – the perceived balance of skills and task demands – on intrinsic motivation is still elusive since research on flow experiences has been almost exclusively correlational in nature. Therefore, we designed an experimental paradigm to test this causal link. The perceived balance of skills and task demands was manipulated in a computer game such that participants could either experience a fit between perceived skills and task demands or not. Results of several studies indicate that participants experienced a flow experience (deep engagement, involvement, concentration) under conditions where perceived ability matched with perceived task demands. Moreover, we obtained evidence concerning the moderating role of distinct personality factors.

B63

WHAT MAKES FOR A PLEASANT SOCIAL INTERACTION? THE MOTIVATIONAL DYNAMICS OF INTERPERSONAL RELATIONS *Michelle Downie[1], Genevieve Mageau[2], Richard Koestner[1]; [1]McGill University, [2]Université de Montréal* — The present study used an event-contingent daily recording strategy, the Rochester Interaction Record, to examine the motivational dynamics of interpersonal relations. In line with self-determination theory, hierarchical linear modeling demonstrated that people enjoyed social interactions most when they felt autonomous, competent and related. Autonomy, competence and relatedness consistently predicted interaction quality, regardless of whether the interaction was dyadic or in a group, or an interaction with family, friends or acquaintances. However, participants were more likely to report feeling autonomous and related when they were interacting with family members and friends or in a dyadic situation. These results suggest that experiences of autonomy, competence and relatedness may make for a good day in part because they produce satisfying interpersonal experiences.

B64

SELF-REGULATION AND SUBJECTIVE WELL-BEING: ARE CHRONIC SELF-REGULATORY ORIENTATIONS RELATED TO HAPPINESS AND SATISFACTION WITH LIFE? *Svenja K. Schattka; University of Mannheim* — Even though the theory of regulatory focus (Higgins, 1997) has stimulated ample research, there are only few studies on the relation between the chronic regulatory focus of a person and his or her level of subjective well-being. Addressing this issue, we conducted a series of studies. Assessing the subject's chronic prevention and promotion focus with different scales, we observed a strong relation between participants´ motivational concerns and their reported well-being. Specifically, high levels of chronic promotion focus were associated with (a) high levels of subjective well-being (mean r = .40), (b) high confidence in reaching one's goals (mean r = .30), and (c) intrinsic motivation (mean r = .40). In contrast, high chronic prevention focus was associated with low subjective well-being (mean r = -.44), low confidence in reaching one's goals (mean r = -.41), and extrinsic motivation (mean r = .27). Results across our series of studies suggest that these findings are remarkably stable, that the observed relation is independent of the order in which the constructs are assessed, and that the relationship holds for various measures of the underlying constructs. Based on the results of these studies, we conducted a longitudinal study in order to investigate whether a student's chronic regulatory focus is predictive of his or her level of subjective well-being over one semester. The results support the main findings of the preceding studies. Implications of these findings are discussed both with respect to research on subjective well-being and on the theory of regulatory focus.

B65

SELF-ESTEEM ACCESSIBILITY AND INFORMATION-PROCESSING BEHAVIOR: PARALLELS TO ATTITUDE ACCESSIBILITY *Kenneth G. DeMarree, Richard E. Petty; Ohio State University* — Previous research has showed that attitude accessibility is an important factor in determining whether or not an attitude will guide information processing and behavior. The present research looks to extend this basic finding into the domain of the self. Accessibility was measured by averaging response latencies to items from the Rosenberg self-esteem scale. We included measures of information-seeking behavior as well as acceptance or rejection of false personality feedback. We replicated previous research demonstrating that participants with high self-esteem were more likely to seek out friends who treated them in a positive manner and were more willing to accept extremely positive personality feedback than participants low in self-esteem. Importantly, regression analyses indicated that these patterns were more evident for participants whose self-esteem was highly accessible than for participants with low self-esteem accessibility. In addition, these patterns were obtained even after controlling for self-esteem certainty, a variable that has demonstrated similar effects in past research. Results are discussed in reference to the parallels between the self and attitudes literature.

B66

THE EFFECTS OF ALCOHOL AND THE SALIENCE OF AGGRESSIVE CUES ON TRIGGERED DISPLACED AGGRESSION *Thomas F. Denson[1], Fredy E. Aviles[1], Jeffrey J. Lamoreaux[1], William C. Pedersen[2], Eduardo A. Vasquez[1], Mitchell Earleywine[3,4], Vicki E. Pollock[5], Norman Miller[1]; [1]University of Southern California, [2]California State University, Long Beach, [3]University of Albany, [4]State University of New York, [5]EEG Institute at the Brian Othmer Foundation* — Alcohol increases aggressive behavior when individuals are provoked. Social cognitive theories of alcohol and aggression suggest that intoxication may impair the processing of social information. Specifically, intoxicated individuals process only the most salient social cues. This in turn increases the likelihood that somewhat ambiguous yet highly salient cues may be perceived aggressively. In addition, this impairment may lead to ignoring distal, less salient aggression-inhibiting cues (e.g., social norms). The current study

investigated the effects of alcohol intoxication and the salience of aggressive cues in the triggered displaced aggression paradigm. Just as alcohol increases direct aggression (i.e., harm directed toward the initial provocateur), alcohol also increased triggered displaced aggression (TDA). In the TDA paradigm, participants were provoked and exposed to a subsequent minor annoyance (i.e., the "trigger"). This study was the first to demonstrate that the effect of alcohol on triggered displaced aggression was moderated by the salience of the minor triggering event. Participants were randomly assigned to a 2 (alcohol condition: alcohol vs. placebo) x 2 (trigger condition: high salience vs. low salience) between subjects design. All participants were given the opportunity to physically aggress against the bogus triggering agent. As expected, when exposed to alcohol and highly salient triggering cues, participants demonstrated higher levels of displaced aggression than the other three conditions. These results identified cue salience as an additional moderator of alcohol on triggered displaced aggression and provide support for social-cognitive models of alcohol and aggressive behavior.

B67

SOCIAL CONTEXT MODERATES THE EFFECT OF THE PHEROMONE AND ON WOMEN'S MOODS *Leah Lavelle, Kyle Smith; Ohio Wesleyan University* – Androstadienone (AND), a male pheromone, increases positive mood in females (e.g. Jacob & McClintock, 2000). Jacob, Hayreh, and McClintock (2001), however, found that the presence of a male may be necessary to produce this mood change. Post hoc analysis of the effects of experimenter gender (the study had one male and one female experimenter) revealed that participants exposed to AND and the male experimenter showed an increase in mood compared to those exposed to AND and the female experimenter. Because many factors could have been confounded with the gender of the experimenter (e.g., attractiveness, friendliness), the present study sought to verify that presence of males in the environment moderates the effect of AND on mood. Nineteen female undergraduates participated in two experimental sessions. Participants were exposed to AND or control compounds and shown, between subjects, 35 similarly attractive male or female photographs. Participants were exposed to AND in one session and a control compound in the other session. The PANAS (Watson, Clark & Tellegen, 1988) was used to measure mood twice in each session, once prior to compound exposure and again after picture presentation. A significant three-way interaction was found showing an increase in mood, only for participants shown male pictures, in the AND condition from the pre-test to the post-test ($F(1, 17)=5.70$, $p=.029$). Because AND could increase the perceived attractiveness of men, or men could act as a label for the arousal AND produces, future research should test the mechanism through which men moderate AND's effect on women's moods.

B68

MORTALITY SALIENCE AND THE EBENEZER SHIFT HYPOTHESIS *Jeff Joireman, Blythe Duell; Washington State University* – A number of recent studies suggest that mortality salience (MS) can increase prosocial behavior, a pattern labeled the Scrooge effect (Jonas et al., 2002). The present authors examined whether self-transcendent values would moderate the Scrooge effect. Participants completed the Schwartz (1992) Value Scale, wrote about death or dental pain, and evaluated one of two different sets of charities. In Set 1 (AIDS Research Foundation, Big Brothers Big Sisters of America, World Wildlife Fund, National Arbor Day Foundation), results revealed that MS increased evaluations of charities, but only among participants scoring low in self-transcendent values, in line with the recently proposed Ebenezer shift hypothesis (Joireman & Duell, 2005). In Set 2 (American Cancer Society, Habitat for Humanity, Humane Society of the United States, National Park Foundation), results revealed only a main effect of self-transcendent values, suggesting that support for the Ebenezer shift hypothesis is limited by certain boundary conditions.

B69

DYSPHORIA AND EMOTION DETECTION ACCURACY *David Duong, Jill A. Jacobson, Kate L. Harkness, Mark A. Sabbagh; Queen's University* – In two studies, Harkness, Sabbagh, Jacobson, Chowdrey, and Chen (in press) demonstrated that dysphoria is uniquely and positively related to greater emotion detection accuracy. However, they did not determine if this effect was due simply to dysphoric people's greater negative affect or to other factors like their depressive schemas. The goal of the current study was to shed some light on this matter by exposing participants to either a sad or neutral mood prime before they engaged in the emotion recognition task. Only participants whose responses to the Structured Clinical Interview for DSM-IV (SCID) indicated that they were not depressed were eligible, so that we could rule out the effects of current depression. From the SCID, we also identified participants who had no previous depression history or who had at least one prior episode of depression. Previous research has shown that a negative mood induction is sufficient to activate depressive schemas in nondepressed individuals, but only if they have a prior history of depression. We predicted that if Harkness et al.'s results were due to depressive schemas, then participants who had a prior history of depression, at least those in the negative mood condition, would be more accurate than all other participants. However, if negative affect was responsible, then regardless of prior depression history, negative mood participants should be more accurate than neutral mood participants. Our results were consistent with the latter, but unlike Harkness et al., this greater accuracy was limited to the mood-consistent (i.e., negative emotion) items.

B70

CULTURE AND INTERPERSONAL PERCEPTIONS: THE IRONIC EFFECT OF ACCURACY MOTIVATION *Jenny Su[1], Shigehiro Oishi[2]; [1]University of Minnnesota Twin Cities, [2]University of Virginia* – We conducted a study to examine cross-cultural differences in interpersonal perceptions. Participants (80 East Asians and 81 European Americans) engaged in a group task, in which they had to solve problems collectively with 2-4 other participants. After the group task ended, participants rated each group member, including themselves, on trait measures of independence and interdependence as well as on level of contribution to the group task. Before participants provided the trait and contribution ratings, we randomly assigned them to either the accuracy condition or the anonymous condition. Repeated measures ANOVA showed that participants' self-ratings of contribution to the group task was significantly more positive than the average rating made by other group members (38.07 vs. 24.89, respectively), $F(1, 148) = 30.88$, $p < .001$. An analysis using Kwan et al's (2004) social relations model showed that this general self-enhancing tendency was significantly greater among European Americans than among East Asians, $F = 6.07$, $p < .05$. In addition, a two-way ANOVA revealed a significant culture-by-condition interaction on interdependent traits, $F(2, 156) = 4.06$, $p < .05$. Specifically, East Asian participants were perceived by other group members as more interdependent in the accuracy condition than in the anonymous condition. In contrast, European American participants were perceived as less interdependent in the accuracy condition than in the anonymous condition. This finding suggests that the accuracy manipulation ironically activated cultural stereotypes in interpersonal perceptions in both cultures.

B71

STEREOTYPE THREAT AND STEREOTYPE LIFT IN MALE AND FEMALE LEADERS AND THEIR CONSEQUENCES FOR SELF-STEREOTYPING AND SUBORDINATE STEREOTYPING *Sarah J. Gervais, Theresa K. Vescio, Larisa Heiphetz; The Pennsylvania State University* – This work was designed to test the hypothesis that female leaders should experience stereotype threat (Steele & Aronson, 1997), whereas male leaders should experience stereotype lift (Walton & Cohen, 2003) in masculine domains. This research also examined links between stereotype threat and stereotype lift to stereotyping (of the self and one's

subordinates). To test predictions, we brought participants into the lab and assigned them to high power, leader positions in a masculine or gender neutral domain. Participants were led to believe that they would interview, assign tasks to, and evaluate the work of two other participants who had been assigned to the employee role. We then assessed feelings of threat and confidence, self-stereotyping, and subordinate stereotyping. Consistent with our predictions, we found that female leaders experienced stereotype threat in the masculine domain, but not the gender neutral domain. We also found that stereotype threat led to positive self-stereotyping. Consistent with predictions, positive self-stereotyping was associated with increased threat and decreased confidence for female leaders. Interestingly, among male leaders a reverse pattern emerged; positive self-stereotyping was related to decreased threat and increased confidence. Finally, we found that both male and female leaders exhibited stereotypic pro-male biases in masculine domains. These findings demonstrate that (a) female leaders experience stereotype threat in masculine domains, (2) conditions that promote stereotype threat in women are associated with stereotype lift for men, (3) experiences of stereotype threat and stereotype lift are associated with positive self-stereotyping, and (4) self-stereotyping is associated with the stereotyping of one's subordinates.

B72

NEGATIVITY BIAS IN ATTITUDE LEARNING: AN INDICATOR OF VULNERABILITY TO EMOTIONAL DISORDERS? *Natalie J. Shook, Russell H. Fazio; Ohio State University* – Negativity biases are common phenomena in many different areas of psychology. With regard to emotional disorders, depression and anxiety are both marked by negativity biases. Depression is associated with negative cognitive styles (Abramson, Metalsky, & Alloy, 1989) and anxiety is marked by attentional biases toward negative stimuli (Riskind, 1997). Similarly, in the area of attitude formation and generalization, Fazio, Eiser, and Shook (2004) observed valence asymmetries. That is, individuals tended to form negative attitudes more readily than positive attitudes and generalized the negative attitudes to a greater extent. The present research was aimed at determining whether the presence of learning biases in attitude formation is related to the negativity biases of emotional disorders and perhaps an indicator of a predisposition to either emotional disorder. Participants played a computer game that required learning which stimuli produced positive outcomes and which stimuli produced negative outcomes in order to succeed. After the game, participants completed a number of anxiety and depression related scales. Overall learning of the game stimuli correlated with some of the scales such that less learning was associated with more negative cognitive style, depression, and endorsement of caution. Interestingly, participants learned negative stimuli equally well; the differences in learning stemmed from the learning of the positive stimuli. Higher levels of anxiety, depression, negative cognitive style, and endorsement of caution were associated with less learning of positives. These preliminary findings suggest that a lack of appreciation for positives may underlie both the learning bias and predisposition to emotional disorders.

B73

THE GAMES WE PLAY: IMPLICIT INGROUP PREFERENCE & SOCIAL INCLUSION *Zayra N. Longoria, Ann E. Hoover, Stephanie A. Goodwin; Purdue University* – Drawing from research demonstrating a relationship between implicit (i.e., automatic) attitudes and the quality of intergroup interactions, we hypothesized that implicit ingroup preferences would predict willingness to interact with in- versus outgroup members. Purdue University students (n = 130) played a computerized game of toss designed to assess social inclusion. Participants believed they were playing with three other people, one ingroup (Purdue) member and two outgroup (Indiana University) members. In reality no other players existed; the computer was programmed to toss the ball to the participant 25% of the time. Social inclusion was assessed as the percent of ball tosses to the ingroup member. Participants next completed an Implicit Associations Test (IAT) assessing implicit attitudes toward in- versus outgroup members. IAT stimuli included school symbols representing each college (Purdue vs. IU) along with pleasant (e.g., happy) and unpleasant (e.g., bad) words. IAT index scores were computed as the mean difference in reaction times under different response key pairings, with higher scores reflecting greater ingroup preference. As predicted participants included the ingroup member in the game at above-chance levels, throwing the ball to the ingroup member an average of 38% of the time ($t132=8.62$, $p<.001$). Automatic associations revealed a predicted ingroup preference for Purdue ($t132=12.89$, $p<.001$). Finally, there was a significant correlation between implicit group attitudes and social inclusion ($r=.18$, $p=.04$). As predicted, people with stronger implicit ingroup preferences were more likely to throw the ball to an ingroup member. Implications for intergroup behavior and prejudice reduction are discussed.

B74

EEG ASYMMETRY IN ANTICIPATION OF INTERRACIAL INTERACTIONS *Amanda Brodish[1], Leah Zinner[1], Patricia Devine[1], Eddie Harmon-Jones[2]; [1]University of Wisconsin, Madison, [2]Texas A & M* – Interracial interactions are notoriously difficult. Research has shown that individual differences in motivation to respond without prejudice predict the desire to approach or avoid interracial interactions – an important factor for understanding their difficulty. People high in internal motivation want to approach such interactions, whereas those high in external motivation want to withdraw from them. Interestingly, people high in both types of motivation want to approach and withdraw from such interactions. As this research has relied primarily on self-report measures, the goal of the present study was to provide converging evidence using patterns of cortical activity, as measured with EEG alpha power. Past research has found that approach motivation is related to a relative increase in left frontal cortical activity, whereas avoidance motivation is related to a relative increase in right frontal cortical activity. Thus, we predicted (and found) that in anticipation of an interracial interaction, people only internally motivated would show relative left frontal activity, whereas people only externally motivated would show relative right frontal activity. For people motivated for both reasons, we expected bilateral activation or relative left and right frontal activation in rapid succession. While our results supported neither of these predictions, it appears that approach motivation may be dominant for these people. We discuss the role of motivation in the context of interracial interactions.

B75

PREDICTORS AND CONSEQUENCES OF SELF-OBJECTIFICATION IN WOMEN'S DAILY EXPERIENCE *Juliana Breines, Jennifer Crocker; University of Michigan* – Guided by the predictions of objectification theory (Fredrickson & Roberts, 1997), we examined the consequences of internalizing an observer's perspective on the self for vitality, autonomy, contingencies of self-worth, self-esteem, goals and affect. Using experience sampling methodology, we investigated the effects of self-objectification in a sample of 48 female college students sampled in a total of 1816 contexts. Hierarchical linear modeling analyses revealed that state self-objectification was significantly higher when participants were grooming, eating, doing social activities, and doing mixed gender activities. The effect of exercise on state self-objectification depended on whether women exercised for appearance-based reasons. Within participants, higher state self-objectification predicted increased self-rated attractiveness, but diminished vitality, self-esteem, and positive affect, and increased negative affect, appearance-based goals, and appearance-contingent self-worth. These within-person effects were moderated by individual differences; participants higher in appearance contingency of self-worth and those lower in trait self-esteem were more vulnerable to the effects of objectifying contexts. Although state self-objectification was strongly associated with negative motivational and

emotional experiences for low self-esteem participants, high self-esteem participants actually experienced a slight increase in positive outcomes when self-objectifying, perhaps because they felt more attractive than low self-esteem participants. This study extends previous research on self-objectification by examining the contexts that increase self-objectification in women's daily lives, examining the effects of these within-person fluctuations in self-objectification on a wide range of emotional and motivational experiences, and identifying which women are most likely to experience these negative consequences.

B76

PASSING ENCOUNTERS EAST AND WEST: A COMPARISON OF AMERICAN AND JAPANESE PEDESTRIAN INTERACTIONS *Miles Patterson[1], Yuichi Iizuka[2], Mark Tubbs[1], Jennifer Ansel[1], Jackie Anson[3]; [1]University of Missouri-St. Louis, [2]Shimane Nursing College, [3]University of Colorado, Colorado Springs* – A common, yet interesting, "microinteraction" is the occurrence of solitary pedestrians approaching and passing one another on sidewalks or in hallways. Even though verbalizations are rare, pedestrians nevertheless make subtle and very rapid behavioral adjustments to the approaching individual (see Goffman's, 1963, discussion of "unfocused interactions.") In a recent study of pedestrian passings -- involving a confederate and a trailing observer who monitored pedestrians' reactions -- we found that the confederates' patterns of gaze and smiling had substantial effects on pedestrians' behavior inside a 10-12 foot passing zone (Patterson, et al., 2002). Specifically, pedestrians showed much higher levels of glancing, smiling, nodding, and greeting when the confederates glanced and smiled than when they avoided or simply glanced at approaching pedestrians. We were interested in determining how culture might affect these passing encounters and conducted an experiment in America (St. Louis) and in Japan (Matsue City) on approximately 1000 pedestrians. Because the Japanese may be more concerned about maintaining privacy in public settings, we expected that they would show greater avoidance across conditions than the Americans would. In fact, log-linear analyses indicated that the Japanese responded with fewer glances ($p < .06$), smiles, nods, and greetings (all p's < .0001) than Americans did. In addition, female confederates in both cultures received more glances than male confederates did. The implications of these and other results for understanding cultural differences and the application of the passing encounters paradigm to the study of important social psychological processes are discussed.

B77

ENDOWING VS. CONTRASTING LIFE EVENTS: THE RELATION BETWEEN THOUGHT PROCESSES AND WELL-BEING *Julia Boehm, Rene Dickerhoof, Sonja Lyubomirsky; University of California, Riverside* – Our research investigated how different ways of thinking about past life events affect mood and well-being. Specifically, we were interested in two ways that individuals can consider past events – either by endowing the events or by contrasting them with subsequent events (Tversky & Griffin, 1991). Through an endowment effect, an event directly contributes to one's well-being. Thus, when previous positive life experiences (such as an exciting vacation) are endowed, they are expected to increase well-being. Alternatively, when previous negative life experiences (such as a major illness) are endowed, they are expected to decrease well-being. Through a contrast effect, an event is compared to other similar life experiences. Thus, when previous negative life experiences (such as losing one's job) are contrasted with one's current situation, they are expected to increase well-being. Conversely, when previous positive life experiences (such as obtaining a promotion) are contrasted with one's current situation, they are expected to decrease well-being. We hypothesized that individuals who habitually endow positive events and contrast negative events would report relatively greater positive affect, greater happiness, greater satisfaction with life, and greater optimism. In contrast, individuals who frequently endow negative events and contrast positive events were expected to report greater negative affect, less happiness, lower life satisfaction, and less optimism. The results supported the predicted pattern. Our findings suggest that experimentally inducing positive endowment and negative contrast of past life events may enhance well-being. Future studies will address this possibility.

B78

SCHADENFREUDE AND PRESIDENTIAL POLITICS: THE SECRETLY FUNNY THING ABOUT A POOR ECONOMY *David J. Y. Combs, Richard H. Smith, Sung Hee Kim; University of Kentucky* – Political campaigns can be characterized by the various events occurring that move the tide in favor of one candidate or another. Each event, depending on which candidate it favors, can produce either happiness or sadness for those who care about the outcome. The present study examined whether this pattern of reactions would hold for events that have objective features making them misfortunes. Undergraduate participants completed a questionnaire assessing their political views in the Fall of 2004 two months before the November presidential election. Four weeks before the election, they also gave their affective reactions to three news articles: One describing George W. Bush injuring himself after falling off a bicycle, another showing an unflattering picture of John Kerry in a NASA space suit, and a third describing economic figures indicating very poor job growth for the month of September. Participants identifying themselves as Democrats or as politically liberal were "secretly" happy over Bush's mishap whereas those identifying themselves as Republicans or politically conservative were not. This pattern was largely reversed for the unflattering picture of John Kerry. More interestingly, Democrats and those with liberal views also found the article about the poor job report markedly more pleasing than did Republicans and those with conservative views, even though they also acknowledged that this event was bad news for the unemployed. These results suggest that affective reactions to "objectively" negative political events can be heavily influenced by the positive or negative implications for one's political preferences.

B79

COGNITIVE DISSONANCE AND GROUP DECISION MAKING AS A FUNCTION OF DECISION RULES *Amir Goren, Joel Cooper; Princeton University* – The current study extends cognitive dissonance theory (Festinger, 1957) to situations in which one's group's behavior (as opposed to one's own behavior, as in classic dissonance paradigms) is inconsistent with one's related attitude. Two experiments—one with an imagined group and one with an actual group—explored the impact of group decisions and decision rules (democratic vs. autocratic) on decision ownership and cognitive dissonance among group members. Both experiments elicited individual preferences among various binary options and varied whether consequential group decisions were consistent or inconsistent with participants' initial preferences. In accordance with dissonance theory, when group decisions were inconsistent with individual preferences, individual attitudes shifted in the direction of the group's decision. However, democratic vs. autocratic decision rules moderated the degree of attitude change and also moderated the degree to which participants distanced themselves from the group as an alternate means of dissonance reduction.

B80

THE ROLE OF SIGNIFICANT OTHERS IN EGALITARIAN GOAL PURSUIT *Paige Brazy[1], Patricia Devine[1], James Shah[2]; [1]University of Wisconsin, Madison, [2]Duke University* – Two studies examined the influence of significant others on egalitarian goal pursuit. Study 1 explored the amount of time individuals spent on an egalitarian-related task as a function of prejudice, goal endorsement, and subliminal priming. Participants rated their endorsement of the egalitarian goal, and named a friend who valued being egalitarian and another friend. Then participants viewed pictures of African Americans and Caucasians, while subliminally primed with the egalitarian or control friend's name. When the egalitarian friend was primed, low prejudice individuals spent longer on the task if they endorsed the egalitarian goal, whereas high prejudice

individuals spent longer on the task if they had low goal endorsement. Study 2 examined the effects of goal-related feedback and motivations to respond without prejudice (Plant & Devine, 1998) on subsequent goal-related behavior. After completing a social skills task that purportedly assessed egalitarianism, participants received positive, negative, or no feedback regarding their performance and were reminded to think of their egalitarian friend. The amount of time participants spent on a second egalitarian task assessed goal engagement. Primarily internally motivated participants spent longest on the task when given no feedback, and the least time after positive feedback. Highly internally and externally motivated individuals spent longer on the task after positive feedback, and spent less time after negative or no feedback. Primarily externally motivated participants engaged in the task longest after receiving negative feedback. Results suggest the importance of both implicit and explicit social influences and motivations to respond without prejudice on egalitarian goal pursuit.

B81

ETHNIC DIFFERENCES IN THE EXPERIENCE AND REGULATION OF POSITIVE AND NEGATIVE MOOD STATES *Weiting Ng, Ed Diener; University of Illinois, Urbana-Champaign* – Findings from two studies adopting different methodologies support the hypothesis that European Americans seek to maximize their positive emotions more than Asians. In Study 1, European Americans felt more positive than Asians, and did not dampen their positive mood as much when imagining how they would feel toward vignettes that were initially very positive but later became less positive. Using easy versus difficult anagrams to induce positive or negative mood, results from Study 2 substantiated this hypothesis. When induced to experience a positive mood, European Americans felt more positive and maintained their positive mood over time more than Asians. Even after performing poorly on the difficult anagrams (negative mood induction), European Americans who ruminated before the task felt more positive than Asians and continued feeling more positive after further rumination. European Americans also recovered their positive mood and increased their positive emotions more than Asians after a negative mood induction. There is also evidence that Asians have a greater proclivity toward experiencing negative affect, whereas European Americans endeavor to minimize negative affect. Immediately following the negative mood induction task, Asians who ruminated felt more negative than European Americans. Conversely, over time, European Americans became significantly less negative than Asians after rumination, regardless of the mood manipulation. Results from self-reports of emotion regulation corroborated the findings based on actual emotional experience. In both studies, Asians reported being more likely to dampen their positive mood, whereas European Americans were more likely to prolong their positive mood and repair their negative mood.

B83

IT'S ABOUT YOU ... AND IT'S NEGATIVE NEWS: SELF-ACTIVATION RETAINS ATTENTION ALLOCATED TO NEGATIVE RELATIVE TO POSITIVE INFORMATION *Kirsten Ruys, Vincent Yzerbyt, Olivier Corneille; Catholic University of Louvain, Louvain-la-Neuve* – Appraisal theories suggest that when people are exposed to a stimulus, they immediately extract its self-relevance and valence. Consequently, self-relevant words are more likely to distract attention from a primary task than neutral words (Bargh, 1982; Gray et al., 2004). The same holds for affective relative to neutral information, although negative stimuli retain attention more than positive stimuli (Pratto & John, 1991). An important, yet under-addressed issue is what happens if information is both affective and self-relevant. We propose that negative information may retain attention more when it is self-relevant. In two semantic priming studies and one attention study, we unconsciously primed participants with the pronoun 'me' (Study 1), the participant's first name (Study 2), or the participant's initials (Study 3) to activate the self. All studies showed the expected interaction of self-activation and valence. In Study 1 participants' tendency to respond faster to positive than to negative traits increased with self-activation, compared to control. Study 2 demonstrated a similar effect on accuracy: Participants more often correctly identified negative traits as words when primed with the self compared to control, suggesting that negative traits retained attention more with self-activation. In Study 3 the interaction was obtained on an attention measure: participants' responses to neutral stimuli were delayed more by negative than positive information with self-activation than without. The results of the three studies are consistent with our hypothesis that attention is retained more by negative relative to positive information when the self is activated than when it is not.

B84

NARCISSISM AND EMERGENT LEADERSHIP *Amy Brunell, William Gentry, W. Keith Campbell, Karl Kuhnert; University of Georgia* – With the flattening of organizational structures and widening spans of control, there are more and more opportunities for people to emerge as leaders. The purpose of the current study was to investigate if narcissists were more likely to emerge as leaders in a leaderless group task. We hypothesized that narcissists would emerge as group leaders because they are outgoing people who tend to strive for power in interpersonal situations. 432 Introductory psychology students participated in groups of 4. Participants completed personality questionnaires, a group decision-making task, and a leadership evaluation. Results revealed that narcissists were more likely to emerge as group leaders. Analyses further demonstrated that extraversion and desire to be group leader mediated the relationship between narcissism and leadership emergence. Costs and benefits of having a narcissist emerge as leader are discussed.

B85

MOTIVATED FORGETTING: MEMORY FOR ATTITUDE-RELEVANT INFORMATION AS A FUNCTION OF SELF-ESTEEM *Daphne Wiersema, Joop van der Pligt, Frenk van Harreveld, Mark Rotteveel; University of Amsterdam* – It has been assumed that, as a result of processes at the encoding stage, people show enhanced memory for information congruent with their attitude. However, the literature on this issue is inconclusive. We believe that biased memory is most likely to occur for attitudes that are strongly linked to the self, so-called central attitudes. Because the self is involved, self-esteem should moderate the direction of the bias. More specifically, we hypothesize that high self-esteem participants show enhanced memory for information that is incongruent with a central attitude. In Study 1 we assessed participants' self-esteem, attitude and attitude centrality. Subsequently, participants memorized a number of persuasive arguments presented for a fixed period in a randomized order. After a filler task, participants engaged in a free-recall task. In Study 2 we manipulated attitude centrality via a task where participants had to rank order four attitudinal issues in terms of self-relevance. By varying the importance of the other issues, the focal issue became either more or less central depending on condition. Results of both studies confirmed our predictions. In Study 3 we investigated the role of self-esteem in more detail. Participants were given the opportunity to increase their self-esteem, some before encoding and others after encoding. If self-esteem drives biased memory at the encoding stage, then low self-esteem participants who increased their self-esteem before encoding should "behave" as high self-esteem participants: remembering more incongruent information. Increasing self-esteem after encoding should not influence the pattern of biased memory. Results confirmed our predictions.

B86

THE DEVIL IS IN THE DELIBERATION: THINKING TOO MUCH REDUCES JUDGMENTAL CONSISTENCY *Loran Nordgren, Ap Dijksterhuis; University of Amsterdam* – One measure of a good judgment is that it is a consistent one. Our environment would be much less predictable and satisfying if our future judgments did not correspond with our present ones. In five experiments we examined how our mode of

thought can affect judgment consistency. Although one might expect consistent judgments to stem from careful, deliberative reasoning, we in fact predicted and found the very opposite. Whether evaluating Chinese ideograms, faces, or paintings (Experiments 1-3), people who deliberated on their judgments were less consistent than those who made non-deliberative judgments. This effect was explained in terms of a consequence of deliberative thought—it disturbs the consistent weighting of information. In support of this notion, we found that the extent to which deliberation decreases evaluative consistency depends upon the complexity of the evaluative object, both in terms of the number of pieces of information the object contains (Experiment 4) and the complexity of the underlying weighting process (Experiment 5). We found that when the evaluation is complex deliberation will lead to the most inconsistent evaluations, whereas when the evaluation is simple (within the processing capacity of conscious thought) deliberation is no longer a hindrance to evaluative consistency. Whereas there is quite a lot of research on the quality of judgment as a function of conscious deliberation, these experiments are the first to investigate the consistency of judgments over time. These findings support and extend the central tenets of Resourceful Thought Theory (Dijksterhuis & Nordgren, 2006).

B87

INCLUDING AN OUTGROUP MEMBER IN THE SELF: THE IMPORTANCE OF TYPICALITY *Tracy McLaughlin-Volpe[1], Arthur Aron[2]; [1]University of Vermont, [2]State University of New York at Stony Brook* – The Inclusion of Other in the Self model (Aron & Aron, 1986) proposes that in close relationships the mental representations of self and the relationship partner merge. This idea has generated the hypothesis that when two individuals who belong to different groups develop a close relationship, mental representations between self and other become at least partially overlapping, resulting in a break-down of the cognitive boundaries between the representations of the social categories involved and an improvement of cross-group attitudes. This hypothesis was tested using a source-memory paradigm in which participants were asked to recall a number of trait adjectives that they had previously rated for self, an outgroup friend, an ingroup friend, and the relevant outgroup. The patterns of confusions in recall that emerge when people attempt to remember the target for which each word had been rated provides a measure of self-other merging. As predicted, the closeness of the relationship with an outgroup friend was found to be associated with the number of confusion errors participants made between self and outgroup friend. However, this relationship was qualified by a significant interaction with the extent to which the outgroup friend was seen as typical of the outgroup. Confusion errors were associated with relationship quality only when the outgroup friend had been rated as not typical of the outgroup. The predicted relationship between confusion errors and positive intergroup attitudes was also found to be only significant when the outgroup friend was perceived to not be a typical outgroup member.

B88

UNDERSTANDING "STREET KIDS": HOW THEIR PEER RELATIONSHIPS, FAMILY CONTACT, AND PERSONAL PROJECTS RELATE TO MOTIVATION AND WELL-BEING *Esther Usborne, Donald M. Taylor, John E. Lydon; McGill University* – Previous research investigating urban homeless youth, or as they prefer, "street kids", has primarily described their dysfunction. However, in order to come up with a functional program of aid for street kids, it is essential to understand the factors in their lives that help them cope and that cause them harm. The present research focuses on the structure of their dysfunction through an analysis of their friendships/relationships, their contact with family, and their personal projects, as well as how these factors relate to motivation and well-being. Fifty Montreal street kids participated in the study. Participants who indicated having a same-sex or opposite-sex best friend showed more positive well-being (were more confident, hopeful, and happy), and more identified motivation than participants who had no best friend. On the other hand, participants who indicated still having frequent contact with a family member or with a most important adult that they knew while growing up were more depressed, anxious, and tired, and showed less introjected motivation than those with only infrequent contact. Finally, participants who indicated having a personal project that was hedonistic in theme had greater positive well-being than those who described one that was agentic or communal in theme, whereas commitment to any personal project was positively correlated with confidence, hopefulness, and with identified motivation. Friendships/relationships, family contact, and personal projects appear to be key factors in understanding street kids and helping them towards a more adaptive way of functioning.

B89

BELONGINGNESS AND THE STRATEGIC USE OF CRYING *Rebecca J. Miller, Kristine M. Kelly, Jennifer L. Harmon, Melissa A. Norwick; Western Illinois University* – According to belongingness theory (Baumeister & Leary, 1995), individuals have a fundamental desire to form and maintain social bonds and deviation from a desired number of bonds will result in negative consequences. One way that individuals may satisfy their sense of belonging is through emotional displays such as crying. However, no previous research has directly investigated the link between crying and satisfaction of belongingness needs. Thus, this was the purpose of the study. It was hypothesized that crying would be associated with an increase in the behaviors of others that are indicative of improving one's inclusionary status. A sample of college students were exposed to either a crying confederate or a non-crying confederate. After performing a task with the confederate, participants responded to questions pertaining to the extent to which they liked and wanted to befriend the person they just worked with. They also reported their current emotional state in terms of happiness, sadness, and anger. Results of a MANOVA indicated that participants who viewed the crying confederate reported greater liking of the individual and a greater desire to befriend the person. A second MANOVA revealed that participants who viewed the crying confederate reported less sadness and anger (but not happiness) than those who viewed the non-crying confederate. These results suggest that crying prompts interpersonal perceptions and affective responses that are consistent with listeners satisfying the belongingness needs of the crier.

B90

THE IMPACT OF SOCIAL IDENTIFICATION ON SELF-DIRECTED ANGER AFTER EXPERIENCING SOCIAL DISCRIMINATION AND LEGITIMATE DIFFERENTIATION *Nina Hansen, Kai Sassenberg; University of Jena* – Being discriminated against has negative psychological and physiological consequences for the targets in the long run. Less is known about the process leading from the experience social discrimination to these consequences, such as the immediate affective responses. The intensity of affective responses to a negative treatment because of one's group membership might differ depending whether it is perceived as illegitimate (i.e. social discrimination) or legitimate (i.e. differentiation). In three studies we investigate how different types of attribution of a negative treatment and social identification impact on self- and other-directed anger. It is predicted that only when a negative treatment is attributed to social discrimination, social identification leads to a decrease in self-directed anger. But this relation was not expected when a negative treatment is attributed completely external or internal. This hypothesis was tested in a cross-lagged design. It was found that social identification at t1 decreases self-directed anger at t2 and not the other way around. Study 2 extends this finding to the recognition of real life experiences. Study 3 addressed the difference between social discrimination and differentiation. It was found that only after social discrimination (i.e. when a negative group-based treatment is perceived as illegitimate) higher identification leads to a decrease in self-directed anger. The reversed pattern was found for legitimate differentiation: higher identifi-

cation leads to an increase in self-directed anger. These findings suggest that social identification and perceived legitimacy of a negative group-based treatment play a crucial role for the coping of stigmatized people.

B91

"CHOOSING" TO STEREOTYPE: SELECTION MECHANISMS AND EFFECTS IN AN INTERNET STUDY OF GENDER-SCIENCE STEREOTYPES *Fred Smyth[1], Brian Nosek[1], Jack McArdle[2]; [1]University of Virginia, [2]University of Southern California* – While sample selection is sometimes acknowledged as limiting generalizability, its effects on results of psychological studies are rarely investigated. As researchers increasingly turn to the Internet to more easily recruit samples that are, ostensibly, more heterogeneous than the commonplace samples of narrowly selected university students, investigation of selection effects may be more, not less, important. This study was designed to test selection hypotheses about a specific choice made by visitors to a public website. Visitors could choose among four tests of implicit bias: gender-science, age, race, and political. To examine mechanisms and effects of self-selecting the gender-science test, we recruited undergraduates (for course credit) to a similar website where they were asked to rank the tests according to interest. Then each received the gender-science test. We expected "choosers" (those ranking gender-science as most interesting) to be distinguished by four selection mechanisms (measured months earlier): (1) stronger internal commitment to egalitarian behavior, (2) stronger interest in gender stereotypes, (3) greater experience of stigmatization, and (4) stronger accomplishment in math and science. We expected the selection effect of being a chooser to be weaker gender-science stereotypes, both implicit and explicit. All four mechanism hypotheses were supported, but depended on sex: female choosers were distinguished by mechanisms (1), (2), and (3), while males were distinguished by (4). Contrary to the hypothesized selection effect of weaker stereotypes, choosers, regardless of sex, evidenced stronger stereotypes. Findings underscore the potential complexity of selection mechanisms, and the importance of studying their effects in any data collection context.

B92

ATTACHMENT AND EXPLORATION IN THE DOMAIN OF SPORTS ACHIEVEMENT *Peter Caprariello, Harry Reis, Andrew Elliot; University of Rochester* – As a follow up to Elliot and Reis (2003), the relationship between attachment and exploration in adulthood was examined in the domain of sports achievement. Collegiate athletes (N = 297) participated in an online survey that examined links between adult attachment, achievement goals, and achievement motives in the context of the participants' self-reported sport(s). In line with previous findings, attachment security (i.e., low anxiety and low avoidance) predicted the use of mastery-approach goals (β = .242, p < .05), whereas attachment anxiety predicted the use of both mastery- and performance-avoidance goals (for mastery-avoidance goals, β = .099, p < .001; for performance-avoidance goals, β = .275, p < .001). Finally, mediational analyses supported the role of competence valuation (P = 8.60, p < .01) and threat construal (P = 3.85, p < .01) in partially accounting for the link between attachment anxiety and the use of both types of avoidance goals. Unexpectedly, attachment security predicted participation in team sports (β = .118, p < .05), a finding worthy of further investigation.

B93

INTUITION AND CORRESPONDENCE BETWEEN IMPLICIT AND EXPLICIT SELF-ESTEEM. *Mervyn Whitfield, Christian Jordan; Wilfrid Laurier University* – Implicit self-esteem has recently been the focus of much research. Implicit self-esteem is distinct from explicit self-esteem and uniquely contributes to the prediction of behaviour. Relatively little is known about the nature of implicit self-esteem, however. This research examines moderators of the relation between implicit self-esteem and self-reports of self-esteem. A stronger focus on intuitions was expected to increase the relation between implicit self-esteem and self-reports of self-esteem. Study 1 concerned whether high faith in intuition was associated with self-reports of self-esteem that more closely reflect implicit self-esteem. Implicit self-esteem, explicit self-esteem, and faith in intuition were measured. This study revealed that the state self-esteem of highly intuitive people corresponded more closely to their implicit self-esteem compared to those who rely on intuition less. Study 2 was intended to more directly test whether heightened intuition causes self-reports of self-esteem to reflect implicit self-esteem. A manipulation of intuitive or rational mindset was designed to induce some participants to focus more on intuition. In the intuitive condition, but not in the rational condition, self-evaluations that were made quickly reflected implicit self-esteem. The findings from these studies suggest that implicit self-esteem may be preconscious and may be associated with intuition. Implications for how implicit self-esteem is experienced are discussed.

B94

IN THE WINNING MOOD: AFFECT AND INTUITIVE DECISION MAKING *Marieke de Vries, Rob Holland, Cilia Witteman; Behavioural Science Institute, Radboud University Nijmegen, The Netherlands* – Nonconscious processes can be advantageous for decision making (e.g. Bechara et al., 1994, 1997; Dijksterhuis, 2004; Wilson 2002). Little is known however, about the self-regulatory processes that facilitate intuitive decision making. Here, we focus on the facilitating role of positive affect. Previous research has shown that in a positive mood, people respond more intuitively to the environment (e.g. Bolte et al., 2003; Kahneman, 2003). The present research aimed to test whether positive affect facilitates intuitive decision making. In study 1, we first measured each participant's mood state. Then, participants played the Iowa Gambling Task (Bechara et al., 1994, 1997), a card-game in which they can win or lose money by picking cards from four different (two advantageous, two disadvantageous) decks. Bechara and colleagues have shown that participants began to choose advantageously before they explicitly realised which strategy worked best. According to Bechara and colleagues, players form somatic markers to the different decks. Players may intuitively base their decisions on these somatic markers. We extended their experiment with a mood measure, and found that positive affect was significantly associated with better performance in the intuitive, early stage of the game. In studies 2a and 2b, we manipulated mood. Then, participants played the Iowa Gambling Task. We found that a positive mood resulted in better decisions in the early, intuitive stage of the game than a negative mood. Together, these results provide support for the idea that a positive mood facilitates intuitive decision making.

B95

HOW REGULATORY FOCUS AND POSITION STRENGTH INFLUENCE NEGOTIATION STRATEGIES *Poonam Arora, E. Tory Higgins; Columbia University* – Participants who varied in the strength of their promotion concerns with accomplishment or their prevention concerns with security completed a two-person negotiation that placed either the Buyer or Seller in a stronger bargaining position. As predicted, expectancies for success were higher when negotiators were in a stronger bargaining position. However, independent of this position strength effect, negotiators' regulatory focus also influenced outcome expectancies: individuals with a stronger promotion focus expected to obtain better outcomes. When asked to prioritize strategies in a pre-negotiation questionnaire, participants in a stronger bargaining position preferred to: create value instead of minimizing loss, reach an impasse rather than just any agreement, and focus on their aspiration price instead of their walk-away price. Again, independent of position strength, the same strategic preferences were higher for individuals with a stronger promotion focus. In addition, strong promotion focus individuals preferred to maximize their own piece-of-the-pie whereas strong prevention focus individuals preferred to create win-win situations where both persons benefited. Position strength and regulatory focus also independently affected the final price. Buyers and Sellers in a stronger position attained a more

favorable price. Independently, strong promotion focus individuals also attained a more favorable price. Interestingly, this promotion benefit in price was most evident for promotion focus buyers who began the negotiation in a weak position. These findings suggest that promotion focus individuals try to maximize their own benefits (maximal goal emphasis) whereas prevention focus individuals consider their partner's interests so as to reach a mutually acceptable agreement (minimal goal emphasis).

B96

WE LIKE THEM IF THEY'RE LIKE US (BUT NOT IF THEY'RE ALL ALIKE): GROUP SIMILARITY AND GROUP THREAT *Charlene Christie; Indiana University, Purdue University Columbus* – Two studies showed that manipulations of outgroup homogeneity and similarity to the ingroup influence perceptions of outgroup threat. In each study, undergraduates at public universities read a newspaper article outlining recent employment trends in their state. This article provided threatening information, showing that ingroup members (students graduating from public universities) had more difficulties finding employment than outgroup members (students graduating from private universities). Prior to reading this article, students were randomly assigned to one of four conditions. In Study 1, half of the participants wrote about various traits that public and private university students had in common. The other half of the sample listed characteristics that differed between students at public and private universities. Reactions to the threatening employment article showed that participants who thought about the similarities between their ingroup and the outgroup reported feeling more optimistic about their future employment. In Study 2, half of the participants wrote about common characteristics shared by private university students, while the other half listed traits that differed among private university students. Participants who focused on the similarities among outgroup members had higher threat ratings, reporting that they would be unlikely to find a good job after graduation. Combined, these studies suggest that individuals feel most threatened when outgroups are perceived as homogenous and relatively distinct from the ingroup.

B97

RELATIONAL SELF-CONSTRUAL, GOAL INTEGRATION AND WELL-BEING *Jonathan Gore[1], Susan Cross[2]; [1]Eastern Kentucky University, [2]Iowa State University* – Most research on goal conflict and well-being shows that the degree to which goals conflict with each other is detrimental to well-being and goal achievement, and that goal integration is associated with positive well-being and motivation. This association, we argue, depends on the definition of the self. For the current research, two studies examined the degree to which people define themselves based on close relationships (termed relational-interdependent self-construal, or RISC) as a buffer of the negative association between goal conflict and well-being. For Study 1, 255 undergraduates listed ten goals they were currently working on, and completed assessments of RISC, the degree to which their goals overlapped with each other, and life satisfaction. Results showed that people with highly relational self-construals displayed a weak association between Goal Overlap and Life Satisfaction, whereas low relationals showed a strong association. This effect was magnified when only academic goals were analyzed. For Study 2, 261 participants listed seven goals, and completed assessments of RISC, the degree to which their goals depended on the attainment of other goals, and life satisfaction. Participants also ranked their goals from most important to least important. Results replicated the interaction effect from Study 1. Additional results revealed that high relationals showed a positive association between ranking relationship goals highly and life satisfaction, whereas low relationals showed a negative association. Thus, integration of goals may not be as important to well-being as is pursuing and prioritizing self-relevant goals.

B98

THE EFFECTS OF REALISTIC THREAT AND GROUP IDENTIFICATION ON SOCIAL DOMINANCE ORIENTATION *Kimberly Morrison[1], Oscar Ybarra[2], David Campos[1]; [1]Stanford University, [2]University of Michigan* – Three studies demonstrated that Social Dominance Orientation (SDO), or endorsement of group-based hierarchy, can increase as a result of realistic threat (i.e., perceived challenges to the ingroup's power, material resources, and/or general welfare). However, this effect is only present in highly-identified group members, who are particularly likely to perceive these threats and be concerned with protecting their ingroup. In Study 1, SDO and perceptions of realistic threat from Asian Americans were positively correlated among highly racially-identified European Americans and uncorrelated among less racially-identified European Americans. Study 2 replicated Study 1 using an experimental manipulation of realistic threat. Non Asian American participants exhibited higher SDO after responding to threatening statements about Asian Americans than after responding to non-threatening statements about Asian Americans, but only if they were highly identified with their race. Study 3 extended the generalizability of these findings to non-racial groups. Undergraduate students in the humanities and social sciences were made to feel either threatened or non-threatened by science majors. Among participants who identified strongly with their field of study, those in the threatening condition had higher subsequent levels of SDO than those in the control (non-threatening) condition. The results of these studies shed light on the process by which attitudes toward group-based inequality arise. Specifically, they show that SDO is a function not only of the objective position of one's ingroup in the social hierarchy, but also of the perceived stability of this position.

B99

MAJORITY-MINORITY STATUS MODERATES THE EFFECT OF ETHNIC IDENTIFICATION ON CROSS-GROUP INTERACTIONS *P. Niels Christensen[1], Kate Duangdao[2], Hayley Isaacs[2], Leola Alfonso-Reese[2]; [1]Radford University, [2]San Diego State University* – Notably absent from the immense body of research on intergroup relations are investigations of unscripted interactions between members of real-world groups. Most research has utilized ad hoc laboratory groups, confederates with scripts, or imaginary others. In contrast, the present research studied how ethnic identification influences the interpersonal perceptions of majority (European American) and minority (African-, Asian-, and Latino-American) group members following unscripted cross-group interactions. Each of the 132 participants (half majority, half minority) had three consecutive interactions with three members of the other group. Participants completed measures of ethnic identification and other-group orientation (i.e., comfort with members of other groups) prior to the interactions; perceptions of their partners' likeability and similarity to them were given after each interaction. Data from this asymmetric block design were analyzed using the social relations model (Kenny, 1995), which estimated how participants viewed – and were viewed by – their cross-group partners. Having greater other-group orientation predicted more positive reactions by one's interaction partners regardless of majority-minority position (both ts > 2.69*). Ethnic identification predicted how people rated their partners, but in a more complex way. Stronger identification led to greater perceptions of liking by majority members, but had no effect on liking by minority members (interaction t = 1.99*). Conversely, stronger identification reduced perceptions of similarity by minority members, but did not influence similarity ratings by majority members (t = 2.038*). Results suggest that identification with a majority versus a minority has different effects on how people filter information during interactions with members of other groups.

B100

THE IMPACT OF SOCIAL CONTROL ON HEALTH BEHAVIOR AND PSYCHOLOGICAL WELL-BEING *Sarah A. Novak[1], Vicki S. Helgeson[2]; [1]Yale University, [2]Carnegie Mellon University* – A potential mechanism to explain the association between marriage and health is health-related social control, or the attempts that people in relationships make to influence or regulate each other's health behavior. If social control is effective, it should be associated with better health behavior, but there might also be a psychological cost to the intrusion. This study investigated social control directed at married adults starting a new weight loss program. The first goal was to understand the relation of social control to diet and exercise. The second goal was to examine the relation of social control to psychological well-being, including mood, depression, self-esteem, and self-efficacy. The third goal was to explore a potential moderator of these associations—marital intimacy. Participants completed a baseline questionnaire, two weeks of daily diary assessments, and a follow-up questionnaire one month after the baseline measurement. The results revealed that social control did have the expected positive impact on health behavior, but no support was found for the predicted negative consequences for psychological well-being. The notable exception to this was the finding that marital intimacy significantly moderated the effect of social control on depression and self-esteem, which indicated that social control was only detrimental for those in low-intimacy relationships. This research shows that while social control can help to create the desired health behavior change, some individuals are more likely to experience a psychological cost than others.

B101

REDRESSING ANCIENT HARMS: HOW DOES APOLOGY OR COMPENSATION AFFECT THE INTER- AND INTRA-GROUP ATTITUDES OF CONTEMPORARY MEMBERS OF VICTIM AND PERPETRATOR GROUPS? *Craig Blatz, Michael Ross; University of Waterloo* – Groups around the world demand redress for injustices committed against their ancestors. Legal scholars suggest that only a collective response (e.g., government apology and reparations) heals the "wounds" of past injustices. Some scholars argue that an apology must be accompanied by compensation to be effective. Members of perpetrator groups often vigorously oppose any restitution, arguing that they are not responsible for, and members of the victim group no longer suffer from, these ancient injustices. If redress is offered will it enhance or harm the inter- and intra-group attitudes of either party? Moreover, what variables predict different reactions? To examine these questions, we described the historical mistreatment of Chinese-Canadian immigrants to Canadian participants of Chinese or non-Chinese descent. As neither group possessed detailed knowledge of the injustice, we could rewrite history. We manipulated whether or not the government had offered apology and financial compensation to Chinese Canadians in a 2 X 2 design. Apology and compensation alone or together led Chinese participants to feel worse about the non-Chinese outgroup, relative to the no compensation–no apology control. Apology and compensation alone improved Chinese participants' attitudes toward their own group, but the combination of apology and compensation led Chinese participants to feel no better about their own group relative to control. In contrast, non-Chinese participants felt better about their own group and Chinese-Canadians when any redress was offered. We discuss limitations as well as the theoretical and practical implications of the findings.

B102

EGO DEPLETION, CONSIDERATION OF FUTURE CONSEQUENCES, AND DECISION-MAKING PREFERENCES: IMPLICATIONS FOR THE SELF-REGULATION OF BEHAVIOR *Daniel Balliet, Jeff Joireman, Eric Spangenberg, David Sprott; Washington State University* – At a general level, self-control involves forgoing immediate and certain gains in pursuit of longer-term and less probable goals (Rachlin, 1995). The current studies examine how individual differences in concern with immediate vs. future consequences and ego depleting tasks impact the discounting of future and probabilistic gains. Ego depletion is hypothesized to increase discounting of both gains. Greater concern for immediate consequences is predicted to be positively related to discounting, while concern for future consequences is predicted to have a negative relation to discounting measures. Study 1 (n = 988) tests the factor structure of the Consideration of Future Consequences (CFC) scale, comparing a one-factor model to a two-factor model, and finds support for a two-factor structure. Study 2 (N = 147) provides initial support for the hypothesis that individuals concerned with the future consequences of their actions are more likely than those concerned with the immediate consequences of their actions to engage in self-control across a variety of domains (i.e., using Tangney et al.'s, 2004, self-control scale). Study 3 (N = 50) demonstrates that individuals concerned with the future consequences of their actions are less likely than those concerned with immediate outcomes to discount the value of future outcomes, especially under conditions of ego depletion. Study 4 (N = 79) demonstrates that individuals concerned with the future consequences of their actions are less likely to discount the value of probabilistic outcomes, but finds no evidence that probabilistic discounting is impacted by ego depleting tasks.

B103

SOCIAL IDENTITY AND INTERPERSONAL LIKING IN COORDINATION *Garold Stasser[1], Susanne Abele[2]; [1]Miami University, [2]Erasmus University Rotterdam* – Coordination takes two basic forms. In some contexts, matching others' actions is mutually beneficial (e.g., reciprocated romantic choice). In other contexts, not matching others' actions is mutually beneficial (e.g., team members completing different tasks). These structural differences have social psychological implications. For example, successful matching connotes commonalities among actors whereas successful mismatching suggests social differentiation In two studies, participants choose bets with the goal of either choosing the same bet (payoffs increased if choices matched) or choosing different bets (payoffs decreased if choices matched). Participants rated their partners as more intelligent when trying to match than when trying to mismatch and when coordination was successful than when it failed. That is, both attempting to match and successful coordination (whether matching or mismatching) engendered more positive evaluations of a partner. However, the ratings of interpersonal liking and social inclusion yielded an interaction of coordination requirement and success such that participants liked the partner more and felt more social connection when they succeeded at matching. Those who succeeded at mismatching did not like their partner more or feel more connected than those who failed at mismatching. Interestingly, although liking and social inclusion were positively correlated, social inclusion only partially mediated the effect of matching on liking. This partial mediation suggests that matching responses fosters interpersonal liking partly because players see themselves as socially connected and partly for other reasons associated with making the same choices in a context where it was mutually beneficial for them to do so.

B104

THE SPONTANEOUS SELF-REGULATION OF AGGRESSIVE PRIMES BY LOW ANGER INDIVIDUALS *Benjamin Wilkowski, Michael Robinson; North Dakota State University* – Individuals clearly differ in anger levels, but previous research has not provided a clear understanding of the cognitive and affective processes contributing to these individual differences. Our lab has been pursuing the idea that self-regulation processes are an important factor differentiating high and low anger individuals. In two studies, we sought to support this perspective by showing that low anger individuals are less susceptible to the influence of aggressive primes on subsequent affect. Participants were asked to rate how a series of aggressive and neutral words made them feel, using a 1 (negative) to 8 (positive) scale. Within such a paradigm, the nature of the word on the previous trial can be considered a prime, which

may alter how the target is evaluated. We predicted that trait anger would have no particular implications for target ratings of aggressive words, which were in fact rated as unpleasant by all individuals. On the other hand, we predicted that individuals low in trait anger would self-regulate affective "spillover" from aggressive primes to subsequent targets. As predicted, there was a Trait Anger x Prime Type interaction in both studies such that individuals low in trait anger were less affected by aggressive primes. These results, along with other data from our lab, suggest that the self-regulation of aggressive primes is one important mechanism contributing to individual differences in anger likelihood. Future research of this type is likely to provide an invaluable window into the precise nature of anger control processes.

B105

CONDITIONS OF CONFORMITY: EXAMINING THE EFFECT OF CONFORMITY PRESSURES ON PRE-EXISTING INTERGROUP ATTITUDES IN A COMPUTER-MEDIATED CONTEXT. *Ashley Walker, H. Colleen Sinclair; Mississippi State University* – Participants engaged in an on-line discussion of gay rights designed to examine the influence of both pre-existing beliefs and the internet environment on one's likelihood to conform to group pressure. In this quasi-experiment, all participants were screened to gauge their position on gay rights. Then they were assigned to an experimental condition wherein the 3 other discussants (actually confederates) had views opposing the participant's or a control where 2 opposed the participant and 1 was undecided. At the outset of the discussion, a vote was taken on five gay rights issues. Voting in turn, confederates preceded the participant, and voted as directed. 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). Passive conformity was gauged by counting the amount the participant spoke up during a discussion following the vote. Results revealed that those opposed to gay rights conformed 56% of the time in the experimental condition, where conformity rates were around 30% for all other conditions. Further, in the discussion, anti-gay rights participants were more likely to make excuses for their beliefs and acknowledge the points of view of others. Although pro-gay rights participants stood by their vote, when it came to the discussion, they spoke up far less in the experimental condition than participants in any other condition. Implications for both conformity and prejudice research will be discussed.

B106

THE CAUSES AND CONSEQUENCES OF HARSH POWER STRATEGIES *Mindi Rock, Cynthia McPherson Frantz; Oberlin College* – What are the psychological mechanisms that influence how high power social actors choose to wield power over a subordinate? How do these power choices influence the way a subordinate is perceived? This study examined the effects of psychological distance and trait egalitarianism on power choices. Participants in a simulated business setting were responsible for increasing the performance of a (same sex) substandard worker. They believed they would either work with the subordinate again (low psychological distance) or not (high psychological distance). Participants communicated with and attempted to influence their subordinate via email. These emails were classified using Raven's (1998) dichotomy of harsh and soft power strategies. At the end of the study, participants rated their subordinate on competence, likability, and their willingness to interact with him or her in the future. Results showed that those low in trait egalitarianism and those in the high psychological distance condition were more likely to use harsh power strategies. Use of harsh power resulted in lower evaluations of subordinate competency, likability, and willingness to interact in the future. Contrary to predictions and past research, no gender differences emerged. These results suggest that both personality and situation shape choices about how to wield power. Additionally, not all forms of power usage result in negative evaluations of subordinates.

B107

WANTING POWER AND GETTING IT: A MOTIVATIONAL APPROACH TO STATUS ATTAINMENT RESEARCH *P.D. Harms, Brent Roberts; University of Illinois, Urbana-Champaign* – 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 Big Five personality traits. However, the relationship between status attainment and motives remains relatively unexplored. We present the results of a four-year longitudinal study of 347 participants and over 100 student organizations investigating the relationship between self-reported motives and attaining positions of power in those organizations. Motives were assessed using the Stern Activities Index and the Fundamental Interpersonal Relations Orientation questionnaire. Specifically, the need for power, the need for affiliation, the need for order, and the need for cognition all correlated with attainment of lower-level offices in the organization. Attaining the position of president was correlated with need for power, need for affiliation, and need for cognition. Interestingly, regression analyses indicated that the most important motive for attaining executive office was the need for power. Further, holding executive office was associated with increases in the need for power across four years. These data demonstrate the utility of studying personality using alternative models to the Big Five for the understanding of both social outcomes and personality development.

B108

CLOSENESS MODERATES GOAL CONTAGION *Pontus Leander, Tanya Chartrand, Pontus Leander; Duke University* – The goal contagion hypothesis states that people may automatically adopt and pursue goals that are implied in others' behavior. However, the conditions under which such spontaneous goal adoption occurs are not fully understood. Understanding that people are particularly sensitive to stimuli that suggest similarity or compatibility with others, our significant-other relationships can influence our goal pursuits in several ways. Recent research by Shah (2003a; 2003b) and by Fitzsimons and Bargh (2003) suggests that perceived closeness may moderate the degree to which representations of significant others may automatically invoke goals is us. We investigated whether closeness was also a factor in producing goal contagion, assuming that the inferential process that triggers goal contagion may rely on the heightened self-relevance associated with perceived closeness (see, for instance, Aron & Aron, 1986). Using an impression formation task modified from the "Donald" paradigm (Higgins, Rholes, & Jones 1977), participants read one of four behavioral scenarios in which the imagined main character was either someone close to the participant or not, and the character's behaviors could be readily implied (or not), to be in pursuit of a money-making goal. Participants then rated their agreement with a series of self-identifying statements regarding money and other issues. Regression analysis revealed a significant two-way interaction between the money-making goal priming condition and closeness, suggesting that automatic goal contagion was significantly more likely when participants were inferring the goals of someone who was close to them.

B109

JUST DO SOMETHING: ACTION BIAS IN SOCIAL DILEMMAS *Christopher Anderson, Geoff Reynolds; Temple University* – Are decision makers generally biased towards inaction (omission) decisions, as some recent research has claimed? While much research shows an omission bias, some has also reported an action bias. Many of the reports focus on nonsocial decision domains. By using public goods and commons dilemmas, in which participants made social decisions for real stakes, we manipulated the default option while controlling the structure of the decision. We found a consistent preference for action over omission in

these social decisions, which the participants played for real stakes. Because the decisions are fundamentally identical, but the manipulated default option leads to shifts in preference away from the default, the results clearly demonstrate action bias. This implies that explanations of omission bias found in other contexts, and explanations of decision avoidance in general, may need to be contingent to the social or nonsocial context of the decision.

B110

THE EFFECT OF INGROUP-OUTGROUP PERSPECTIVE, EMPATHY, AND FRAMING ON PERCEIVED OUTCOME *Brian Griffith, JongHan Kim; University of Richmond* – People tend to perceive the same outcome differently depending on whether the outcome is framed as a gain or loss (Tversky & Kahneman, 1981). Two studies were conducted to examine how the manipulations of ingroup-outgroup perspective and empathy interact with framing on the perception of outcome. The data for the first study was collected during the week of the season opening college football game between the Spiders (University of Richmond) and the Wolfpack (North Carolina State) in 2004. All subjects were U of R students. The objective chance of winning the game was presented as either a gain (85% chance of winning) or a loss (15% chance of losing). The probability of winning was also presented using a Spiders' perspective (in-group perspective) or a Wolfpack's perspective (outgroup perspective). The subjects were randomly assigned either high or low empathy conditions and then asked to respond on the subjective winning chance of the game. The second study followed the same procedure as the first study except for two major changes: In the second study, the domain was changed from a sport competition to an election and the subjects were changed from University of Richmond students to Virginia Commonwealth University students. Not only did both studies show significant three-way interactions, but the studies showed that the perception of the subjective winning chance depended on whether the domain had high (sport competition) or low (election) uncertainty. Theoretical implications of these findings are discussed.

B111

TESTING THE ROLE OF MISATTRIBUTION IN THE MECHANISM UNDERLYING EVALUATIVE CONDITIONING *Jones Christopher[1], Olson Michael[2], Russell Fazio[1]; [1]The Ohio State University, [2]University of Tennessee* – Evaluative conditioning (EC) refers to attitude formation or change as a function of the implicit detection of covariation between a conditioned stimulus and other valenced stimuli. The misattribution hypothesis posits that the cause of an evaluation is not always clear and that an evoked evaluation may be mistakenly attributed to another source. EC may occur when an evaluation evoked by an unconditioned stimulus (US) is misattributed to the conditioned stimulus (CS). We tested this hypothesis by manipulating stimulus parameters in the paradigm developed by Olson & Fazio (2001). Participants are presented with a rapid stream of hundreds of images, ostensibly in an experiment on attention and rapid response. Embedded within are pairings of a neutral CS with positive US's and pairings of another neutral CS with negative US's—contingencies of which most participants are unaware. Modifying the ratio of the image size of the CS relative to the US was expected to influence the likelihood of misattribution. It was hypothesized that presenting the CS at twice the size of a standard stimulus and the US at half the size of the standard would make the CS perceptually salient and encourage misattributions, thus bolstering EC. In another condition, this size relationship was reversed. Here, it was expected that EC would be discouraged because the evaluations evoked by the US are likely to be correctly attributed to the US. Supporting this prediction, participants' ratings of the positive and negative CS's showed greater evidence of EC in the former size condition.

B112

INDIVIDUAL DIFFERENCES IN TOLERANCE OF UNCERTAINTY: HOW DOES IT AFFECT BEHAVIOUR? *Natalie O. Rosen, Bärbel Knäuper, Jessica Sammut; McGill University* – Researchers have postulated that individual differences in tolerance of uncertainty (TU) may affect people's monitoring behaviour. Miller (1980) identified "monitors" as individuals who scan for threat-relevant information. The aim of the current 2 studies was to examine the association between TU and monitoring and to test the assumption that monitoring is motivated by a desire to reduce uncertainty. Study 1 shows that the lower people's tolerance of uncertainty, the more they monitored, r = .19, p = .02. Study 2 experimentally manipulated TU in an uncertain situation to assess whether low TU leads to higher monitoring. Results suggest that the more people were induced by the experimental manipulation to perceive themselves as intolerant of uncertainty, the more they monitored as reflected by higher scores on the Miller Behavioral Styles Scale (Miller, 1987), β = .10, p < .01, and an increased likelihood of taking information about the health threat, β = .09, p = .01. Wanting information about the threat to reduce their uncertainty was an independent predictor of monitoring (MBSS, β = .39, p = .01; behavioural monitoring, β = .71, p < .01) and did not mediate the relationship between TU and monitoring. This result suggests that TU may be a stable individual difference whereas the desire to reduce uncertainty may fluctuate depending on the situation. Implications include that low TU may lead to more adaptive coping behaviours. A future challenge will be to communicate uncertain information in a way that optimizes adaptive behaviours while minimizing distress.

B113

A METACOGNITIVE PERSPECTIVE ON MINORITY INFLUENCE *Victoria DeSensi[1], Zakary Tormala[1], Richard Petty[2]; [1]Indiana University, [2]Ohio State University* – Research on minority influence has revealed that people often resist persuasion from numerical minority sources to avoid aligning themselves with deviant groups (e.g., Moscovici, 1980). Following initial resistance, though, people often show evidence of change in the direction of the minority message when their attitudes are measured at a later point in time (e.g., Crano & Chen, 1998). Based on research on metacognition and resistance (Tormala & Petty, 2002, 2004), we propose a new mechanism for this effect. We posit that when people dismiss minority messages out of hand, they may perceive that they have resisted persuasion for illegitimate reasons and, thus, become less certain of their attitudes, which opens them up to delayed change. In two experiments, participants were presented with a persuasive message from a minority source. In Experiment 1, participants became significantly less certain of their attitudes following initial resistance. In Experiment 2, we manipulated the perception of having resisted because of the minority status of the source, as well as the perceived legitimacy of resisting persuasion for this reason. As predicted, attitude certainty decreased only when people perceived that they had resisted because of the source's minority status and perceived that this was an illegitimate thing to do. When people believed they resisted for other reasons, or believed resisting due to minority source status was legitimate, attitude certainty was maintained at a relatively high level. This research speaks to the importance of considering the role of metacognitive factors in the minority influence domain.

B114

THE EFFECTS OF SOCIAL VIGILANTISM ON MAKING AND DEFENDING VOTING DECISIONS *Sara Smith, Casey Devore, Prairie Slaven, Donald Saucier; Kansas State University* – We predicted that social vigilantism (SV), an individual difference in the perception that one's beliefs are superior to others' beliefs, would predict how individuals attempt to disseminate and defend their political beliefs. Specifically, we predicted that individuals' levels of SV would be positively associated with their reported attempts to impress their voting choices onto others

and their reported use of resistance strategies to defend their choices against challenge. We used the context of a gubernatorial election. Undergraduate participants (who had previously completed measures of SV, need for cognition, conservatism, right wing authoritarianism, and social dominance orientation) read debate transcripts between two fictitious candidates and indicated how much information they used to reach their voting choice. Participants reported how much they intended to disseminate the choice to others (campaign efforts, bumper stickers, etc.) and how they would respond to this choice being challenged, specifically assessing their tendencies to use various resistance strategies (e.g., attitude bolstering, source derogation, counterarguing). Results showed that while SV did not predict how much information was used in making the choice, SV did uniquely predict intentions to disseminate their choice and use of several resistance strategies. Higher levels of SV were associated with more intent to disseminate the choice and, when their choice was challenged, with higher levels of counterarguing, social validation, source derogation, assertions of confidence, negative affect, and impression of views. These results suggest that social vigilantism is an important individual difference in understanding how political decisions, and specifically voting choices, are disseminated and defended.

B115

THE IMPERVIOUSNESS OF BEHAVIOR INTERPRETATION TO VAGUE SUSPICIONS *S. Adil Saribay, James S. Uleman, SoYon Rim, Jonathan P. Gorman; New York University* – Several lines of research suggest that suspicious perceivers process information in more complex ways. Suspicious perceivers show no correspondence bias, apparently because they generate alternative attributions (Fein, 1996) and they spontaneously activate incongruent associations (Schul, Mayo, & Burnstein, 2004). These processes occur largely without awareness, and may even have evolved to cope with deception in social groups (Cosmides & Toby, 1992). Therefore we hypothesized that suspiciousness of actors' motives would make spontaneous trait inferences (STIs) less likely. In 2 studies (total N = 180), participants memorized pairs of photos and trait-implying behaviors. A third of the participants had no other instructions; a third were forewarned that we had randomly paired half the behaviors and photos; and a third were forewarned that half the behaviors had been fabricated by the actors for their own purposes. Then participants rated the photos alone on implied traits, under instructions to either include the behavioral information in their ratings or to exclude it. This provided measures of the extent of STIs (under inclusion), and of how much participants could control STIs' effects on their ratings (Uleman, Blader, & Todorov, 2005). Suspiciousness should decrease STIs and increase control over their effects. Remarkably, instructions had no effect on either STIs or control of their effects. Implications are discussed, especially the limitations of suspicion to instigate complex processing and the importance of highly available alternative interpretations. These null results extend the generalizability of Gilbert, Tafarodi, and Malone's (1993) view that doubt requires quite special conditions.

B116

THE EXPERIENCE AND COMMUNICATION OF PROSOCIAL FEELINGS DUE TO MIMICRY IN SOCIAL INTERACTIONS: EFFECTS FOR PERCEIVERS AND TARGETS *Marielle Stel[1], Roos Vonk[2]; [1]Leiden University, The Netherlands, [2]Radboud University Nijmegen* – Mimicry is said to enhance prosocial feelings. However, evidence regarding the profound relationship between mimicry and prosocial feelings, like empathy and understanding, is incomplete. Studies on the prosocial feelings of the mimicker have been either correlational or, in experimental studies, based on videotapes. This means that, at present, we do not know whether the assumed beneficial effects of mimicry occur in simple everyday interactions between people, where the thoughts, feelings and behaviors of people are continuously and dynamically affected by one another. In our first study, we examined interactions between 2 participants, which allowed us to test the hypothesis that mimickee and mimicker actually experience the same emotions due to mimicry. We showed that mimicry produced higher correlations between perceiver's and target's emotions than no-mimicry. Mimicking perceivers also took more perspective of the target, which enhanced understanding for the target. If mimicry enhances empathy and understanding on the side of the mimicker, it is conceivable that this is also communicated this to the target. Rogers (1957) already hypothesized that mimicry communicates understanding and there is some indirect evidence that mimicry serves communication purposes (Bavelas et al, 1986). But, it remains uninvestigated whether mimickees feel empathized with and understood. In our second study, we demonstrated that mimicry indeed communicated empathy and understanding to the target, even when no other signs of empathy were transmitted. On the whole, then, it seems that mimicry leads target and perceivers to become more attuned to one another and more 'in sync'.

B117

IMPLICIT SELF-ESTEEM AND SUCCESS: A LONGITUDINAL STUDY *Christine Logel, Steven J. Spencer, Mark P. Zanna, Joanne V. Wood, John G. Holmes; University of Waterloo* – Individuals with low self-esteem (LSE) believe that they lack acceptance and positive regard from others (Leary & Baumeister, 2000; Murray, Holmes & Griffin, 2000). However, there is no evidence that LSEs actually fall short on the qualities that tend to garner acceptance, such as academic and career success (Baumeister, Campbell, Krueger & Vohs, 2003). Since LSEs associate success with acceptance (Baldwin & Sinclair, 1996), why don't their successes reassure LSEs of their value to others? We argue that success actually makes LSEs feel less confident in their value to others. In our first study, we showed that after a success in the laboratory, LSEs actually worried more about others' regard for them than they did after a neutral experience. In our second study, we showed that implicit SE moderated the effect of success. Only LSEs with low implicit SE worried more about the regard of important people in their lives after success feedback; LSEs with high implicit SE felt more confident in the regard of others after success. In the present research, we examine how real-world successes affect appraisals of relationships over time. Among LSE participants with low implicit SE, those who achieved higher midterm grades reported increases in relationship stress one month after midterms. However, among LSEs with high implicit SE, higher grades led to decreases in relationship stress. These findings suggest that high implicit self-esteem may provide a glimmer of hope for people with low explicit SE after success, increasing their confidence about acceptance from others.

B118

DOES JEALOUSY HELP OR HURT ROMANTIC RELATIONSHIPS?: IT DEPENDS ON THE PERSON AND THE SITUATION. *Justin Rathert[1], H. Colleen Sinclair[2], Dustin Wall[1], Amy Means[1]; [1]University of Missouri, Columbia, [2]Mississippi State University* – Jealousy is perceived by many to play a negative role in romantic relationships. More than simply being a cause of dissatisfaction in relationships, it can influence many other aspects of a relationship. One of the factors examined in this study was how levels of jealousy would affect self-reports of closeness between romantic partners. Using the Multi-dimensional Jealousy Scale, participants were initially screened to assess their jealous tendencies (high, low, or moderate). Next, participants were randomly assigned to one of two conditions. In the experimental condition, participants were made to think of their relationship as at risk for infidelity. In the control, participants were made to think of their relationship as secure. It was expected that the experimental scenario would evoke jealousy in the participants, thus leading them to report lower levels of relationship satisfaction and closeness in subsequent measures. There was no main effect from the jealousy condition. However, there was a significant interaction with the jealousy prime and whether the individual had a chronic tendency toward jealousy. For individuals high in jealousy, if placed in the experimental condition they downplayed how close they felt to their

partner, whereas highly jealous, control subjects reported high levels of closeness. The opposite effect was seen for individuals with low levels of jealousy. Such that those in the jealousy condition reported high levels of relationship closeness, while the control subjects reported lower levels of closeness. There was clearly a person by situation interaction. Implications for relationships research and evolutionary psychology will be addressed.

B119

A PICTURE IS A THOUSAND INFERENCES: FIRST IMPRESSIONS AND MATE SELECTION IN THE INTERNET DATING MARKET. *Christopher Olivola[1], Alexander Todorov[1,2], Ali Hortacsu[3], Dan Ariely[4,5]; [1]Princeton University, [2]Woodrow Wilson School of Public and International Affairs, [3]The University of Chicago, [4]MIT, [5]Sloan School of Management & the Media Laboratory* – Our first impression of a person's personality characteristics can have an important impact on subsequent judgments and decisions concerning that person. We report evidence of the importance of personality trait inferences (PTIs), based solely on photos, in a domain involving significant real-life decision-making: mate selection. Using a naturalistic data set of real user profiles and interactions obtained from a major online dating site, we measured the relationship between PTIs and user success (as measured by the number of first contact emails received). Using only photos obtained from the dating site, participants rated users along various personality dimensions. These participants did not know the users and all were blind to both the origin of the photos and the purpose of the study. We found that the photo-based PTIs significantly predicted user success. Appearing extraverted, open to new experience, emotionally stable, and likeable was positively related to success for both male and female users. In contrast, while appearing more ambitious, competent, self-disciplined, and trustworthy, was positively related to success for male users, this relationship was reversed for female users. Most of these relationships remained significant when we controlled for attractiveness, ruling out the possibility that our results can be entirely explained as halo-effects of beauty. Furthermore, even after controlling for the information provided in the profiles, PTIs still significantly predicted user success. These results suggest that photo-based first impressions may impact a decision to contact a potential mate, even after relevant information about the person is obtained.

B120

NEURAL RESPONSES TO STEREOTYPIC AND COUNTERSTEREOTYPIC ASSOCIATIONS PREDICT IMPLICIT STEREOTYPING *Heather M. Coulter, Tiffany A. Ito; University of Colorado at Boulder* – The present study examined the degree of conflict generated by stereotypic and counterstereotypic associations by recording event-related brain potentials (ERPs) while participants completed an implicit association test (IAT). The task was designed to measure stereotypic associations between race (Black and White faces) and danger (words relating to danger and safety). As a measure of conflict, we examined modulations of a negative-going medial frontal component (MFN) which is sensitive to inconsistencies among activated representations. Consistent with predictions, larger MFN amplitudes were observed for incompatible than for compatible trials, indicating greater conflict for responses involving counterstereotypic associations (e.g. White and danger). Of greater interest, MFN's were also elevated for Black but not White faces on compatible trials. This is consistent with the MFN's sensitivity to subjective evaluations of response strategy and suggests greater perceived conflict when making a negative, outgroup-stereotypic association as compared to a positive, ingroup-stereotypic association. Importantly, modulations of the MFN predicted IAT bias in reaction times, suggesting that both conflict associated with counterstereotypic responses and differential sensitivity to the commission of stereotypic responses affects implicit stereotyping.

B121

PSYCHOLOGICAL DISTRESS AMONG TARGETS OF DISCRIMINATION: EXPLORING SITUATIONAL AND ANTICIPATORY VIGILANCE AS COPING STRATEGIES *Nkechinyelu Nwachukwu[1], Diana Sanchez[2], James Jackson[1]; [1]University of Michigan, [2]Rutgers University* – This study explores whether vigilance (anticipatory and/or situational) predicts psychological distress among people who have experienced discrimination. Vigilance refers to one's global tendency to cope with discrimination by preparing for future discriminatory events (anticipatory) or attending to situational factors (situational). Phone interview participants (N = 310) in the Detroit Area Study (1995) indicated that women (M = 3.19, SD = 1.14) were significantly more likely to respond to discrimination with anticipatory vigilance than men (M = 2.66, SD = 1.15, F(1, 309) = 15.99, p <.001) while African Americans (M = 3.57, SD = 1.14) were higher in situational vigilance than White Americans (M = 3.24, SD = 0.95, F (1, 309) = 6.65, p <.01). Using structural equation modeling, we find that daily discrimination predicts greater anticipatory vigilance (β = .443, p <. 05), while major life events predict greater situational vigilance (β =.147, p <. 05). Furthermore, anticipatory vigilance (β = .396, p <. 05), not situational vigilance (β =-.156, ns), predicted greater psychological distress among recipients of discrimination. The final model explained 22% of the variance on psychological distress and provided a good fit to the data, (X^2 (23) = 40.01, X^2 / df = 1.74, NNFI = .93, CFI = .97, and RMSEA = .05 CI (.02, .07). Anticipatory vigilance emerged as an added stressor in the already taxing experience of discrimination and major life events. Findings are discussed regarding paranoid social cognition (Kramer, 1998), stigma-consciousness (Pinel, 1999), and avoidant behavior (Essed, 1991).

B122

THE IRONY OF VIGILANCE: THREATS MODERATE THE RELATIONSHIP BETWEEN SELF-REGULATION AND STEREOTYPING *Ann E. Hoover, Stephanie A. Goodwin; Purdue University* – Drawing from research on self-regulation (Higgins, 1997), we predicted that priming promotion versus prevention regulatory foci would influence stereotypic memory distortions, with greater stereotyping under promotion than prevention focus. We further predicted this effect would depend on context; priming prevention focus would lead to greater stereotyping in a threatening compared to non-threatening context. Participants in two studies wrote about either obtaining an academic success (promotion prime) or avoiding an academic failure (prevention prime) before completing a computerized memory task in which they learned the occupations associated with 48 male names. Target race (White, Arab) and occupation stereotypicality were crossed in both studies. In Study 1 (n=61), target occupations implied no threat (politician, taxi driver). In Study 2 (n=64), one occupation implied a threat (politician, terrorist). Participants in both studies completed a cued-recall task, indicating the occupation associated with each name. A stereotyping index was computed as the difference between the percentage of stereotype-consistent and stereotype-inconsistent errors; higher scores reflect more stereotyping. Aggregating data across studies, ANOVA revealed a two-way interaction between context and regulatory focus in support of our predictions, F(1, 120) = 3.7, p =.05. Participants primed with prevention concerns were context-sensitive, stereotyping significantly more in threatening than non-threatening contexts (F(1, 120) = 6.04, p =.01). In contrast, promotion-primed participants were context-insensitive, stereotyping equally under threatening and non-threatening contexts, (F(1,120) = .08, n.s.). Subsequent analyses suggest the pattern of effects is driven by an increased bias toward Arab – but not White – targets. Broader implications are discussed.

B123

GOTTA HAVE STYLE: EXAMINING THE PREDICTIVE UTILITY OF LOVE STYLES AND ATTACHMENT STYLES FOR ROMANTIC RELATIONSHIP SATISFACTION, CLOSENESS AND LOVE *Dustin Wall[1], Colleen Sinclair[2], Justin Rathert[1], Amy Means[1]; [1]University of Missouri, Columbia, [2]Mississippi State University* — Research has examined the influence of love styles and attachment styles on relationship quality outcomes, typically by focusing on either set of "styles" independently from one another. In this research, we add to the growing literature comparing the utility of both attachment and love styles for predicting relational outcomes. Thus far literature consistently supports that eros (romantic love) and ludus (game-playing love) styles have important, and inverse, consequences for romantic relationship quality (Hendrick & Hendrick, 1986). Meanwhile, with regard to adult attachment styles, those with secure styles generally have more healthy relationships than their insecurely attached peers (Feeney & Noller, 1990; Fricker & Moore, 2002; Hazan & Shaver, 1987; Hendrick & Hendrick, 1989; Levy & Davis, 1988). With both bodies of literature indicating that these style variables are important predictors of relationship outcomes, it is surprising that few researchers have considered possible relationships between the two style sets (Davis, et al., 1994) and how they can influence relationship quality measures both individually and collectively. To further examine this topic, 228 students from two separate universities completed surveys which examined the predictive utility of both styles on a variety of relationship quality outcome variables. Correlations between love and attachment styles were similar to previous findings. However, when it came to regression analyses predicting relationship satisfaction, love and closeness, attachment styles did not prove to be as useful as love styles. Rather, our analyses suggest that the effect of attachment styles on relationship quality outcome variables may be mediated by love styles.

B124

THE EFFECTS OF CAUSAL UNCERTAINTY ON EGO DEPLETION IN DYADIC SOCIAL INTERACTIONS *Chiara Papile, Jill A Jacobson, Eliane M Boucher; Queen's University* — According to Baumeister and his colleagues' (1998) ego-depletion theory, self-regulatory behaviors draw from the same resource that has a limited capacity and can easily be exhausted. However, people can increase their ability to engage in self-regulation by practicing such behaviors more frequently. Previous research has shown that people experience greater ego-depletion when they engage in social interactions that are uncertainty provoking (Richeson & Trawalter, 2005). For people who are causally uncertain (i.e., who doubt their ability to understand causal relations), almost all social interactions are characterized by bewilderment and confusion (Weary & Edwards, 1994). So would high causally uncertain people show greater ego-depletion after interacting with a stranger than would low causally uncertain people because lack of familiarity makes such interactions more uncertainty provoking? Or has high causally uncertain people's greater experience in engaging in self-regulation due to their more frequent confusion in social situations bolstered their self-control resources? Participants engaged in same-sex dyadic interactions either face-to-face or in an internet chat room. The ego-depletion assessment consisted of the amount of time participants could squeeze a handgrip before their first conversation, which was unstructured, and after their second conversation in which one partner presented a personal problem. Causal uncertainty did not affect women's ego-depletion, but low causally uncertain men exhibited greater ego depletion than did high causally uncertain men. Furthermore, high causally uncertain people did not respond differently to the two roles, but low causally uncertain individuals exhibited greater ego depletion in the listening role than in the speaking role.

B125

THE INFLUENCE OF PERCEIVED PARENTAL SOCIALIZATION ON APPROACH AND AVOIDANCE ACHIEVEMENT MOTIVATION *Ayumi Tanaka[1], Rachael Mapes[2], Andrew Elliot[2]; [1]Doshisha University, [2]University of Rochester* — To understand the developmental origins of achievement motivation, the present study examined the influence of perceived parental socialization on approach and avoidance achievement motivation. Elliot & Thrash (2004) reported that undergraduates' fear of failure was predicted by their perceptions that their parents' used love withdrawal as a socialization technique during childhood. We extended their study by examining the influence of other parental practices as independent variables and adding approach achievement motivation, specifically, work-mastery motivation and competitiveness, as a dependent variable. The participants were 142 (88 Female and 54 male) Japanese undergraduates. Approach and avoidance achievement motivation was measured using the Work and Family Orientation Questionnaire (Spence & Helmreich, 1983) and Conroy's (2001) Fear of Failure scale. Undergraduates' reports of their parents' responses to their success and failure during childhood were measured separately for mother and father. Results indicated that not only negative responses toward failure, such as love withdrawal and shaming, but also positive responses toward success, such as pride and person focused positive feedback were significant predictors of fear of failure. Individuals who reported that their parents were either protective or controlling were likely to have high fear of failure and less work-mastery motivation. Acceptance of mistakes was unrelated to fear of failure, but was positively related to work-mastery. All of the above results were observed for both mothers and fathers, controlling for positive and negative response tendencies. These results highlight the importance of children's perceptions of parental socialization practices in the development of achievement motivation.

B126

CONTINGENCIES OF SELF-WORTH: THE IMPACT ON SELF-DETERMINATION *Mark Villacorta, Jennifer Crocker; University of Michigan* — Self-determination theory research shows that feelings of autonomy predict various motivational outcomes (Ryan & Deci, 2000). This has led some to conclude that autonomy is a basic human need. Crocker & Park (2004) suggest that the pursuit of self-esteem as a goal carries with it long term costs to human needs, including the need for autonomy. However, there has been no research that directly examines the impact of contingencies of self-worth on feelings of autonomy, which is the goal of the current project. We hypothesized that when highly contingent people were threatened, their feelings of autonomy would be undermined. We had 188 participants complete a verbal task. Two forms of threat were manipulated. First, subjects were either in a relevant or control condition. People in the relevant condition were told the test was diagnostic of future academic performance, while the control condition was told it was a laboratory exercise. Second, level of difficulty was manipulated; half got a moderately challenging task and half got an extremely challenging task. Finally, global self-esteem was assessed, with the assumption that low self-esteem constituted a type of vulnerability that was a form of threat. Results revealed 4-way interactions between contingencies, relevance, difficulty and self-esteem. People who were the most threatened, that is the highly contingent, low self-esteem people who did the relevant difficult task, experienced less interest/enjoyment and more pressure during the task. These results support the conclusion that contingencies, combined with certain forms of threat, undermine feelings of autonomy.

B127

MAPPING UNIQUE IMPRESSION FORMATION STRATEGIES IN TASK-ORIENTED VERSUS SOCIAL-ORIENTED RELATIONSHIPS: A TEST OF A NEW MODEL OF IMPRESSION FORMATION. *Brian Patterson, Christine Reyna; DePaul University* – Popular models of impression formation (e.g., continuum model) explain when and how a person goes from categorical to more individuating processing. However, such models do not explain the different strategies that people use to form and maintain impressions in a wide variety of relationships. The current experiment tests a new model of impression formation that is designed to fill in these gaps. We hypothesized that individuals in outcome-dependent, task-oriented relationships (lab partner) will seek individuating information, however, only within the task specific domain. Those in outcome-dependent, social-oriented relationships (roommate) will seek individuating information over a broader range of domains. In addition, when not given a choice of partner or roommate, participants would seek more information in order to better manage the relationship successfully. When given a choice, participants would only seek information that allows them to determine whether or not target is desirable. Two hundred and twenty-nine undergraduates were asked to get to know a person who would be either a lab partner or a roommate. Choice over partner/roommate was also manipulated. Target information was presented in an interactive format so that participants could choose what information was gathered. 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 domains). As predicted, when "lab partners" where not given a choice they sought more information and formed more favorable impressions. Roommates sought more information but formed more neutral impressions.

B128

ANTECEDENTS OF MOTIVATION TO REWATCH ENTERTAINMENT PROGRAMMING: IMPLICATIONS FOR BELIEF CHANGE *Randi A. Shedlosky-Shoemaker, Timothy Brock; The Ohio State University* – What is the impact of rewatching films on entertainment experience and on resulting attitude change? In contrast to work on the wear-out effect (advertisements lose effectiveness with repetition, e.g., Cacioppo & Petty, 1979), we proposed that, in some conditions, repeated-exposure to entertainment films may facilitate persuasion. Three experiments explored antecedents of rewatching within the context of a persuasive film. The experiments used introductory psychology students (Study 1: N = 239, Study 2: N = 232, and Study 3: N = 125); participants watched a 20-minute narrative film that conveyed an anti-cloning position. The film was framed as a true story or fictional, and participants were told it had received highly positive or negative remarks from critics. Then participants reported attitude towards human cloning, transportation experience (film immersion and absorption, as measured by the Transportation Scale: Green & Brock, 2000), and desire to rewatch. The film pushed participants towards greater opposition to human cloning compared to an unrelated film of similar style and a no-film control group. Attitudinal responses and transportation did not vary by manipulation of film frame: true story vs. fictional (similar to work by Green & Brock, 2000, using written narratives). Positive criticism produced greater opposition and more transportation than negative criticism. Importantly, the experiments demonstrated a strong relationship between transportation and desire to rewatch, rs > .50. In addition to the transportation correlate of rewatching, the third experiment examined additional possible rewatching antecedents including enjoyment, intellectual complexity of the film, sense-making motivation, and identification with protagonists

B129

TRYING TO AVOID THINKING ABOUT ONE'S FAILURE IS NOT ENOUGH: DIFFERENCES IN SUBJECTIVE TEMPORAL DISTANCE BETWEEN PEOPLE WITH HIGH AND LOW SELF-ESTEEM. *Eriko Kudo; Tokyo Woman's Christian University* – According to temporal self-appraisal theory (e.g., Ross & Wilson, 2002), in order to maintain or enhance positive self-views, people regard past selves and experiences with unfavorable implications as father away than those with favorable implications. Since there seems to be almost no evidence of such motivated subjective distancing of experiences in East Asian cultures, study 1 tested the basic assumption of temporal self-appraisal theory with Japanese participants. Participants were randomly asked to recall an incident they felt quite proud or embarrassed and rated how distant they feel the incident. Unfavorable experiences were regarded as farther away than favorable experiences and such tendency was more prominent among people with high self-esteem (HSE). These results suggest that self-enhancement with subjective distancing of personal experiences may be universal. Study 2 examined whether if the different pattern of subjective distancing of the past between HSEs and LSEs can be explained by the differences in tendencies to avoid thinking of unfavorable experiences. Although LSEs showed stronger tendency to avoid thinking of their unfavorable experiences, they rated their unfavorable experiences less distant compared to HSEs. Path analyses were conducted for HSEs and LSEs and revealed that the path from the valence of the recalled incident to the tendency to avoid thinking about it was significant for both groups. But the path from the tendency to avoid thinking to the subjective distance of the incident was significant only for HSEs. These results suggest that LSEs fail to place their unfavorable experiences far away despite their effort.

B130

SELF-ESTEEM AND ATTRIBUTIONS TO DISCRIMINATION *Anna Berlin, Keith D. Markman; Ohio University* – Crocker and Major (1989) hypothesized that attributing negative performance feedback to prejudice and discrimination could protect self-esteem relative to attributing such feedback to more internal, stable, and global causes such as lack of ability, and this hypothesis has received empirical support (e.g., Major, Quinton & Schmader 2003, Morera, Dupont, Leyens & Désert 2004). The current study sought to extend this research by demonstrating how those with high versus low levels of chronic self-esteem draw different attributions for failure when the performance context suggests the possibility of discrimination. Some female participants engaged in a creativity task where there was no mention of possible discrimination during the rating process, whereas other participants either received an ambiguous cue about the possibility of discrimination or a nonambiguous cue about the strong likelihood of discrimination. It was hypothesized that in order to prevent further decreases in self-esteem, females already low in chronic self-esteem (LSEs) would be more likely to make attributions to discrimination than those high in chronic self-esteem (HSEs) when they received the ambiguous cue. The results supported the hypothesis and also indicated that HSEs were less likely overall to make attributions to discrimination than were LSEs. Furthermore, correlational analyses suggested that attributions to discrimination helped maintain levels of state self-esteem. In all, the study suggests that the internality-externality of failure attributions within a discrimination context can be dramatically affected by differences in chronic levels of self-esteem.

B131

SELF-AFFIRMATION AND DEFENSIVENESS: TIMING IS EVERYTHING *Clayton R. Critcher[1,2], David A. Armor[1]; [1]Yale University, [2]Cornell University* – Two studies examine the effects of self-affirmation on people's responses to threatening feedback. Both studies revealed that affirming the self before the receipt of threatening feedback reduces people's tendency to respond to this information in a defensive manner.

In Study 1, self-affirmed participants accepted a broader ability gap between themselves and an upward social comparison target than did non-affirmed participants. Study 2 tested whether the timing of the affirmation relative to the threat moderates this effect. Participants took either a difficult (threatening) test or an easy (non-threatening) test of an intellectual ability. In comparison to participants in a control (no-affirmation) condition, those who had affirmed before taking the test responded to the difficult (threatening) test by accepting broader negative implications that the feedback supposedly carried, believing their own competence to be even further below average, and displaying less of a tendency to make decisions in the service of self-repair. By contrast, those who had affirmed after taking the test exaggerated these defensive responses. In keeping with past research, these effects were moderated in meaningful ways by participant self-esteem. In both studies, the affirmation had no effect on those in control (non-threatening) conditions. Because affirmations exerted different effects on threatened and non-threatened participants, affirmations appear to be inhibitors of defensiveness and not unconditional promoters of humility. The differing effects of pre- and post-threat affirmations suggest that affirmations are not magic bullets that halt defensive processes; instead, they can proactively block the onset of defensiveness or fuel already initiated defensive processes.

B132

IMPLICIT ATTITUDES TOWARD THE ELDERLY AND YOUNG: EFFECTS OF GENDER, CULTURE, AND AGE *Nicole Lindner[1], Brian Nosek[1], Mahzarin Banaji[2]; [1]University of Virginia, [2]Harvard University* – Given that age is considered one of the fundamental categories of social perception (Nelson, 2005), social attitudes about age have received surprisingly little empirical attention compared to other primary social categories like race and gender. We examined implicit and explicit age attitudes with large web samples (N = 35,665). Data from an age Implicit Association Test (IAT) revealed that 80.05% of participants demonstrated some degree of implicit preference for young compared to old faces, whereas with explicit measures, only 44.34% reported preference for young relative to old people. Men demonstrated more explicit (Cohen's d=.23) and implicit (d=.25) preference for young people than did women. Cross-cultural research is inconsistent on whether Asian and Western cultures hold similar negative stereotypes about ageing (Giles et al., 2003). Compared to White Americans (N=18,228), ethnically-Asian citizens of Asian countries (N= 496) were similarly pro-young both implicitly and explicitly. Membership in a social group is usually associated with liking for that group, presumably because group membership confers self-esteem and identity benefits. In contrast to other social group-based attitudes, respondent age was unrelated to implicit age biases, with participants over 65 (D=.50) showing similar pro-young biases as participants under 25 (D=.48). Explicit age attitudes did show the expected age-based divergence as it changed with age, with participants under 25 reporting pro-young preference (M=0.5 on a 5-point scale centered on zero) whereas participants over 65 did not (M=-.01). Age group membership changes with time making it unique for examining the relationship between social identity and social group attitudes.

B133

THE EFFECT OF SKILLS TRAINING AND SOCIAL SUPPORT IN ENHANCING WELL-BEING OF CAREGIVERS WHO ARE RELATIVES OF PERSONS WITH BORDERLINE PERSONALITY DISORDER *Suzanne Riela[1], Perry D. Hoffman[2]; [1]New York University, [2]Mount Sinai School of Medicine* – Caregivers of relatives with serious mental illnesses encounter many difficulties. Stress process models (e.g., Caplan, 1981; Spaniol & Jung, 1987) suggest that social support and skills training can counter caregivers' distress by supplementing and enhancing their repertoire of coping behaviors. The current study investigated whether one family education program, Family Connections (FC; Hoffman et al., 2005), could increase the well-being of individuals caring for a relative diagnosed with borderline personality disorder, and illustrate that changes in burden and mastery would predict change in depression. FC is a 12-week course modeled on the techniques of dialectical behavior therapy (Linehan, 1993), where participants meet weekly to receive information about BPD, practice skills training, and share personal experiences. Fifty individuals (35 females and 15 males) participated in various sites across the United States, with 84% of the sample identified as parents. A comparison of pre- and post-test time points revealed significant decreases in burden and depression, as well as a significant increase in mastery. A hierarchical regression analysis indicated that changes in mastery and burden account for about 30% of the variance associated with change in depression, even after controlling for respondent and ill relative characteristics. Stress process models adequately account for the results, with group participation decreasing ineffective and increasing effective responses to stressors. This in turn decreases burden and increases mastery independently of one another, which both serve to reduce feelings of depression. Implications for general models of social support and their generalizability to mental disorder contexts are considered.

B134

"US" AND "THEM": EFFECTS OF PRONOUN USE ON LIKING FOR SPEAKERS WHO PRAISE AND CRITICISE THEIR GROUP *Tracey J. Elder[1,2], Robbie M. Sutton[1,2], Karen M. Douglas[1,2]; [1]University of Kent, [2]University of Keele, UK* – When people talk about the positive aspects and achievements of their groups, they tend to use first-person pronouns such as "we" and "us", but when making negative comments, they tend to use third-person pronouns such as "they" and "them". This self-serving use of pronouns is assumed to allow speakers to bask in the collective glories of their group, while avoiding association with negative aspects of its history and character (Cialdini et al., 1976). However there is no evidence that this biased use of language works, and indeed recent theorizing suggests that it may backfire, causing speakers to appear selfish and disloyal to their group (Hornsey et al., 2004). The authors report the results of three experiments in which the valence of speakers' comments about their group are manipulated, as well as the pronouns they use (which are in the first person, third person, or absent). Results show that speakers who make negative comments about their group tend to be liked less, rather than more, when they dissociate themselves from the group by phrasing their criticisms in the third person (e.g., "they are aloof"). Speakers who make positive comments about their group do not benefit from associating themselves with it by using the first person (e.g., "we are fair-minded"). Similar effects obtain whether or not observers are also members of the group being spoken of. Associative liking and disliking effects triggered by pronouns are outweighed by attributions about the impression formation goals of speakers.

B135

CONSEQUENCES OF COGNITIVE ELABORATION ON UNRELATED ATTITUDES *Wesley Moons, Diane Mackie; University of California, Santa Barbara* – What happens after we have carefully reasoned through a persuasive argument? Extensive research has identified factors that encourage or inhibit cognitive elaboration. However, this research examines how engaging in cognitive elaboration may impact attitudes unrelated to the primary issue actually being processed. College students were randomly assigned to a 2 (Processing instructions: High or Lower elaboration) x 2 (Message strength: Weak or Strong) between-subjects design. A simple instruction manipulation induced participants to engage in high or lower levels of cognitive elaboration. Participants then read a weak or a strong message arguing for the implementation of a road tax. Immediately, participants were asked about their attitudes toward irrelevant issues such as the implementation of comprehensive exams. Using attitudes toward novel issues as our main DV, the expected interaction emerged. Participants who processed the road tax message more carefully were influenced by the strength of the tax message when reporting their attitudes toward the unrelated issues. Participants who

processed the road tax message less carefully were not influenced by its strength when reporting their attitudes toward the novel issues. These results indicate that the valence of the elaborations generated in response to the initial road tax message may influence attitudes toward unrelated issues presented shortly thereafter. Generally, these findings suggest that people who scrutinize an initial issue more carefully are ironically most likely to show a positive or negative bias in evaluating a subsequent issue.

B136

ON THE DEFAULT ASSUMPTION OF MONITORING AND SANCTIONING BEHIND JAPANESE COLLECTIVISM: A VIEW FROM THE SOCIAL INSTITUTIONAL ANALYSIS AND ERROR MANAGEMENT THEORY *Kosuke Takemura[1], Masaki Yuki[1], Ann C. Rumble[2], Marilynn B. Brewer[2], Hiroki Horikawa[1]; [1]Hokkaido University, [2]The Ohio State University* – Contrary to the popular view of culture which emphasizes internalized value/preferences, there is an emerging perspective that culture is an equilibrium between both social structure/systems and individual behaviors/cognitive processes that are adaptive under such social structures. Along this line, some researchers have suggested that so-called "collectivistic" behavior among Japanese is sustained under the group-level system of monitoring and sanctioning (MS) free riders (e.g. Yamagishi, 1988). By elaborating this further from the perspective of error management theory, we hypothesize that Japanese will possess default behavioral and psychological tendencies to cooperate with the ingroup when the existence of MS is ambiguous, because cooperation is the safer option. When it is made clear that MS does not exist, however, Japanese cease to cooperate. This principle, however, will not be applied to group behavior of Americans. Seventy six Japanese and fifty seven American undergraduate students twice played a public goods game in a 3-person laboratory group. They were asked to decide how much to give to the ingroup from their personal assets (400 Japanese yen or 3.00 US dollars), which would be doubled and divided equally among the members. Between the two trials, participants in the 'MS-absence-emphasized' condition were made aware that MS was non-existent. No such emphasis was made in the control condition. As predicted, Japanese with higher ingroup identity decreased cooperation from the first to second trial significantly more in the MS-absence-emphasized condition than in the control condition. Japanese low-identifiers and Americans did not change their cooperation regardless of the manipulation.

B137

SALIENCE ASYMMETRIES AND IAT EFFECTS *Christoph Stahl, Karl Christoph Klauer; University of Freiburg, Germany* – It is as of yet unclear what drives IAT effects. A widely shared view is that they are based on associations between categories of stimuli. Rothermund and Wentura (2004) have recently argued that IAT effects arise because of salience asymmetries. The present research attempts to clarify the role of salience asymmetries for the occurrence of IAT effects. An experiment was conducted with first names typical for old vs. young persons. Salience was experimentally manipulated by varying font size. In a pilot visual search task (the same salience measure used by Rothermund and Wentura), young names were more salient than old names, except when old names were presented in extreme font sizes while young names were presented in medium font size. In all presentation conditions, however, a robust IAT effect occurred, indicating a negative association with old names: latencies were greater in blocks that combined young names with negative words (and old names with positive words) than in blocks that combined young names with positive words (and old names with negative words). No effect of salience on magnitude or direction of IAT effects was found. In a second experiment using Germans vs. foreign first names as stimuli and a manipulation of salience via word length, again no effects of salience asymmetries on the magnitude of IAT effects were found. The results are discussed with respect to the validity of the figure-ground and association account of the IAT.

B138

THE ROLE OF INDIVIDUAL- AND AGGREGATE-LEVEL THREAT IN DEFINING THE "GOOD" IMMIGRANT: A MULTILEVEL ANALYSIS IN 21 EUROPEAN COUNTRIES *Eva G. T. Green; Utrecht University, The Netherlands* – Drawing on social psychological threat theories (e.g., Stephan & Renfro, 2003) and extending them to an aggregate level (e.g., Coenders, Gijsberts, Hagendoorn, & Scheepers, 2004), this study aims to observe how European citizens define a "good" immigrant. With European Social Survey data (N=36 602), I investigated the level of endorsement of different admission standards set for immigrants entering 21 European national contexts. Ascribed (e.g., skin colour, religion) and acquired (e.g., language skills, adjustment to local lifestyle) entry criteria were conceptually and empirically distinguished. It was hypothesized that perceived symbolic and material threat as well as desire for social distance (individual-level predictors) are related to support for both entry criteria. In addition, low Gross National Product per capita (GNP), high migration and inequality rates (aggregate-level threat predictors) were expected to lead to endorsement of entry criteria. Multilevel regression analyses revealed that, among the individual-level predictors, perceived symbolic threat had the strongest relationship with acceptance of entry criteria. GNP predicted approval of ascribed criteria, indicating that the poorer the country, the more the ascribed criteria were endorsed. Acquired criteria, in turn, were supported in countries with high levels of inequality and low levels of migration. However, cross-level interactions revealed that the relationships between perceived threats and approval of entry criteria were greater in wealthy and egalitarian national contexts. While the results corroborate predictions of social psychological threat theories, they also underscore the benefits of macro-social moderators in the study of immigration attitudes.

B139

SELF-ESTEEM AND NARCISSISM ARE DIFFERENTIALLY ASSOCIATED WITH INTRAPERSONAL AGGRESSION: EVIDENCE FROM DIARY STUDIES *Gregory Webster[1], Lee Kirkpatrick[2], John Nezlek[2]; [1]University of Colorado at Boulder, [2]College of William & Mary* – The nature of the relationships between self-esteem, narcissism, and aggression is a contentious issue that is currently being debated in the psychological literature: Whereas some research has suggested self-esteem is unassociated with aggression after controlling for narcissism (Baumeister, Bushman, & Campbell, 2000), recent research has shown self-esteem and narcissism are negatively and positively associated with aggression, respectively, when controlling for the other (Donnellan, Trzesniewski, Robins, Moffitt, & Caspi, 2005). Previous research in this debate has focused on between-person models, largely ignoring the possibility that such associations may also exist within persons. Thus, it was predicted that within-person, state measures of self-esteem and narcissism would be differentially associated with aggression. In Study 1, 20 introductory statistics students provided measures of self-esteem, narcissism, and aggression once a week over the course of a semester. Multilevel modeling of these data (weeks nested within participants) revealed weekly self-esteem was negatively associated with weekly aggression. Weekly narcissism was positively associated with weekly aggression, but only after controlling for weekly self-esteem. In Study 2, 100 introductory psychology students provided 8 semi-daily measures (via a website) of self-esteem, aggression, and an alternate measure of narcissism: grandiosity. Semi-daily self-esteem was negatively associated with semi-daily aggression. This association became stronger (i.e., more negative) as either trait aggression increased or as trait self-esteem decreased. Semi-daily grandiosity was positively associated with semi-daily aggression, but only after controlling for semi-daily self-esteem. These within-person relationships replicated Donnellan et al.'s between-person relationships. The efficacy of diary studies to inform this ongoing debate is discussed.

B140

PROPAGATION OF INNOVATIONS IN NETWORKED GROUPS *Winter Mason[1], Andy Jones[2], Robert Goldstone[1]; [1]Indiana University, [2]University of North Carolina* – The tendency to imitate others is not only the basis for fads and fashions, but also for the spread of innovations in a population. Innovations, like habits and customs, propagate through social networks. A novel paradigm was developed to study the behavior of groups of networked people searching a problem space. We examined how different network structures affect the propagation of information in laboratory-created groups. Participants made numerical guesses and received scores that were also made available to their neighbors in the network. The networks were compared on speed of discovery and convergence on the optimal solution. When the problem space was monotonic and had only one optimal solution, groups were fastest at finding the solution when all of the groups' information was presented to them. However, when there were good but suboptimal solutions (i.e., local maxima), the group connected via a small-world network (Watts & Strogatz, 1998) was faster at finding and converging on the best solution than all other network structures.

B141

PRIMING US AND THEM: AUTOMATIC ASSIMILATION AND CONTRAST IN GROUP ATTITUDES *Alison Ledgerwood[1], Shelly Chaiken[2]; [1]New York University, [2]University of Minnesota* – According to social judgment theory (Sherif & Hovland, 1961), attitudes influence the perception of others by functioning as a reference point: when another's position falls within the latitude of acceptance, it is assimilated toward our own attitude; when it falls within the latitude of rejection, contrast occurs. We argue that attitudes themselves are influenced by reference points. Previous research suggests that when a significant other or group is made salient, attitudes can automatically align with the primed social entity (e.g., Kawakami et al., 2003). Whereas exposure to an accepted group should cause such attitude assimilation, exposure to a rejected group should instead cause attitude contrast. In Study 1, 64 undergraduates were subliminally primed with Democrats, Republicans, or neutral words. They then rated their agreement with Democrat and Republican positions. As expected, participants primed with a political ingroup or outgroup showed significantly more extreme agreement with the ingroup and disagreement with the outgroup than controls. Study 2 tested whether group primes produce more assimilation and less contrast than exemplar primes, as a cognitive standard-of-comparison model would predict. 98 NYU Democrats were subliminally primed with their own political group, specific ingroup politicians, the outgroup, specific outgroup politicians, or neutral words. Explicit agreement with ingroup and outgroup positions was then measured. Assimilation was greatest for general ingroup primes, and contrast was greatest for specific outgroup primes. Together, these studies demonstrate that exposure to the ingroup or outgroup can polarize group attitudes, and suggest a key cognitive mechanism that may underlie conflict escalation.

B142

TV OR NOT TV: HARNESSING THE NEED FOR IMMEDIATE GRATIFICATION *Eran Magen, James, J. Gross; Stanford University* – Unsafe sex, poor eating habits, inadequate exercise, reckless driving, and substance abuse typically involve a lack of self-control, defined as the ability to select a larger delayed reward over a smaller immediate reward. Prior research has shown that behavior can be manipulated through external control (by increasing the magnitude of the delayed reward, or by adding a punishment to the immediate reward). However, such methods of controlling behavior are expensive, and do not empower participants to resist temptations on their own – they offer control, but not self-control. Rather than attempting to oppose the power of immediate gratification, the present study sought to harness it, testing the hypothesis that immediate reward value can be modulated by simple cognitive re-construal, resulting in reduced susceptibility to temptation. Forty three participants were asked to complete a math test for which they could win a monetary reward, while being distracted by comedy clips. After performing half of the test, participants were randomly divided into two groups: participants in the control group continued to the second half without any re-construal, while participants in the experimental group were instructed to think of the situation as a "test of willpower." As predicted, this manipulation resulted in reduced susceptibility to the distracting clips, as well as a diminished correlation between watching the clips and reports of amusement and happiness - suggesting that the distractions have lost their appeal. These findings offer an important avenue for improved self-control via simple cognitive re-construal of temptations.

B143

APPROACH BEHAVIORS AND COGNITIVE CONSISTENCY AMONG IMPLICIT ASSOCIATIONS *Yuka Ozaki[1], Fumio Murakami[2]; [1]The University of Tokyo, [2]Yokohama National University* – People strive to approach positive social stimuli (e.g. positive feedbacks from others), and to avoid negative social stimuli (e.g. negative feedbacks from others), in everyday life. How does such hedonic tendency affect their implicit associations? The current study examined the impact of approach behaviors toward positive social stimuli upon implicit self-esteem, attitude, and identification with the approached social category, and also on the consistency among them. We expected that approach behaviors toward positive social stimuli would boost implicit self-esteem and identification with the social stimuli, thus would result in consistency among the implicit associations. Half of the participants repeatedly approached smiling faces (i.e. positive stimuli) and avoided frowning faces (i.e. negative stimuli), whereas the other half approached frowning faces and avoided smiling faces. Their implicit self-esteem, identification with and attitude toward smiling/frowning faces were measured before and after the approach/avoidance task, using the Implicit Association Test. Results showed that, in the pre-manipulation measurement, none of the correlations among the three associations were significant in both conditions. In the post-manipulation measurement, however, every correlation among the implicit associations was significant ($rs > .5$) only in the smile-approach condition, whereas the correlations remained insignificant in the frown-approach condition, as predicted. The results indicate that approaching tendency toward positive social stimuli contributes to the development of cognitive consistency among implicit associations.

B144

AFFECT LABELING DISRUPTS AFFECT-RELATED SKIN CONDUCTANCE RESPONSES *Molly Crockett, Matthew Lieberman; UCLA* – Putting one's feelings into words has long been recognized as an effective way to cope with negative emotions. However, the mechanism supporting this effect remains unknown. Although growing evidence suggests that the beneficial effects of putting feelings into words ("affect labeling") are in part due to disruption of activity in affect-related brain structures such as the amygdala, no study has demonstrated that affect labeling has effects on emotional processes outside of the brain. This study tested the effects of affect labeling on the skin conductance response (SCR), a physiological index of emotional responding. Relative to a control condition, affect labeling produced decreases in SCRs to emotionally evocative stimuli. Neuroticism and trait anxiety were correlated with SCRs to emotional stimuli during control conditions, but not during affect labeling, suggesting that the relationship between negative-affect related personality variables and reactivity to emotional stimuli may be modulated by the way in which the stimuli are presented. Overall, this study provides evidence that the effects of putting feelings into words can be seen outside of the brain, as affect labeling modulated the physiological consequences of emotional activation.

B145

SELF-CONSCIOUS EMOTIONS AND DEPRESSION: RUMINATION EXPLAINS WHY SHAME, NOT GUILT, IS MALADAPTIVE *Ulrich Orth, Matthias Berking, Simone Burkhardt; University of Berne, Switzerland* – Feelings of shame and guilt are factors associated with depression. However, studies simultaneously investigating shame and guilt suggest that the effects of guilt disappear if shame is statistically controlled (shame-free guilt), and that only shame has strong unique effects. Up to now, it is not clear what psychological processes cause shame, and not shame-free guilt, to be related to depression. We hypothesized that shame, in contrast to guilt, provokes rumination, which then leads to higher depression. Therefore, we investigated event-related shame and guilt, event-related rumination, and depression among 149 mothers and fathers following family break-up due to marital separation. Shame and guilt were assessed according to the theoretical framework of Tangney and colleagues. The statistical analyses were conducted using latent variable modeling. The results corroborate that shame, but not shame-free guilt, is strongly related to depression. Moreover, the results show that event-related rumination mediates the shame-depression link, with the mediator effect accounting for about one half of the total effect. Thus, rumination explains, at least in part, why shame, and not guilt, is maladaptive following a negative life event. The results are discussed against the background of theories of associative networks and self-esteem.

B146

STEREOTYPE THREAT EFFECTS ON WOMEN'S MATH PERFORMANCE IN SWEDEN: THE PROTECTIVE ROLE OF GENDER IDENTIFICATION. *Torun Lindholm, Kimmo Eriksson, Sylvia Olsson; Mälardalen University* – It is well established that stereotype threat has a negative effect on women's math performance in both the United States and Germany. Although the phenomenon is not completely understood, it seems moderated by gender identification; Schmader (2002) found that among American women, only those who strongly identified with their gender were susceptible to the stereotype threat. This experimental study was designed to examine whether these results hold also in Sweden, a nation that has long had a particular cultural emphasis on gender equality. Participants, 114 female and 77 male undergraduate math students from four Swedish universities, completed a difficult math test in a situation in which their gender was either linked to their performance on the math test or not (threat or no-threat). In line with theory predicting that stereotype threat effects are most detrimental to the individuals who most strongly identify with the domain in question, results showed an effect of stereotype threat among participants with the highest, but not among those with lower math grades in high school. Results also revealed the predicted three-way interaction between gender, threat, and gender identification. However, in contrast to the finding of Schmader, only participants low in gender identification responded to the threat, with low identifying females performing worse and males performing better under threat than under no threat. Results suggest that the cultural context may influence the meaning of the concept of gender identification, or alternatively, how individuals high and low in gender identification perceive threats to their gender identity.

B147

THINK CRISIS–THINK FEMALE? GLASS CLIFFS AND CONTEXTUAL VARIATION IN THE THINK MANAGER–THINK MALE ASSOCIATION *Michelle Ryan[1], Alex Haslam[1], Mette Hersby[1], Renata Bongiorno[2]; [1]University of Exeter, UK, [2]The Australian National University* – The tendency to associate being a manager with being male (the 'think manager-think male' association) has been thought to underlie many gender inequalities in the workplace. However, research tends to focus on the content of people's beliefs about management and gender and fails to consider potential flexibility in stereotypes across context. Recent research into 'the glass cliff' reveals the importance of gender when appointing managers in times of poor performance (e.g., Ryan & Haslam, 2005a) and suggests that people in such situations may indeed think crisis–think female. Four studies were conducted to examine differences in stereotypes for managers in companies that are doing well and doing badly. Studies 1 to 3 reproduced think manage –think male associations for descriptions of managers of successful companies, but demonstrated that this was either attenuated (Studies 1 and 2), or reversed (Study 3), for managers of unsuccessful companies. Study 4 extended these findings by examining the prescriptive nature of the stereotype. Results suggest that there was no think manager–think male relationship in reports of what managers of successful managers should be like, and that participants tended to think crisis–think female when describing ideal managers of unsuccessful companies. Results suggest that there is no simple association between what is managerial and what is male and point to the importance of context and gender of respondent when examining these stereotypes. The practical and theoretical implications of the results for gender discrimination in the workplace are discussed.

B148

AUTOMATIC EVALUATION OF WHAT MOST PEOPLE LIKE: DEVELOPING AN IMPLICIT MEASURE OF NORMS *Emiko Yoshida, Jennifer Peach, Steve Spencer, Mark Zanna; University of Waterloo* – The Implicit Association Test (IAT: Greenwald, McGhee & Schwartz, 1998) is one of the most widely used instruments to measure implicit attitudes. However, some researchers suggest that the IAT may be contaminated by extrapersonal associations (Olson & Fazio, 2004). Through socialization, individuals acquire cultural knowledge of what is desirable or undesirable, and these cultural associations may influence IAT scores. The purpose of this study is to examine normative influences on the IAT. We hypothesized that the traditional IAT may be influenced by personal attitudes and cultural associations. To test this hypothesis, we created the normative IAT by modifying the labels from "pleasant" and "unpleasant" to "most people like" and "most people don't like." Seventy two undergraduate students participated in this study. They were asked to come to the lab to practice the traditional IAT in the domain of flower vs. insects. Starting one week after the laboratory session, participants were asked to complete the personalized IAT, normative IAT and traditional IAT online in the domain of flower vs. insects and apples vs. candy bars, with each version spaced one week apart (in counterbalanced order). Our results indicate that the personalized IAT and normative IAT were moderately correlated with each other and with the traditional IAT. Moreover, multiple regressions revealed that the personalized IAT and normative IAT each predicted the traditional IAT independently. These results suggest that the personalized IAT and normative IAT may capture two distinctive constructs, and that the traditional IAT may be capture a combination of both constructs.

B149

DIFFERENTIAL REACTION TO INTRA-GROUP COMPARISONS IN LOW AND HIGH STATUS GROUPS *Michael Vliek[1], Colin Wayne Leach[2], Russell Spears[3,1]; [1]University of Amsterdam, [2]University of Sussex, [3]Cardiff University* – We were interested in whether in-group status affected individual's reactions to social comparison with members of their in-group. We hypothesized that members of high status in-groups should be concerned about their individual status within the group. This should lead them to contrast themselves to "upward" or "downward" comparisons with fellow in-group members. As members of low status groups should be concerned with their in-group's status relative to an out-group, this should lead them to assimilate themselves to both "upward" or "downward" comparisons with fellow in-group members. To test these assumptions we manipulated in-group status using a fake newspaper article in which psychology students at the University of Amsterdam had higher or lower academic status than students at a neighboring university. Next, participants were confronted with an alleg-

edly 'unrelated' second study in which they were asked to complete an 'intuitive knowledge' task. Participants received false feedback on their own score (59% correct answers) and that of an upward (76%) or downward (42%) in-group member. As expected, members of the high status group appeared to contrast themselves both to the upward (lowering self-esteem) and downward comparison (raising self-esteem). Members of the low status group appeared to assimilate themselves to both the upward (raising self-esteem) and the downward comparison (lowering self-esteem). In further support of our conceptualization, mediation analyses suggested that self-esteem for members of the high status group was determined by their individual level self-evaluation, whereas self-esteem of members of the low status group was determined by their group level self-evaluation.

B150

REMEMBERING A VIOLENT PAST: HOW INGROUP IDENTIFICATION INFLUENCES AND REFLECTS MEMORIES OF INTERGROUP DISPUTES *Baljinder Sahdra, Michael Ross; University of Waterloo, Waterloo, Ontario* – As the recent flair-ups between China and Japan regarding events in WW II indicate, groups can care passionately about their history and have contradictory perspectives on their pasts. If an ingroup is part of its members' social identity, then the group's history is their own history and their recall of its history is likely to be biased to support a favorable view of the group. Biased recall should be especially evident when people identify highly with their group. We examined the relation between ingroup identification and recollections of violent episodes. Hindu and Sikh participants from the community and Internet sites participated in an online study. They first freely recalled past Sikh-Hindu conflicts; they then provided reactions to specific acts of violence from Sikh-Hindu history and reported their identification with their group. In free recall, participants reported more ingroup-victim events than ingroup-perpetrator events, especially if they were high identifiers. When reminded of specific historical events, high identifiers, as compared to low identifiers, reported ruminating more over ingroup-victim events than ingroup-perpetrator events, greater negative emotional reactions to ingroup victim events, less willingness to forget ingroup victim events and move on, more support for restitution to ingroup than to outgroup victims, and more sympathy and understanding for ingroup perpetrators of violence and less sympathy and understanding for outgroup perpetrators. Evidently, people's memory of and reactions to violent historical events depend both on which side they are on, and how strongly they feel about belonging to that side.

B151

SHIFTING STANDARDS: HOW THE INTERPLAY OF INDIVIDUATING INFORMATION AND VOCAL CUES AFFECT PERSON PERCEPTION *Sei Jin Ko[1], Charles Judd[2], Diederik Stapel[1]; [1]University of Groningen, The Netherlands, [2]University of Colorado, Boulder* – Triggered by the inconsistencies between the unequal gender ratio in the workforce and research suggesting that attitudes towards men and women have become equated, we investigated the potential judgment processes involved in a job interview situation. Specifically, using resume-type individuating information presented by different "applicant" voices, we examined how gender-stereotypic judgments of applicants might be affected by voice, a central cue in communication. Well-established research suggests that when judges are provided with individuating information about targets that individuating information will have the biggest impact on target judgments. Our findings suggest that when vocal cues and individuating information are concurrently available, only judgments of sociability are affected by individuating information. On the other hand, judgments of competence were solely affected by vocal cues. Furthermore, vocal cues impacted judgments of appropriateness for a male job, such that female applicants were rated as less appropriate than male applicants. Closer examination revealed that this effect was driven by the feminine sounding female applicants being rated as less appropriate for interview than any other applicant. In a corporate setting, the dimension of competence would seem to be one of the most heavily weighted criteria in selecting job candidates. Our findings suggest that in such a setting, something as subtle as vocal cues derived from interviews (e.g., telephone) might have a more powerful impact on decisions about personnel selection than individuating information in the form of resumes.

B152

DIFFERENTIAL EFFECTS OF ASKING VERSUS ANSWERING CONTROVERSIAL QUESTIONS IN INTERRACIAL INTERACTIONS *Michael A. Olson[1], Camille S. Johnson[2], Russell H. Fazio[3]; [1]University of Tennessee, [2]Stanford University, [3]Ohio State University* – Intergroup interactions are often fraught with tension and uncertainty, but they probably have a tremendous impact on intergroup attitudes and conflict. Hence, it is important to understand the factors that influence the quality of intergroup interactions. Self-disclosure is a particularly important factor to consider because it can lead to a decrease in stereotyping of out-group members (e.g., Miller & Ensari, 2003), and it may influence other important variables in interaction settings, such as trust, liking, and knowledge of out-group members. Interactions involve both responding to requests for disclosure from partners (answering) as well as initiating requests for disclosure from partners (asking). The current study investigated White participants' willingness to both ask and answer disclosure questions from various content domains with White versus Black interaction partners. Results indicated that when in an asking role, Whites avoided controversial issues and race-related questions in particular when interacting with a Black relative to a White partner. However, when in an answering role, Whites were more willing to discuss controversial issues and unpleasant topics with a Black relative to a White. Furthermore, Whites were more willing to discuss race-related topics with a Black partner—as long as the Black partner asked the questions. However, they were particularly unwilling to answer romantic questions posed by a Black partner. Thus, while Whites are reticent to tackle controversial issues like race with a Black partner, our results optimistically indicate that they are willing to respond to a Black partner who raises the issue.

B153

SELF-CONSTRUAL AND THE EMERGENCE OF REACTANCE: IS THERE A "UNIVERSAL" FREEDOM? *Daniela Niesta, Eva Jonas, Eva Traut-Mattausch, Dieter Frey; Ludwig-Maximilians University, Munich* – With the outlined research we suggest that different self-construals (i.e. independent versus interdependent self-construal) yield different manifestations of psychological reactance. This is of peculiar relevance within a cross-cultural framework. In Studies 1 and 2 we show that people from collectivistic cultures (individuals holding an interdependent self-construal) are less sensitive to the elimination of an individual good than people from individualistic cultures (individuals holding an independent self-construal) but more sensitive when a common good is withheld. In Study 3 we activate the concepts of collectivism vs. individualism by means of a cognitive priming method and yield similar results as in the previous studies. Finally, Study 4 identifies successful interventions to overcome reactance: focusing at the independent self-construal, like thinking about individual benefits or costs, only affects reactance of individualistic people but not of collectivists. However, the latter group is affected by interventions focusing at collective costs and benefits.

B154

THE SOCIAL COSTS FOR WOMEN WHO SUPPORT AFFIRMATIVE ACTION *Sjoerd Pennekamp, Maaike Matelski, Bertjan Doosje, Sven Zebel, Agneta Fischer; University Of Amsterdam* – Attributing negative outcomes to discrimination involves social costs. People are more likely to be seen as "complainers" when they attribute negative outcomes to discrimination rather than to internal characteristics of the self. Recent research shows that members of the ingroup who make attribu-

tions to discrimination are evaluated even worse than members of the outgroup who do this (Garcia et. al. 2005). The black sheep effect may be responsible for these findings when fellow ingroup members are seen to transgress a prescriptive norm. We extend these ideas by examining the social costs involved with attributing negative outcomes to discrimination for members of low status groups in order to improve their group's status. Specifically, we investigate how members of a low status group (women) evaluate an ingroup or outgroup member who is either in favor or against affirmative action. Women in favor of affirmative action might be considered "black sheeps" because they undermine the positive social identity of other women. Results show that women who support affirmative action are evaluated worse than men, and other women who are against affirmative action. These women also experience more negative emotions after hearing an ingroup member propagating affirmative action. These results have clear implications for people trying to improve the status of their group. They should be careful in selecting their methods in order to avoid being seen as a complainer and a black sheep and as such be counter-productive.

B155

PROJECTION OF RESPONSIVENESS TO NEEDS AND THE CONSTRUCTION OF SATISFYING AND COMMUNAL MARRIAGES *Edward Lemay, Margaret Clark; Yale University* – The current research tested a model of social projection in perceptions of partner responsiveness to needs. In study 1, self-reports of providing responsive safe haven (relief of distress) or secure base (support of goal pursuit) care to spouses predicted perceptions of spouse's responsiveness more strongly than did the spouse's self-reported caregiving. Perceived partner responsiveness, in turn, mediated the effects of both partners' caregiving on perceivers' marital satisfaction and predicted targets' satisfaction. Study 2 replicated these findings for perceptions of partner's communal strength (motivation to care for the other's needs) and with regard to temporal change in marital satisfaction. Results also suggested that projected responsiveness had self-fulfilling effects on targets, predicting temporal changes in their self-reported communal strength. A daily diary component suggested projection of both state and trait responsiveness onto perceptions of partner's state responsiveness. Own responsiveness was a substantially stronger predictor of perceived partner responsiveness than attachment-related anxiety and avoidance (studies 1 and 2), self-esteem (study 1) and depression (study 2). These findings suggest that projection of own responsiveness is an important mechanism in perceiving social support and in the maintenance of satisfying, communal relationships.

B156

TWO PERSONALITIES IN BILINGUALS? TESTING THREE POSSIBLE EXPLANATIONS *Nairán Ramírez-Esparza, Samuel D. Gosling, James W. Pennebaker; University of Texas at Austin* – Ramírez-Esparza et al. (in press) documented evidence for Cultural Frame Switching (CFS) in the domain of personality; specifically, the personalities of Spanish-English bilinguals varied slightly, depending on whether they were responding to a questionnaire in Spanish or English. These personality differences were consistent with cross-cultural differences in personality. Interestingly, some of the differences were counterintuitive (e.g., bilinguals appeared more agreeable when responding to the questionnaire in English than in Spanish). In 2 studies, we examined three possible explanations for these findings: (a) As an effect of translation artifacts, (b) CFS effects at the trait level, and (c) CFS effects at the social desirability level. Results were most consistent with the last explanation—the language of a questionnaire (Spanish vs. English) prompts a bilingual to adopt a broad response style (modesty vs. enhancement) associated with the culture using that language (Mexican vs. American). Next, to examine CFS effects without relying on self-reports we obtained personality judgments of bilinguals speaking either Spanish or English; the bilinguals, who were unaware of the purpose of the study, behaved more agreeably when speaking Spanish than when speaking English, suggesting CFS does occur at the trait level. The complex pattern of findings underlines the importance of using multiple methodologies in the quest to understand the interplay between culture and personality.

B157

DO MEXICAN-AMERICANS BEHAVE LIKE THE AMERICANS OR THE MEXICANS? A FOLLOW UP STUDY USING THE ELECTRONICALLY ACTIVATED RECORDER (EAR) *Youngsuk Kim[1], Nairán Ramírez-Esparza[1], Matthias R. Mehl[2], James W. Pennebaker[1]; [1]University of Texas at Austin, [2]University of Arizona* – In a previous study, Ramírez-Esparza et al. (SPSP, 2005) used the Electronically Activated Recorder (EAR, see Mehl et al., 2001) to capture real behaviors of students in the US and in Mexico. The EAR is a voice recorder that is programmed to record 30-sec snippets of ambient sounds approximately every 12min. From the recorded sounds it is possible to code social interactions (e.g., dyadic and group conversations), activities (e.g., eating, reading, studying), and moods (laughing, crying, arguing). Results showed that Mexican students spend more time talking in groups, doing social activities, and laughing. On the other hand, American students spend more time alone, in the apartment, listening to music, watching TV, eating, and studying. In this study we measured the daily behaviors of a Mexican-American sample (N= 56)--using the EAR--and compared it to the American and Mexican sample. It was hypothesized that the Mexican-American students' behaviors would fall somewhere between the Americans' and the Mexicans'. Results showed that Mexican-Americans were very similar to the American sample, and spent even more time alone and doing less social activities than the Americans. The findings are discussed in terms of how the physical/social artifacts (e.g., institutions, environments), and socio-cultural factors (e.g., discrimination against Mexican-Americans) influence daily behaviors.

B158

SOCIAL TUNING OF THE SELF: THE ROLE OF PERSPECTIVE TAKING *Erin Whitchurch, Jeanine Skorinko, Stacey Sinclair; University of Virginia* – Our past research demonstrates that individuals' self-evaluations correspond with the apparent stereotype relevant views of an interaction partner when affiliative motivation is high (i.e., affiliative social tuning), and self-evaluations move away from the apparent stereotype relevant views of their partner when affiliative motivation is low (i.e., anti-tuning) and the individual desires social distance (Sinclair, Huntsinger, Skorinko, & Hardin, 2005). Yet, the mechanisms underlying the act of social tuning are still unclear. In the present research, we examined the role of perspective taking in the tuning of self-views. Female participants believed that they were going to interact with a partner that had either traditional or nontraditional views about females. Next, participants completed a sentence unscrambling task while "waiting" for their partner (Chartrand & Bargh, 1996). The unscrambling task primed half the participants to perspective take, and did not prime the other half of the participants (neutral sentences). After the priming task, participants completed a measure of gender stereotypic self-evaluations. We found that participants primed to perspective take were more likely to tune their self-evaluations to match the apparent views (whether traditional or nontraditional) of their imminent interaction partner; whereas, those who received a neutral prime were more likely to shift their self-evaluations away from the apparent views of the partner. Thus, this research begins to shed light on one potential mechanism via which social tuning (and anti-tuning) occurs — perspective taking.

B159

WHAT AMERICAN VOTERS BELIEVE ABOUT LIBERALS AND CONSERVATIVES: A GAP BETWEEN PRINCIPLES AND POLICIES *Natalie Smoak, Felicia Pratto; University of Connecticut* – Many voters in the United States classify themselves as either "liberal" or "conservative," and there are many perceived differences between these two groups. However, underlying support for principles does not

always predict policy backing for either group. On what dimensions do these groups actually differ? Previous research has identified the "principle implementation gap" (Schuman, Steeh, & Bobo, 1985) in the area of racial inequality; for example, most individuals support equality, but may not vote for affirmative action policies, thereby creating a gap between principle and policy support. We hypothesized that the principle implementation gap existed on a broader scale and was relevant to the explanation of differences between liberals and conservatives. Thus, we conducted two studies that assessed voters' perceptions of the principle and policy stances of liberals and conservatives and one study that assessed voters' own principle and policy stances. Study 1 (conducted in California) and Study 2 (conducted in Connecticut) demonstrated a perceived principle implementation gap such that voters viewed liberals and conservatives as more similar to one another with regard to principle support, but more divergent from one another with regard to policy stances. Study 3 (also conducted in Connecticut) demonstrated an actual principle implementation gap such that self-identified liberals and conservatives' policy stances were more opposing than their underlying principle support. These results held across the wide variety of principles and policies examined, thereby providing support for the hypothesis that the principle implementation gap exists beyond racial inequality-related issues. Political and theoretical implications are discussed.

B160

FRIEND OR FOE? WARMTH TRUMPS COMPETENCE IN OUTGROUP EVALUATION *Tay E. Hack, Stephanie A. Goodwin; Purdue University* – Research suggests that two dimensions—warmth and competence—underlie group stereotypes, stemming from motives to distinguish friend/foe and to determine who can act on such intentions (Fiske & Yamamoto, 2005). Assuming motives to identify friends and enemies outweigh competence concerns, we hypothesized people would be faster and more confident when making warmth compared to competence evaluations. Because people may assume ingroup members are likely friends, we further hypothesized these effects would be moderated by group membership, with greater concern for the warmth of outgroup members and the competence of ingroup members. One-hundred white participants viewed a photo of (white, black) and read 12 self-descriptive statements about an alleged same-sex interaction partner before evaluating the person's warmth (likeable, friendly, warm) and competence (skill, IQ). The computer recorded reaction times (secs) for each rating response. Participants indicated their confidence in each rating immediately following the response. As predicted, participants were more confident in warmth than competence ratings for outgroup targets; the pattern was reversed for ingroup targets ($F_{1,98} = 7.64$, $p = .007$). Overall, participants were faster to make warmth than competence ratings ($F_{1,98} = 13.96$, $p < .001$). This effect was qualified, as predicted, by target race ($F_{1,98} = 4.22$, $p < .04$). Participants were faster to evaluate outgroup members' warmth than competence ($t_{98} = 2.93$, $p = .004$). There was no difference in speed to evaluate ingroup members' warmth or competence ($t_{98} = 1.29$, n.s). Implications for impression formation and stereotype change are discussed.

B161

ATTACHMENT STYLE AS A SOURCE OF VARIABILITY IN ACCURACY OF AFFECTIVE FORECASTING *Jennifer Rodden, Cheryl Carmichael, Harry Reis; University of Rochester* – Attachment style was examined as a moderator of accuracy of affective forecast. In an internet survey, 1,141 participants were asked to report on current happiness and predict their emotional reactions to falling in love and breaking up. Consistent with previous affective forecasting research, the majority were inaccurate forecasters in that they overrated how happy they would be if they fell in love and how unhappy they would be if they broke up. However these effects were moderated by attachment style. When it came to falling in love, as predicted, preoccupied individuals expected the greatest increase in happiness making them the least accurate forecasters, followed by fearful, dismissing, and secure individuals. These findings suggest that anxiously attached individuals may have especially unrealistic expectations for the happiness that a positive event such as falling in love may bring. For breaking up, in contrast, secure individuals expected the greatest decrease in happiness and were thus the least accurate forecasters, followed by preoccupied, dismissing, and fearful individuals. The gloomy predictions of secure individuals indicate that they may especially underestimate their ability to cope with a negative event such as the breakup of a romantic relationship.

B162

IDENTIFICATION AND PROSOCIAL BEHAVIOR IN DIVERSE WORKGROUPS: THE ROLE OF IDENTITY ORIENTATION *Menno Vos, Karen van der Zee; Social and Organizational Psychology* – Team diversity can lead to beneficial advantages for organizations. However, it is also associated with negative outcomes, such as subgroup forming. Subgroup forming originates from an individual's tendency to identify themselves more with team members who share the same characteristics, resulting in a less cooperative stance towards members outside their own subgroup. In two studies we examined whether a relational orientation can undermine the negative effects of subgroup forming on identification and the willingness to act prosocially towards diverse workgroup members. In study 1 we primed 169 non-sorority members with a personal, relational or collective orientation. Subsequently they read a scenario in which they had to imagine themselves part of a diverse workgroup where either an ingroup non-sorority member or outgroup sorority member asked for help. Results showed that participants primed with a relational orientation are willing to help both ingroup and outgroup members, whereas participants primed with a personal or collective orientation are only willing to help ingroup members. In study 2 we measured identity orientation as an individual difference variable. 82 Dutch subjects read a scenario in which they had to imagine themselves part of a diverse workgroup where either an ingroup Dutch member or outgroup German member wanted to cooperate on an individual assignment. We found that highly relational orientated individuals identify themselves with both ingroup and outgroup members, whereas lowly relational orientated individuals identify themselves with ingroup members only. This pattern was also found on the participant's willingness to cooperate with the member asking to cooperate.

B163

CATHARTIC EFFECTS IN THOUGHT: DIMINISHED ACCESSIBILITY OF AGGRESSION-RELATED CONSTRUCTS UPON GOAL FULFILLMENT *Markus Denzler[1], Jens Förster[1], Nira Liberman[2]; [1]International University Bremen, Germany, [2]Tel Aviv University, Israel* – There has been a long debate in psychological research about whether acting aggressively leads to more or less aggressive behavior. So far the findings suggest that acting aggressively increases subsequent aggression. However, acting aggressively upon provocation can be seen as the fulfillment of a goal. Goals, like uncompleted tasks remain activated until fulfillment and are inhibited after goal-fulfillment. Therefore, we assume that fulfilling the goal of being aggressive can lead to an inhibition of aggression related constructs, which would then make subsequent aggression less likely. In scenario studies, participants had to take the perspective of a person whose best friend cheated with his/ her current partner. In Experiment 1 participants could take revenge by harming the best friend. The results suggest that, compared to control groups, fulfilling the goal of being aggressive inhibits aggression-related constructs and also reduces subsequent aggressive behavior. In Experiment 2 we tested whether any aggressive act reduces aggression. We predict a reduction of aggression only if the aggressive act constitutes goal fulfillment. In Experiment 2 participants in the above-mentioned scenario paradigm could either harm the aggressor or punch a punching bag. The results suggest a reduction in accessibility of aggression-related constructs for the goal-fulfillment condition only, but not for the punching-

bag condition. The studies replicate recent findings on catharsis that show that not any aggressive act reduces aggression. However, these findings are qualified by the present studies, which suggest that aggression is reduced after goal-fulfillment.

B164

MIMICKED INTO A CULTURE: DOES MIMICRY INDUCE CULTURAL ORIENTATIONS? *Mike Wojnowicz, Melissa Ferguson; Cornell University* – Does being mimicked subconsciously alter one's cultural orientation as an individualist or collectivist? Previous psychological research and sociological theory suggests that being mimicked could subconsciously trigger collectivism. With Americans devoting less and less daily time to face-to-face social interactions (Putnam 2000), American individualism may derive in part from dwindling opportunities for being posturally and gesturally mimicked. One experiment investigates the proposed relation. The individualism-collectivism construct was measured as (a) scores on the Triandis Individualism-Collectivism Scale, (b) self-reported endorsements of pitted individualistic vs. collectivistic values, (c) implicit activation of broad "I" or "we" orientations, and (d) implicit activation of specific individualistic and collectivistic traits. One experimenter did not behave consistently friendly across conditions, so only data from the remaining experimenter was analyzed (N=17). Based on this data, there is preliminary evidence that unobtrusively mimicked participants report a more individualistic mindset ($p<.07$ and $p<.07$ on both explicit measures). The pattern of results was identical on both explicit measures. No effects were found on the implicit measures. It should be noted that no participants were aware of being mimicked; therefore, any influence of being mimicked on self-reported cultural orientation is by definition subconscious. These results are counterintuitive, as previous psychological research has consistently identified being mimicked with prosocial effects, and prosociality would seem most compatible with collectivism. Future research will replicate the results with a bigger sample size, and will identify the mechanism leading to individualism: people may be feeling empowered, and/or they may be "mimicked into a culture."

C1

WATCHING OUT FOR PREJUDICE: MESSAGE ELABORATION AS A MEANS OF COMPENSATING FOR PERCEIVED BIAS *Sonia Matwin, Paul H. White; University of Utah* — People low in prejudice are assumed to be motivated to watch out for potential bias against the stigmatized, resulting in increased message elaboration. However, this motivation would be based on a perception that the stigmatized require protection. Past research may have overlooked this aspect of the enhanced processing effect, given that perceiving a need to watch out for potential (negative) bias is so closely related to being low in prejudice. The current study tested this assumption by manipulating participant perceptions of the environment to create a situational need to root out bias. Overall, our prediction that individuals who are highly motivated to combat prejudice would closely scrutinize information when it was presented by a stigmatized source as a means of compensating for any perceived negative bias from others was statistically confirmed. Interestingly, it was also found that individuals low in motivation to combat prejudice increased message scrutiny when information was presented by a stigmatized source in the presence of a low prejudiced audience. Future directions and implications of this work are discussed.

C2

THE ROLE OF MINDFULNESS IN MODERATING THE EFFECT OF MORTALITY SALIENCE ON WORLDVIEW DEFENSE *Christopher P. Niemiec, Kirk Warren Brown; University of Rochester* — Three studies examined the role of mindfulness in moderating the relation between mortality salience and worldview defense. According to Terror Management Theory, mortality salience facilitates the derogation of others who are opposed to subjects' cultural worldview, especially when thoughts about death exist on the fringes of consciousness. Mindfulness is a form of conscious awareness that is non-judgmental and present-focused. We hypothesized that highly mindful individuals would report less worldview defense, especially under conditions of mortality salience. In study 1, although the main effects of condition (β = .25) and mindfulness (β = -.59) were significant in predicting worldview defense, their interaction was also significant (β = -.30), suggesting that highly-mindful people, relative to those low in mindfulness, reported less worldview defense, especially under conditions of mortality salience. Study 2 replicated the main effects of condition (β = .23) and mindfulness (β = -.66), as well as their interaction (β = -.24). Additionally, no other personality variables moderated this relation. Study 3 examined whether mindfulness moderated the finding that subjects report different levels of death-thought accessibility at pre- and post-distraction while under conditions of mortality salience. The main effects of distraction condition (β = .25) and mindfulness (β = -.61), as well as their interaction (β = -.27), were significant, suggesting that highly mindful people have less death-thought accessibility following a distraction. Together, these results suggest that high mindfulness buffers the effect of mortality salience, perhaps because such individuals have less death-thought access following the mortality salience induction.

C3

REGULATORY FOCUS AND THE EVALUATION OF VISUAL ARTS - IMPLICATIONS FOR MOTIVATIONAL EFFECTS ON ATTITUDES *Katrin Schimmel, Jens Förster; International University Bremen* — Regulatory focus theory (Higgins, 1997) distinguishes between two kinds of self-regulatory systems: one that represents goals as responsibilities and safety (prevention focus) and one that represents goals as aspirations and accomplishments (promotion focus). Recent findings (e. g., Friedman & Förster, 2001; Pennington & Roese, 2003) suggest that regulatory focus has an influence on the performance in tasks that require abstract thinking. In this project it is examined whether regulatory focus has an influence on attitudes towards stimuli which require abstract thinking. Specifically, it is assumed that objects which represent a conventional concept of art and, hence, do not require much abstraction (e. g. Canaletto), should be evaluated more favorably when in a prevention focus compared to a promotion focus whereas objects which represent an unconventional concept of art and, therefore, require some abstraction (e. g. Beuys) should be evaluated more favorably when in a promotion focus compared to a prevention focus. Consistent with the hypothesis we found the suggested interaction pattern for different attitude measures (cognitive, affective, behavioral) and for objects other than art. Currently, it is examined which processes are responsible for these results. There is first evidence that the difference in construal level (Liberman & Trope, 1998) of prevention and promotion might account for these effects. The present findings will be discussed in the context of regulatory focus and attitudes literature and implications for the field will be introduced.

C4

THE ENVIRONMENTALIST THAT CRIED DROUGHT: REACTIONS TO INITIAL AND FAILED WARNINGS ABOUT DEPLETING RESOURCES *Donelle (Dee) C. Posey[1], Jeff Joireman[2], Craig Parks[2]; [1]University of the Pacific, [2]Washington State University* — Depletion of natural resources continues to be a significant environmental problem. Media messages warning of depleting resources are common, yet little research has studied the impact of such warnings on resource consumption. To investigate this, we conducted two studies examining the impact of warnings about depleting resources under conditions of complete resource uncertainty. In Study 1, 90 participants played 16 trials of a 5-person resource dilemma game in which they harvested points from a common resource pool. Mimicking many real-world resource dilemmas, participants were kept uncertain about the size of the resource. After trial 12, participants were informed they were dangerously close to depleting the resource, and thereafter received no additional warnings. Harvesting dropped immediately after the warning, but within 3 trials returned to the pre-warning level, a pattern that was stronger when variability in others' harvests was believed to be low rather than high. In Study 2, 85 participants played 22 trials of a resource dilemma with complete resource uncertainty, with warnings after trials 12 and 17. Replicating Study 1, harvesting dropped after the first warning, and returned to the pre-warning level within 3 trials, a pattern that was stronger when the warning emphasized the short-term rather than long-term consequences of over-consumption. Supporting the "boy who cried wolf hypothesis," consumption rates were unaffected by the second warning. Results suggest that the effectiveness of warnings about depleting resources may diminish over time if no crisis is immediately apparent. Implications for interventions aimed at preserving natural resources are discussed.

C5

SELF-PROTECTION IN MEMORY: SALIENCE OF NEGATIVE FEEDBACK AS A COMPONENT OF SELF-SERVING INFORMATION PROCESSING *Aafje C. Brandt, Roos Vonk, Ad van Knippenberg; Radboud University Nijmegen* — This study examines how flattering self-views and self-serving biases in the processing of self-relevant information on the one hand, can be reconciled with the omnipresence of rumination and preoccupation with negative feedback on the other hand. After a personality test, participants received feedback consisting of ten positive, ten negative, and ten neutral traits. After a few minutes, participants were asked to recall as many traits as they could. Next, a two-button color naming Stroop task was administered to measure interference of all 30 traits. Finally, participants were asked to judge which traits were accurate, and which were not. Results indicate that people who are threatened by negative information about themselves (i.e. women, avoidant attached individuals, entity theorists, and those afraid of negative evaluation) show enhanced recall of negative traits. Positive and negative traits interfered more on the Stroop task than neutral traits. Finally, trait accuracy judgments showed self-enhancement: participants rated more positive traits to be accurate compared to negative traits, and more negative traits to be inaccurate compared to positive traits. The salience of negative traits in both the recall and Stroop task indicates

ongoing discounting of the negative feedback, which is more important to women, avoidants, entity theorists, and people afraid of negative evaluation. We suggest that this is part of the process of dealing with threatening negativity, which can eventually lead to flattering self-views and selective self-relevant memory.

C6

THE IMPACT OF SOCIAL EXCLUSION AND SOCIAL INCLUSION ON THE INTRINSIC MOTIVATION FOR AN INTERESTING TASK *Nathalie C. Ricard, Luc G. Pelletier, Francis Range; University of Ottawa* – Previous studies have shown that a lack of interpersonal attachments and relatedness can have serious consequences on one's emotional and psychological functioning as well as on psychological well-being (Baumeister & Leary, 1995; Deci & Ryan 2000). This study examined the impact of social exclusion and social inclusion on the intrinsic motivation for an interesting task. The need for relatedness, the fundamental need to form and maintain strong interpersonal relationships, was manipulated by having people believe they would be socially excluded or socially included later in life. Participants read a bogus feedback about their ability to maintain satisfying interpersonal relationships based on a personality questionnaire. Participants in the exclusion condition were led to believe that they were likely to end up alone later in life and participants in the inclusion condition were told that they would have a fulfilling social life. The laboratory task consisted of trying to solve different 3D puzzles in preparation for a later collaboration with a peer. Results show that participants in the exclusion condition did not persist as long on the task as participants in the inclusion condition. Participants in the exclusion condition showed less coherence between their reported interest for the task and the time spent on the task, an indication that although they spent time on the task, in preparation for a future interaction, they were not intrinsically motivated to do so. Excluded participants also reported having spent more time on the task than they actually had, which indicates a distortion of time.

C7

ABSTRACT AND CONCRETE THINKING: THE EFFECTS OF MOTIVATIONAL CUES ON THINKING STYLES *Stefanie Kuschel, Jens Förster; International University Bremen* – Based on Higgins' (1997) regulatory focus theory, it is assumed that approach motivation facilitates abstract thinking, whereas avoidance motivation facilitates concrete thinking. Specifically, it is assumed that individuals in a promotion focus process information in a more abstract way and focus to a greater extent on the central meaning of the information than individuals in a prevention focus. Individuals in a prevention focus are assumed to process information in a more concrete way and to be more sensitive to contextual features of the information than individuals in a promotion focus. These predictions were tested in several experiments using the perceptual interference paradigm (Mulligan, 2000), and the "Why/How" paradigm (Förster, Friedman, & Liberman, 2004, Study 4). The studies provide evidence for the influence of motivational cues on thinking styles. Persons in a promotion focus recalled more masked than intact items, whereas persons in a prevention focus recalled more intact than masked items. The enhanced memory for masked items is attributed to interpretative encoding operations and the processing of higher-level, non-visual information, while the enhanced memory for intact items is attributed to elaborative encoding operations, which go beyond the immediate interpretation and examine the distinctive characteristic of the stimulus (see Massen & McLeod, 1992; Mulligan, 2000). In addition, the processing of a "why" question is facilitated in a promotion focus, whereas the processing of a "how" question, which involves less abstract thinking, is facilitated in a prevention focus. Altogether the results suggest a functional compatibility between regulatory focus and processing styles.

C8

THE SOCIO-DEVELOPMENT OF EMOTIONS IN RELATIONSHIPS: A LONGITUDINAL STUDY *SiSi Tran, K. C. Hayden, Andrew Collins, Jeffry Simpson; University of Minnesota* – In a 25-year longitudinal study, we examined the socio-developmental origins of emotional experience in adult romantic relationships, extending from infancy through early childhood and adolescence and into early adulthood. As predicted by attachment theory, the association between early care and the experience and expression of emotions in adult romantic relationships was mediated by ratings of (a) participants' peer competence assessed in grades 1 through 3 and (b) their degree of attachment security assessed at age 16. In particular, evidence of greater attachment security during the first few years of development predicted greater competence with peers in early elementary school, which predicted greater security with close friends at age 16, which in turn predicted the experience and expression of less negative affect with romantic partners in the early 20s. The results are discussed in terms of social psychological influences across critical stages of social development.

C9

WHEN "IT COULD HAVE BEEN WORSE" HELPS: TIMING AND SOURCE EFFECTS ON AFFECTIVE RESPONSES TO MINIMIZATION MESSAGES. *Lavonia Smith LeBeau[1], Elizabeth Pinel[1], Jennifer Bosson[2]; [1]The Pennsylvania State University, [2]University of Oklahoma* – When someone undergoes a negative experience, friends and family try to make them feel better by providing them with minimization messages (MMs), externally generated communications that force optimism or downplay the importance of their experience. Previous work shows that MMs make people feel worse, not better, because MMs keep people from coping. Ironically, experiencers of negative events generate the same kinds of messages on their own, and these self-generated messages (e.g. downward comparisons or counterfactuals) seem to help. Timing may explain the differences between internally versus externally generated MMs. External MMs occur prior to coping and thus prevent it from happening; internal MMs are generated as part of the coping process. All of our participants received the same MM. Some individuals arrived at the MM independently; others received it from an outside source. Participants received the MM either before or after failure feedback. Self-esteem was also measured, given previous self-esteem differences found in coping. If MMs hurt because they interfere with coping, they should be most harmful in the before condition and primarily among high-self-esteem (HSE) participants. MMs received after a threat should not impede coping. Results indicated that low self-esteem (LSE) individuals felt bad in all conditions. For HSE individuals, a MM source X timing interaction emerged. Participants in the external condition suffered, but only in the before condition. Individuals that self-generated a MM showed no signs of being hurt by it in either timing condition, suggesting that self-generated MMs occur in the service of coping.

C10

RESPONSIVITY OF THE IAT TO CONVERSATIONAL NORMS *H. Anna Han[1], Michael A. Olson[2], Russell H. Fazio[1]; [1]The Ohio State University, [2]University of Tennessee* – Past research has suggested that interpersonal communication is facilitated by conversational norms – implicit rules and assumptions between the speaker and the listener in which each party tries to infer and account for the other's knowledge and intentions (Clark, 1992; Grice, 1975). Conversational norms have been shown to apply not only to everyday conversations but also to questionnaire completion (Holbrook et al., 2000). The current study was aimed at understanding how the IAT, at least as traditionally implemented, might be influenced by conversational norms -- more specifically the "avoid redundancy" norm. Participants completed either a personalized race IAT ("I like/don't like" labels) or a more culturally-oriented IAT ("people like/don't like" as the labels) prior to a traditional IAT ("pleasant/unpleasant"). Scores on the latter fluctuated as a function of the preceding IAT type.

When participants completed the personalized IAT first, traditional IAT scores increased significantly; that is, a stronger racial bias was observed, similar in magnitude to that revealed by the culturally-oriented IAT. However, when the cultural IAT preceded the traditional IAT, the latter showed a significantly reduced racial bias, resembling the personalized IAT. The findings suggest that the traditional IAT is influenced by implicit rules of conversational norm. The ambiguity of the traditional IAT labels allows for shifting interpretation of the labels' meaning, thus avoiding redundancy with the preceding IAT. The findings add to a growing body of evidence suggesting that the IAT may measure different constructs as a function of how respondents interpret the labels.

C11

THE ROLE OF ENVY IN CREATING SCHADENFREUDE: DIRECT AND INDIRECT EFFECTS *Caitlin A. J. Powell, Richard H. Smith; University of Kentucky* – The purpose of this study was to use Structural Equation Modeling in order to examine the role of envy in creating feelings of schadenfreude, or pleasure at the misfortune of others. We predicted that envy creates schadenfreude directly, as well as indirectly through feelings of dislike and deservingness. Undergraduate participants read a bogus internet article describing the college experience of a peer. The information in the article was designed so that the peer appeared to have enviable qualities or not and to have dislikeable qualities or not. A follow-up article indicated that the student had suffered either a deserved or an undeserved misfortune. Affective reactions were assessed after the first article (envy and disliking) and after the follow-up article (deservingness, schadenfreude). Using Structural Equation Modeling, a model was created that assessed how the manipulations, and subsequent feelings, were linked to schadenfreude. Nested model testing showed that both direct paths from envy to schadenfreude and indirect paths through dislike and deservingness fit the data best. In addition, the manipulations of dislike and deservingness were not mediated by envy, but rather by dislike and deservingness, respectively. This analysis confirms that envy, dislike, and deservingness each have independent effects on schadenfreude. However, envy seems to breed it own sense of dislike and sense of deservingness that also lead to schadenfreude. These findings suggest that envy is a complex emotion that affects other feeling states in a multifaceted way.

C12

STEREOTYPE THREAT AND SOCIAL INTERACTIONS: IMPLICATIONS FOR INTERGROUP RELATIONS *Nina E. Jauernig[1], Stephen C. Wright[1], Micah E. Lubensky[2], Linda R. Tropp[3]; [1]Simon Fraser University,[2]San Francisco AIDS Foundation, [3]Boston College* – It is well documented that stereotype threat - the fear of inadvertently confirming a negative stereotype – can undermine performance in stereotype relevant domains (see Steele, Spencer & Aronson, 2002). The current study advances the existing literature by demonstrating the generality of the stereotype threat phenomenon. The current study considers the impact of stereotype threat on members of a dominant/majority group within the domain of social behavior and intergroup interactions. This has important implications for our understanding of intergroup contact, as stereotype threat may provide an explanation for some of the difficulties experienced by relatively low prejudiced individuals in interethnic and interracial interactions. We examined the degree to which threats of confirming the stereotype that white individuals are "racist" undermine performance in interpersonal/cross-cultural interactions. White participants received information that made salient the issue of white racism, or not (control), and then engaged in an interaction with a minority group member (a confederate). Self-reports, confederate ratings, and content analyses of videotapes of the interaction were all used to assess anxiety and social performance. Subsequent willingness to engage in a future interaction with other minority group members was also recorded. Initial findings are consistent with the stereotype threat hypothesis, with participants in the stereotype threat condition reporting poor performance, being rated less positively by the confederate and appearing less comfortable than those in the control (no threat) condition. These results will be discussed in terms of their implications for research on stereotype threat, intergroup contact, and other related issues in intergroup relations.

C13

THE EFFECTS OF UNREALISTIC OPTIMISM AND CULTURE ON HEALTH IN PEOPLE LIVING WITH HIV/AIDS *Elizabeth Donnery, Jill A. Jacobson; Queen's University* – In a variety of studies, Taylor and her colleagues (2000) have demonstrated the positive health benefits of unrealistic optimism for HIV-positive men. This research, however, was conducted in a very individualistic country, the United States, and during a time when HIV/AIDS was almost certainly a death sentence for the participants. People from collectivistic cultures are less unrealistically optimistic than are their individualist counterparts (e.g., Heine & Lehman, 1995), and such self-enhancement actually may be detrimental to the well-being of collectivists (cf. Markus & Kitayama, 1991). In the current study, we wanted to see if greater unrealistic optimism was associated with less rapid disease progression in a more collectivist culture, South Africa, which is having tremendous problems with this disease. In addition, we gathered data from HIV-positive people from a more individualistic society, namely Canada, for cross cultural comparison, but also to determine whether Taylor and her colleagues' findings were generalizable to the current state of HIV in first-world nations as a more chronic rather than terminal illness. Due to the more collectivist nature of the South Africans, we did not expect unrealistic optimism to be related to physical health in this population. For the Canadians, however, we expected to replicate Taylor and her colleagues' research. As predicted, unrealistic optimism predicted better overall health for Canadians, but not for South Africans. Furthermore, unlike previous studies on this relationship, we also collected data from HIV-positive women and found that the beneficial effects of unrealistic optimism existed for men but not for women.

C14

WHAT IS MOST IMPORTANT FOR RELATIONSHIP SATISFACTION—ACTUAL SIMILARITY, SIMILARITY BIAS, POSITIVITY BIAS, OR PERCEPTUAL ACCURACY? *Shanhong Luo, Eva Klohnen; University of Iowa* – Relationship researchers have found four processes that are of particular importance to adaptive romantic relationship functioning: (a) actual similarity—the degree to which two partners are actually similar to each other; (b) similarity bias—the perception of one's partner as more similar than warranted; (c) positivity bias—the perception of one's partner in an overly positive light; and (d) accuracy—the accurate perception of what one's partner is like. Unfortunately, research to date has only examined one or at most two of the processes in one study. We therefore do not yet know whether the four processes make independent contributions to the prediction of relationship satisfaction and which of the processes has the strongest effect. The current study was thus designed to test the relative importance of all four processes to relationship satisfaction. In a large sample of 290 newlywed couples, we assessed spouses' personality characteristics and their partner perceptions on a broad range of individual differences domains, including the Big Five, Attachment, Affectivity, and Emotion expression. We used a novel person-centered approach that enabled us to index each of the four processes for every individual. Regression results show that for both husbands and wives (1) all four processes tended to independently contribute to the prediction of relationship satisfaction, suggesting that each process may serve different functions; (2) taken together, the four processes accounted for a substantial amount of variance in satisfaction (average = 32%); and (3) positivity bias tended to be the strongest predictor of relationship satisfaction.

C15

ASYMMETRICAL OUTCOME DEPENDENCY IN INTERPERSONAL INTERACTION: EFFECTS ON AFFECT, MOTIVATION, BEHAVIOR, AND INTERPERSONAL ACCURACY *Judith Hall[1], Nora Murphy[2], Dana Carney[3]; [1]Northeastern University, Boston, [2]University of Florida, Gainesville, [3]Harvard University, Cambridge, MA* — Existing studies of asymmetrical outcome dependency (AOD) measure impression formation processes in anticipation of meeting a target person. Findings (e.g., Stevens & Fiske, 2000) show evidence that AOD individuals engage in individuating impression formation, interpreted to reflect a motive to be accurate in interpersonal perception. Theorizing emphasizes the felt powerlessness, anxiety, and motive to be accurate on the part of the AOD person. We extended this line of research to include a live interaction, further assessment of feelings and motives, and measurement of achieved accuracy in interpersonal perception. We compared individuals in the AOD condition (defined as being dependent on the partner for a joint prize when the reward contingencies were asymmetrical) to individuals in two other kinds of dependency conditions (evaluation by partner and evaluation by experimenter), as well as to a no-dependency group. AOD individuals did not report heightened anxiety or powerlessness. They reported feeling more dominant than participants being evaluated by the experimenter. Behavioral dominance did not vary between conditions. AOD individuals were less motivated to pay attention to the partner, as measured by eye contact and self-report, and they reported and showed more negative affect and less motivation to make a good impression. No group was elevated in interpersonal accuracy (remembering the partner's appearance and nonverbal behavior). Reasons for discrepancies with previous research are discussed in terms of methodological differences and the likely impact of contextual factors in determining the mood and motives of people in different dependency conditions.

C16

THE EFFECTS OF CAUSAL UNCERTAINTY ON PERCEPTIONS OF SOCIAL INTERACTIONS BETWEEN STRANGERS *Eliane M. Boucher, Jill A. Jacobson; Queen's University* — High causally uncertain individuals experience lingering doubts about their ability to determine the causes of social events (Weary & Edwards, 1994), but a paradox exists for them. On the one hand, high causally uncertain individuals tend to exhibit social-cognitive responses that presumably would confer some benefits in social interactions (e.g., they are less likely to stereotype, more likely to process social information thoroughly, etc.). On the other hand, they also tend to be shyer and lonelier (Jacobson, Weary, & Chakraborti, 1997), suggesting they actually may experience more interpersonal difficulties. To examine the effects of causal uncertainty in social exchanges, 120 participants were randomly assigned to engage in three conversational tasks with an unacquainted partner. During the first unstructured interaction, participants simply got to know each other, whereas during the subsequent interactions, each participant discussed a moderately distressing personal problem with their partner. Between each task, participants completed a series of questionnaires about the interaction, and following the last conversation, participants also rated their partner's social skills. Although participants' perceptions of the interaction were unaffected by their partner's level of causal uncertainty, participants with higher levels of causal uncertainty perceived their conversations as less appropriate and effective. Similarly, although participants with higher levels of causal uncertainty were not perceived as less socially skilled themselves, they rated their partners as less skilled. Taken together, these findings suggest that causal uncertainty may not produce more problematic interactions, but rather, high causally uncertain individuals may simply perceive their conversations more negatively.

C17

INTERPERSONAL FOCUS IN SPORTS AS A PREDICTOR OF INTERPERSONAL SENSITIVITY OF PLAYERS *Jared Majerle[1], Judith Hall[1], Marianne Schmid Mast[2]; [1]Northeastern University, Boston, [2]University of Zurich, Zurich, Switzerland* — The interpersonal focus in athletics varies depending on the type of sport. While some sports place emphasis on teammates working together to achieve a goal (cooperation), others emphasize individual athletes surpassing a set standard or goal (personal striving). The present research explored the relationship of these varying interpersonal aspects of athletics to interpersonal sensitivity, specifically, accuracy in recalling another participant's performance on an anagram solving task. If a relationship exists, it could mean people are becoming differentially attuned to certain interpersonal skills as a result of athletic experience. Alternatively, it could mean that people choose sports that reflect already existing interpersonal sensitivity. To investigate this relationship, participants were assigned to dyads of varying gender composition and asked to solve 5-letter anagrams. Participants in these dyads either competed with each other for a five-dollar prize, or worked in a co-action condition without incentive. Participants were then asked to recall the performance of their partner. Accuracy in recalling partner performance correlated with the participant's type of athletic experience, especially under competition. It was found that men who had participated in sports that were characterized by a strong personal striving aspect were less accurate in their recall of partner performance while men partaking in sports with a prominent cooperative aspect were more accurate in recalling partner performance recall. None of these trends was observed among women. The findings suggest that there is a relationship between sport type/athletic experience and behaviors of people while they are off the field that varies according to the athlete's gender.

C18

MARITAL QUALITY, ATTACHMENT SECURITY, AND PEER RELATIONSHIPS *Rachel Lucas-Thompson; University of California, Irvine* — This longitudinal study assessed associations between parents' marital quality, children's relationship with mother, and friendship quality in sixth grade, using a large, national sample. Previous research has established a positive relation between attachment security and friendship, as well as between marital quality and attachment security. The goals of this study were to explore associations between marital quality and children's friendships, which have yet to be demonstrated empirically, and to determine whether these associations are moderated or mediated by attachment security. One month after their babies' births, mothers rated the quality of their relationships with their husbands; two years later, the Attachment Q-Sort was used to gauge the child's attachment relationship with mother. When children were in sixth grade, they were observed interacting with their best friend to determine friendship quality. Results suggested that more secure mother-child relationships were associated with higher quality child friendships and parent-parent relationships; in addition, there was a positive association between marital quality and friendship quality. Attachment security moderated the association between parent-parent and child-child relationships: only when marital quality was high was attachment security related to better friendship quality. Results suggest that the marital relationship affects children's emotional and social well being, predicting outcomes in early adolescence as well as early childhood and extending beyond the walls of the home into peer interactions in the laboratory.

C19

BEHAVIORAL CORRELATES OF NON-VERBAL SENSITIVITY *Lawrence D. Wright, David C. Funder; University of California, Riverside* — Abundant research has demonstrated that people vary widely in their sensitivity to nonverbal behavior (e.g., the recent special issue of the Journal of Nonverbal Behavior). However, very little is known about the relationship between nonverbal sensitivity and characteristic patterns of overt social behavior. Yet it seems likely that enhanced ability to under-

stand the behavior of others might be associated with social behavior, because such sensitivity might help one to relate better with others, and also tend to make others more likely to relate better to one. In the present study, scores on a short form of the Profile on Non-Verbal Sensitivity (PONS) were compared to direct behavioral observations of 123 undergraduate participants who interacted in 3-person experimental contexts, coded using the Riverside Behavioral Q-sort (RBQ). Results showed that the PONS total score had numerous correlations with behaviors directly observed in the laboratory. Participants who scored high on the PONS tended to obtain higher ratings on behaviors such as speaking fluently, exhibiting social skills, expressing warmth, and speaking in a loud voice, and were viewed as less awkward, fearful and controlling. Nonverbal sensitivity appears to be associated with positive and adaptive social behavior.

C20

ARE HIGHLY VERSUS LESS COMMITTED COUPLE MEMBERS EQUALLY SUSCEPTIBLE TO NEW INFORMATION ABOUT THEIR PARTNER? *Nicole M. Capezza, Elizabeth S. Slaughterbeck, Ximena B. Arriaga; Purdue University* – People strive for satisfying romantic relationships, but maintaining high satisfaction is not always feasible. As one discovers less-than-perfect partner characteristics or better-than-expected characteristics, this new information may affect one's satisfaction with the relationship. Past research shows that satisfied individuals are more likely to construct positive evaluations when faced with negative information about a partner and to see more virtues in a partner than are less satisfied individuals (Murray & Holmes, 1999; Murray, Holmes, Dolderman, & Griffin, 2002). Building on partner enhancement and interdependence concepts, we examined how people differ in their ability to maintain a satisfying relationship. We hypothesized that, when faced with new partner information, less committed people would feel more uncertain and adjust their satisfaction more than highly committed people. Forty-one dating couples (n = 82) completed a 2 (negative v. positive feedback) x 2 (high versus low commitment) between-subjects experiment. Couple members individually indicated their commitment level, were given either positive or negative false feedback about the partner (through a cover story), and then indicated their satisfaction level under the guise of a separate study. Consistent with hypotheses, less committed individuals were more susceptible to new information as compared with highly committed individuals, and this increased susceptibility to new information was mediated by feeling uncertainty about the relationship. This study suggests that highly committed people are less reactive to new things they learn about a partner, whereas less committed people weigh more heavily each new piece of information about the partner and adjust their satisfaction accordingly.

C21

REACTIONS TO REASSURANCE SEEKING AS PREDICTORS OF DYSPHORIA *Jennifer Passey, Jill A. Jacobson; Queen's University* – According to Coyne's (1976) interpersonal theory of depression, depressive symptoms are aversive to interaction partners, but at the same time induce feelings of guilt that inhibit the expression of overt annoyance or hostility. While rejecting and avoiding the dysphoric person, the interaction partner simultaneously exhibits reassurance and support. Upon recognition of this inconsistency, a cycle begins. Specifically, the dysphoric person becomes less certain within social interactions, responds by seeking even more emotional and informational support, the partner responds with ambiguous feedback making the dysphoric person more depressed and more likely to seek reassurance again. Several researchers have identified reassurance seeking as a vulnerability factor for dysphoria (e.g., Joiner & Metalsky, 2001); however, no studies have determined whether specific types of reassurance seeking exist and their effect on Coyne's cycle of depression. In the present longitudinal study, 119 same-sex roommate pairs provided examples of their own and others' reassurance seeking statements and their own and others' reactions to reassurance seeking. Reassurance seeking statements specific to the roommate friendship and validation of behavior significantly predicted negative reactions from others. When controlling for dysphoria at Time 1, reactions indicating unsure feelings about the target at Time 2 significantly predicted dysphoria in the target at Time 3. Furthermore, in support of Coyne's theory, negative reactions to reassurance seeking at Time 2 partially mediated increases in depressive symptoms from Time 1 to 3. However, contrary to expectations, positively and negatively valenced reassurance seeking were significantly associated with oppositely valenced reactions from others.

C22

EMPATHIC ACCURACY IN COMPUTER-MEDIATED COMMUNICATION *Jill A. Jacobson, Kyla C. Bondy, Eliane M. Boucher; Queen's University* – Empathic accuracy research has focused on face-to-face (FtF) situations where individuals have access to both verbal and nonverbal cues. Little attention, however, has been given to other mediums like computer-mediated communications (CMC). Chat rooms and other forms of CMC are increasingly used for business and social activities, but communications in these settings may not replicate findings from FtF interactions. For example, due to the absence of nonverbal cues, empathic accuracy might be quite difficult to achieve in CMC. To test this, we adapted Ickes and his colleagues' (1990) empathic accuracy task. Fifty-four dyads participated in an online discussion in which one partner presented a personal problem. Afterwards, partners separately reviewed a printed transcript of the conversation and indicated their specific thoughts or feelings. They then exchanged transcripts and attempted to infer their partner's thoughts and feelings. We also investigated the effects of assigned role (problem revealer versus listener) and individual differences in causal uncertainty (i.e., confusion about one's causal understanding) and the importance of causal understanding. Overall levels of empathic accuracy (32%) were similar to those obtained in a separate study using a FtF format (30%). Participants' role and individual differences also had an effect. The empathic accuracy of participants for whom causal understanding was important showed no role or causal uncertainty differences. However, for low importance people who revealed a problem, higher CUS scores were associated with greater accuracy. In addition, high causally uncertain, low importance participants were more accurate when they were problem revealers rather than listeners.

C23

EYE MOVEMENTS REVEAL SOCIAL REFERENCING OF MINORITY GROUP MEMBERS IN THE FACE OF POTENTIAL DISCRIMINATION *Daniel Richardson[1,2], Jennifer Randall Crosby[2], Benoît Monin[2]; [1]University of California, Santa Cruz, [2]Stanford University* – When a comment is made that has the potential to offend a certain group, anecdotal evidence suggests that listeners will immediately look at any members of that group who are present. Why is this? One explanation is that listeners simply fixate all stimuli that have relevance to the comment. Another possibility is that people practice social referencing – they determine if discrimination has occurred by measuring their own reaction against the reaction of an individual with perceived standing, such as a member of the potentially victimized group. In this experiment, participants were eye tracked as they watched people discuss university admissions. All participants expected to be asked for their own opinions, and all four discussants were visible at all times. The key manipulation was whether a Black individual who appeared onscreen was said to be able to hear the comments or not. When one conversation participant voiced strong opinions against affirmative action, we measured the amount of time participants looked at the Black individual. The anecdotal evidence was confirmed: participants did fixate the Black individual when the comments were made. These looks only occurred, however, when the participants believed the Black individual could hear (and presumably react to) the comments. As predicted by the social referencing hypothesis,

participants do not simply direct attention to members of minority groups whenever affirmative action is mentioned. Instead, participants seem to direct their attention to individuals with standing in order to determine the appropriate response when faced with the possibility of witnessing discrimination.

C24

THE INVARIANCE OF THE ANGRY=BLACK ASSOCIATION ACROSS THE LIFESPAN *Yarrow Dunham, Mahzarin Banaji; Harvard University* – Hugenberg & Bodenhausen (2004; Study 1) reported that racially-ambiguous angry faces were more likely to be classified as Black than the same faces when presented with happy expressions. The working interpretation of this effect is that it is driven by stereotypical associations between Black and anger or negativity. A benefit of this simple task is that it can be easily administered to young children, allowing us to chart the developmental emergence of this 'angry=Black' effect. To do so, we tested 145 non-Black children (ages 3 to 13) and 40 adults on a simplified version of the ambiguous face task, replicating the result that ambiguous angry faces are more likely to be classified as Black. Most importantly, this angry=Black effect did not vary with age: From age 3 through adulthood, the magnitude of the effect remained invariant. However, other aspects of racial classification, such as the tendency to exclude ambiguous faces from the ingroup, and the use of facial hue as a cue to race, did show age-related change, with children becoming more likely to categorize ambiguous faces as Black and showing greater sensitivity to hue as a function of increasing age. Taken together, these results suggest that even very young children possess the culturally prevalent association of Black with the negative emotion of anger. Future research will examine whether this effect is the result of a specific stereotypical association with Black, or rather a more general negativity that would also be extended to other outgroups.

C25

SOCIAL LOAFING IN INTERACTING GROUPS FROM DIVERSE CULTURAL BACKGROUNDS *Martin Lanik; California State University, Stanislaus* – Social loafing has been described as the tendency to exert less effort when working collectively than when performing coactively (Karau & Williams, 1993). However, in most studies, participants in the collective condition worked independently, without interaction. Wageman (1999) argued that this type of experimental design is not representative of most small group situations because participants are more like coactors than team members. The goal of the present study was to investigate social loafing in interacting groups from diverse cultural backgrounds. Forty American minority (mostly Hispanic-American), 30 American non-minority, and 40 Slovak students, were assigned to mixed gender triads to complete a single jig saw puzzle as a group in a limited time. Individual performance was measured by distinct colors on the back of each piece; only half of the groups (identifiable) were aware that their individual contributions were being monitored. Results revealed a statistically significant cultural background by identifiability interaction. A post hoc test revealed a social loafing effect among non-minority Americans, a social striving trend among minority Americans, and no differences between the identifiable condition and control group among Slovaks. Findings of the present study suggest that social loafing is generalizable only to interacting groups from the American non-minority culture. Further, the results confirm past research (Gabrenya, Wang, & Latane, 1985; Wagner, 1995) showing social loafing to be a culture-specific phenomenon that can be attributed to the value of individual vs. collective outcomes.

C26

MOTIVES TO MAINTAIN EGALITARIAN SELF IMAGES SHAPE INTERRACIAL FEEDBACK *Reshma Stafford[1], Kathleen Kennedy[2], Kent Harber[1]; [1]Rutgers University at Newark, [2]Princeton University* – Whites sometimes provide more praise and less criticism to Blacks than to fellow Whites for work of equal merit (Harber, 1998). Initial studies suggested that this positive feedback bias is motivated by Whites' desires to maintain their own egalitarian self-images (Harber, 1998; Harber, 2005). The present directly study tested whether this is so by affirming, leaving unchanged, or threatening Whites' egalitarianism before presenting a feedback task. Students in a teacher-training program (n = 72) supplied feedback on a poorly written essay supposedly authored by either a Black or a White undergraduate. Before critiquing this essay participants completed a survey that, in the "affirmed condition", elicited responses sympathetic towards minorities (e.g., Should America oppose racism, at home and overseas?), in the control condition elicited responses unrelated to minorities (e.g., Have fuel prices changed your travel behavior?), and in the "threatened condition" elicited responses unsympathetic to minorities (e.g., Should people be allowed to keep the Confederate flag in their own homes?). Interactions between writer race and egalitarianism conditions (affirmed, unchanged, or threatened) confirmed that self-image concerns moderate the feedback bias. "Black writer" participants supplied more positive summary evaluations, a greater number of positive hand-written comments on the essays, and a greater number of equivocating "buffers", than did "White writer" participants—but only if their egalitarianism had been threatened. "Black writer" participants whose egalitarianism had been affirmed did not show the positive bias, but instead provided feedback equally critical to that of "White writer" participants, who did not differ across the egalitarianism conditions.

C27

THE SOCIAL SUPPORT OPINION SURVEY *Kent Harber[1], Kathleen Kennedy[2], Robin Freyberg[3,4], Lee Jussim[1]; [1]Rutgers University, Newark, [2]Princeton University, [3]Stern College for Women, [4]Yeshiva University* – This research introduces the Social Support Opinion Survey (SSOS), the first measure to examine social support from the helpers' perspective. The Directive subscale assesses whether people believe that they should instruct copers and take charge of copers' problems. The Nondirective subscale assesses whether people believe that they should allow copers to maintain control and support the copers' decisions. Studies 1 and 2 showed that the SSOS is a reliable measure, and that the directive and nondirective subscales are mutually independent. Studies 3 and 4 showed that social support opinions correspond to people's cognitive styles, emotional skills, and interpersonal motives. Specifically, directive support related positively to just world beliefs, intolerance for ambiguity, need for structure, and a zero-sum orientation towards relationships. Nondirective support related positively to empathy and to a communal orientation towards relationships. Studies 3 and 4 also showed that inclinations to supply directive or nondirective support to others were positively related to having respectively received directive or nondirective support oneself. In Study 5 participants first completed the SSOS and then several weeks later responded to vignettes in which they imagined helping friends facing a variety of difficulties. Across the seven vignettes, directive helping was positively related to advising and criticizing, and negatively related to listening and feeling sympathy. Nondirective helping was positively related to listening and sympathy, and was negatively related to advising and criticizing. Directive and nondirective helping appear to be reliable, valid constructs that may provide important clues to when social support succeeds and when it fails.

C28

PSYCHOSOCIAL RESOURCES MODERATE VICTIM BLAMING *Michal Einav-Cohen, Kent Harber; Rutgers University* – The tendency to unfairly blame victims undermines victims' willingness to seek help and deters them from reporting crimes. People appear to victim-blame in order to protect their own psychological resources. Encountering victimization may arouse states likely to tax resources, such as fear, guilt, or distress. By blaming victims for their own misfortunes, these negative states can be averted. If victim blaming is related to psychosocial resources, then blaming should increase when resources are depleted, and decrease when resources are augmented. Three studies confirmed that this is so.

In Study 1, participants' resources were depleted, left unchanged, or augmented by having participants recall a past betrayal, a neutral social contact, or a positive social support source, respectively. Participants then viewed a scene from The Accused in which the heroine is sexually assaulted. Participants whose resources were depleted subsequently blamed the heroine more than did other participants. Study 2, employing procedures similar to those in Study 1, found that securely attached participants blamed the victim less than did their insecurely attached counterparts. Study 3 tested whether self-worth, a resource unrelated to social contacts or internal social models, would moderate victim blaming. Participants' self worth was raised or lowered, respectively, by having them recall a past success or failure in a highly valued domain. Control participants recalled completing a mundane chore. As predicted, participants whose self-worth was enhanced blamed the victim less than did other participants. These studies provide converging evidence that psychosocial resources moderate social judgment generally, and victim blaming in particular.

C29

MORE COMPLEX SELVES ARE LESS HAPPY SELVES: PERSONALITY CHARACTERISTICS MODERATE THE LINK BETWEEN GREATER SELF-COMPLEXITY AND POORER WELL-BEING *Allen McConnell[1], Laura Strain[1], Robert Rydell[2]; [1]Miami University, [2]University of California at Santa Barbara* – A recurring finding in the self literature is that people who are greater in self-complexity (i.e., those with many, diverse multiple selves), on average, experience poorer well-being (e.g., McConnell et al., 2005; Woolfolk et al., 1995; for a review, see Rafaeli-Mor & Steinberg, 2002). But why does this relation exist? And in particular, are there meaningful individual differences (e.g., less openness, less agreeableness) associated with poorer well-being that might account for this outcome? In the current study, participants (N=85) completed a self-complexity task, measures of well-being (e.g., the CES-D, the Rosenberg self-esteem scale, a measure of stress-related illnesses), and a personality inventory based on the five-factor model (NEO-PI-R; Costa & McCrae, 1992). Replicating past results, we found that those greater in self-complexity reported poorer well-being, overall (e.g., greater depression, lower self-esteem, more stress-related illnesses). However, this relation was moderated by three different personality factors. Specifically, the relation between greater self-complexity and poorer outcomes was especially strong for those reporting less openness, less agreeableness, and less conscientiousness. Thus, it seems that specific personality characteristics associated with less-than-optimal behavior qualify the relation between self-concept representation and well-being. Implications for the interconnections between social cognitive and individual difference perspectives on the self are discussed.

C30

JUDGMENT OF THE IMPACT OF LIFE EVENTS: EVIDENCE FOR VALENCE DEPENDENT SELF-SCRUTINY *Rachel Smallman, Neal Roese; University of Illinois, Urbana-Champaign* – People tend to be self-serving when summarizing how events impact their lives, seeing negative events, for example to have bigger emotional effects on others than on the self. Past research, for example in literatures on the "third person effect" and the "personal-group discrimination discrepancy," suggests that judgments about positive events are more variable and complex. To explain this, we hypothesized a pattern of valence-dependent self-scrutiny in judgments of event impact. When judging the impact of positive events (e.g., a beautiful sunset), individuals consider their own personal attributes ("I have an artisitic eye ..."). By contrast, when judging the impact of negative events (e.g., a trafffic jam), people use a simpler self-protective heuristic ("it's not that bad") without consideration of personal attributes. We demonstrated this valence-dependent pattern using a task-facilitation paradigm in which individuals completed a series of paired judgments of event impact (positive vs. negative), each followed by a trait self-ascription. For positive events, trait ascription RTs were facilitated by prior event impact judgments relative to control judgments, suggesting that consideration of positive events prompted access of self-relevant information from memory. For negative events, however, no such facilitation was evident. This finding suggests a specific mechanism that contributes to asymmetries in self-serving bias observed in previous research.

C31

THE EVALUATIVE TRAITS QUESTIONNAIRE (ETQ): INITIAL DEVELOPMENT AND VALIDATION OF AN ALTERNATIVE MEASURE OF POSITIVE AND NEGATIVE VALENCE *Leonard J. Simms[1,2], Tom Yufik[1,2], Jeff P. Thomas[1,2]; [1]University at Buffalo, [2]The State University of New York* – The Big Seven model of personality—which emerged from the lexical tradition using a less restrictive set of personality trait descriptors than was used historically in the evolution of the five-factor model (FFM) of personality (Tellegen & Waller, 1987)—includes five dimensions similar to the FFM and two evaluative dimensions—Positive Valence (PV) and Negative Valence (NV). PV and NV reflect extremely positive and negative views of self, respectively, and were hypothesized to be independent of the FFM. However, only one measure of the Big Seven model exists, and this measure includes only higher-order scales. Thus, the primary goals of this study were to (a) develop an alternative measure of PV and NV—the Evaluative Traits Questionnaire (ETQ)—to be used in structural personality studies, and (b) explore their lower-order facet structure. To do this, we defined each construct following a thorough literature review, developed an overinclusive item pool, and conducted several rounds of data collection and psychometric analyses. Data were collected in two samples of undergraduates to create (N = 327) and cross-validate (N = 558) provisional scales. Factor analyses in both samples revealed two correlated and broad factors reflecting PV and NV, as well as lower-order facets of each. Provisional scales were developed both at the higher- and lower-order levels, and the resultant scales demonstrated good internal consistency (median alpha = .85), adequate temporal stability (median r = .73), and variable self-other agreement (rs = .15 and .39 for PV and NV, respectively). Implications for structural personality theory are discussed.

C32

APPRAISALS OF OTHERS' TRANSGRESSIONS IN CLOSE RELATIONSHIPS AND THE LINK WITH RESPONSES TO DISSATISFACTION. *Cheryl Harasymchuk[1], Beverley Fehr[2]; [1]University of Manitoba, [2]University of Winnipeg* – The purpose of the present study was to examine the link between appraisals and responses to dissatisfaction in the context of romantic relationships and same-sex friendships. Participants described situations where her or his romantic partner/ close same-sex friend transgressed (e.g., lied, broke plans). Participants were then asked to rate their appraisals of the situation, and how they responded to their partner's/ friend's transgression (using the Exit-Voice-Loyalty-Neglect model). The results suggest that a pattern of appraisals reflecting competency and control may underlie people's decision to respond to dissatisfaction. The appraisals concerning doubts about one's ability to adapt and uncertainty in the long-term implications were associated with destructive responses (neglect and exit) across relationship type. In contrast, individuals who were more likely to make appraisals that they were sure about their ability to adapt and believe that they could have altered the situation were more likely to report responding with an active, constructive response (voice)—however, only in romantic relationships. In the context of friendships, the appraisal of personal responsibility and a belief that one could have altered the situation was associated with the passive, constructive response, loyalty. These results support the idea that specific appraisals underlie responses to dissatisfaction. In addition, the findings offer insight into the reported lesser tendency of friends to use voice in friendships (vs. romantic relationships), namely a pattern of appraisals that suggest a lesser confidence in one's ability to actively and constructively resolve disputes.

C33

THE ROLE OF PASSIONATE LOVE AND ATTACHMENT STYLE IN THE PURSUIT, ATTAINMENT, AND FRUSTRATION OF INTIMACY GOALS WITHIN COUPLES *Michael Vernon, Paula Pietromonaco; University of Massachusetts, Amherst* – The goals of the present study were to examine the contribution of attachment style and passionate love to the pursuit, attainment, and frustration of intimacy goals, and to examine three sources of goal interference (i.e., own behavior, partner behavior, and external circumstances). Both members of 155 dating couples independently completed an Internet survey designed to assess attachment, passion, and relationship goals. Analyses were performed using the Actor-Partner Independence Model (APIM) in HLM. Actors high in passionate love were more likely to pursue and attain intimacy goals and were less likely to report interference by partners. Actors reported greater success in achieving goals when their partners were highly passionate. Actors high in attachment avoidance and anxiety were less likely to attain intimacy goals, were more frustrated, and were more likely to report that their own behavior, their partner's behavior, and external circumstances interfered with goal attainment. When partners were high in avoidance, actors reported greater frustration and were more likely to report that their partner's behavior was a source of interference. When both partners experienced high passion, participants reported less frustration and interference from all three sources. Although passionate love and attachment anxiety were correlated (r=.35), these findings add to a growing body of evidence suggesting passionate love and attachment anxiety relate to distinct processes that differentially affect relationship functioning, and they highlight the importance of assessing the perspectives of both couple members.

C34

USING PROCESS-SIMULATIONS AND EMOTIONAL COMPETENCIES TO ENHANCE COOPERATION IN THE PRISONER'S DILEMMA *Brian Detweiler-Bedell[1], Jerusha Detweiler-Bedell[1], Brooks Fuentes[2], Tess Gilbert[1], Jessica Johnson[1], Katrina Liukko[2]; [1]Lewis and Clark College, [2]Portland Community College* – In the Prisoner's Dilemma (PD), most individuals do not play the game using an optimal, cooperative strategy. However, emotional capabilities and emotionally intelligent behavior should facilitate effective decision-making and cooperation (Salovey, Bedell, Detweiler, & Mayer, 2000). We argue that process-simulations, which approach a task step-by-step (Pham & Taylor, 1999), represent an emotionally intelligent approach to decision-making and will increase cooperation in the PD as compared to outcome-stimulations, which focus on achieving an end-result. In Study 1, we found that participants with strong emotional competencies adopted a more effective, cooperative strategy in the PD when they were encouraged to approach it in an emotionally thoughtful manner (i.e., using a process-oriented approach). However, this finding did not extend to participants with weaker emotional competencies, suggesting that they need additional guidance to achieve the benefits of a process-simulation. In Study 2, we developed a more structured process-simulation, in which participants were asked to write about how their emotions would influence their decisions. In the lab, participants played ten rounds of the PD after engaging in either a structured process-simulation or a structured outcome-simulation. Preliminary results suggest that both emotional competencies and type of mental simulation (i.e., process versus outcome) influenced cooperation. Evidence that the structured process-simulation encouraged higher levels of cooperation among all participants suggests that emotional competencies can be taught.

C35

WHAT IS "APPROPRIATE" EMOTION? DEVELOPMENT OF THE PERCEPTION OF EMOTION APPROPRIATENESS RATING SCALE *Leah Warner[1], Stephanie Shields[1], Jessica McGuire[2]; [1]The Pennsylvania State University, [2]Arizona State University* – Being perceived as appropriately expressing emotion indicates skill in social interactions (Butler et al., 2003). At expressive extremes there is within-culture consensus regarding appropriate expression, but norms are less clear in everyday situations in which expressive behavior is complex and ambiguous. We report development and testing of the Perception of Emotion Appropriateness Rating Scale (PEARS), a multidimensional measure of evaluation of others' emotional expression. Because norms about appropriate type of emotion expressed are clearer than norms about magnitude of expression, we predict that PEARS is sensitive to a range of both deviations from appropriate type and magnitude, whereas global assessment of emotion appropriateness is only sensitive to deviations from appropriate type. Participants (n=131) were shown one of two video clips of an actor showing angry or neutral expressions. Participants were told that the actor was a manager lecturing an employee who had been a few minutes late, had been consistently late, or had stolen $200. Participants rated the manager using PEARS and a global assessment. Factor analysis of PEARS revealed two predicted orthogonal components: type and magnitude of expression appropriate to situation. Global assessment was significantly correlated with the type subscale (r=.75, p<.01), but unrelated to the magnitude subscale (r=.15, p=n.s.), suggesting that global assessment taps expression type without differentiating over- and under-expression. Finally, ANOVA revealed a significant interaction between expression, lecture, and subscale indicating PEARS subscales' sensitivity to type and magnitude. Results are discussed in terms of PEARS' usefulness for research on judgments of emotion appropriateness.

C36

COLLEGE STUDENTS' ATTITUDES TOWARD SLEEP AND SLEEP BEHAVIOR *Sarah Lust[1,2], Kerry Marsh[1]; [1]University of Connecticut, [2]University of Missouri* – Attitudes toward specific health behaviors have been studied in many domains such as smoking, nutrition, and STD prevention. Though biological and clinical advances in sleep abound, almost no empirical research has been done on the role of attitudes in predicting sleep. Sleep is a rather unique domain in which to examine attitude processes because it is presumably affected by both biological components (which constrain controllability) and intentional processes as well. Students (N=143) at the University of Connecticut answered survey questions about their sleep habits and attitudes. Attitude questions were partly based on the Theory of Reasoned Action/Planned Behavior of Fishbein and/or Ajzen. The survey explored subjective norms, self-efficacy, enjoyment of sleep, beliefs about the importance and health benefits of sleep, and attitudes toward specifically sleeping eight hours per night every night. Students reported getting close to the amount of sleep recommended by health professionals (M=8.02 hours per night), yet they reported surprisingly high levels of daytime sleepiness. Regression analyses reveal that self-efficacy (β=0.425) and beliefs about the health benefits and importance of sleep (β=.197) were the primary predictors of sleep obtained per night, ps < .05. However, sleep obtained was not predicted by target-specific attitudes. These results indicate that sleep may be driven more by perceived controllability, and by general pragmatic issues rather than by overtly expressed attitudes toward sleeping 8 hours per night.

C37

JUST PERSONALITY?: THE FIVE-FACTOR MODEL OF PERSONALITY AND REACTIONS TO INJUSTICE *Kile M. Ortigo, David A. Schroeder; University of Arkansas* – Research on personality and reactions to injustice have thus far focused on the five-factor model and self-report measures of vengefulness and forgiveness. This study, however, expands past research by examining NEO PI-R factors and facets in relation to an actual behavioral response to injustice. After completing the NEO PI-R, 203 participants experienced a negative event that violated both expected outcomes and fair procedures, and then decided whether to take revenge, appeal for help, or do nothing at all. Specifically, individuals believed they were competing online with a group for a prize. Eventually in the competition, another player unexpectedly eliminated

the participant, and four options appeared: (1) eliminate the other player as well, (2) write a message to the other player, (3) write a message to the experimenter, or (4) simply do nothing. Overall, 51.7% eliminated the other player (retributive action), 16.7% wrote a letter to the other player, 9.4% wrote a letter to the experimenter (restorative action), and 22.2% quit. Separating participants by their actions and then comparing their group means revealed that Openness to Experience was especially high and Neuroticism especially low for those who wrote letters to the experimenter. In addition, although to lesser extents, Extraversion, Agreeableness, and Conscientiousness scores were all higher for those who wrote letters to the experimenter. Unlike past research, however, Openness to Experience, not Agreeableness, appeared to tell the most about reactions to injustice. The authors discuss possible reasons and implications of these results.

C38

STEREOTYPES DRIVE MEN'S AND WOMEN'S ATTRIBUTIONS TO DISCRIMINATION IN AN AMBIGUOUSLY DISCRIMINATORY SITUATION *Zoe Kinias[1], Laurie O'Brien[1,2], Brenda Major[1]; [1]University of California, Santa Barbara, [2]Tulane University* – We sought to demonstrate that stereotypes of group ability are an important component of discrimination prototypes (e.g., Inman & Baron, 1996), and that prototypes drive attributions to discrimination (ATDs). Specifically, we hypothesized that when applicants for a position are stereotyped to perform poorly in that position they would attribute a rejection more to discrimination than when they were stereotyped to perform well in that position. Importantly, we hypothesized that the stereotypes for performance in particular domains would trump chronic status, such that men and women would be equally likely to make ATDs when they were rejected for a job in a domain where their group was negatively stereotyped. The study had a 2(participant sex: male or female) x 2(position description: stereotypically masculine vs. stereotypically feminine) quasi-experimental design. Participants were randomly assigned to learn that a desirable position they were applying for required either stereotypically masculine or feminine skills. All participants subsequently learned that they had been rejected for the position. Then, we assessed ATDs. Consistent with hypotheses, men were more likely to make ATDs when they were rejected for a job that required stereotypically feminine skills, whereas women were more likely to make ATDs when they were rejected for a job that required stereotypically masculine skills. This suggests that individuals' ATDs are driven by features of the situation rather than by chronic status. Stated differently, people who are stereotyped to perform poorly in a given domain will attribute rejection in that domain to discrimination, regardless of their chronic status level.

C39

THE BIGGER THE BETTER: ASSOCIATIONS BETWEEN AFFECT AND SIZE *Brian Meier[1], Michael Robinson[2]; [1]Gettysburg College, [2]North Dakota State University* – Affective metaphor often borrows from the domain of perception (e.g., good is up and bad is down). Although such mappings can be robust, it is somewhat unclear whether they are obligatory in nature. The present studies examined the extent to which an understudied class of affective metaphors, specifically associating size with evaluation, might bias encoding operations in an obligatory manner. In studies 1 and 2, participants evaluated words that randomly varied in valence (i.e., positive or negative meaning) and size (i.e., 15.5 or 20.5 font size). We found that positive stimuli were evaluated faster (Study 1) and more accurately (Study 2) when presented in the larger (versus the smaller) font size; the opposite was true of negative stimuli. Moreover, in Study 3, affective metaphor had implications for judgment, in that neutral words were rated as more positive when presented in the larger (versus the smaller) font size. Finally, in Study 4, participants categorized the size (i.e., bigger or smaller font size) of positive and negative words. The results revealed that valence was insufficient for biasing size judgments. Altogether, our findings support a pervasive, but unidirectional, association between affect and size. Affective evaluations borrow from the perceptual domain, but not vice versa. Participants, that is, appeared to automatically assume that bigger is better.

C40

PREDICTING NORMATIVE BELIEFS ABOUT MAINTAINING A ROMANTIC RELATIONSHIP AND MOTIVATION TO COMPLY WITH THOSE BELIEFS *Mahnaz Rehmatullah[1], Paul Etcheverry[2], Benjamin Le[3]; [1]University of Texas at Arlington, [2]Iowa State University, [3]Haverford College* – The Theory of Reasoned Action (Fishbein & Ajzen, 1975) posits that intentions to perform a behavior are determined, in part, by normative beliefs (opinions) from social network members about the behavior weighted by motivation to comply with those members. Research applying this perspective to maintaining a romantic relationship (i.e. commitment) found a positive association between normative beliefs and relationship commitment which was strengthened as motivation to comply with the network member increased (Etcheverry & Agnew, 2004). Although these variables help explain social network influence, little research has studied factors that impact network members' normative beliefs about commitment and motivation to comply with those beliefs. The current research examines how three variables, participant gender, friend romantic status and parental divorce, predict networks' normative beliefs and motivation to comply with those beliefs. Undergraduates in romantic relationships reported normative beliefs from their father, mother, male friends, and female friends, motivation to comply with those beliefs and information about the network members own relationships. Findings indicate that female participants perceived more support and were more motivated to comply with female than male friends while male participants showed a non-significant reversal of this effect. However, both male and female participants were more motivated to comply with and perceived more supportive beliefs from mothers than fathers. Parental divorce was associated with decreased support from and motivation to comply with fathers but had no effect on these variables for mothers. Finally, participants perceived more support from friends who were in romantic relationships than single friends.

C41

SPECIFIC AND GENERAL METAPERCEPTIONS OF EVALUATION: CAN WE PREDICT WHAT OTHERS THINK ABOUT US BEFORE WE MEET THEM? *Alecia Santuzzi; University of Illinois, Urbana-Champaign* – When meeting people for the first time, we wonder what they think about us. The question that arises is to what extent our metaperceptions are correct. Increased acquaintance may increase interpersonal accuracy of personality judgments as information about interaction partners is collected throughout the relationship. This may not be the case for evaluative judgments, which may be formed more immediately (e.g., first impressions). The goal of this study was to examine whether perceivers' accuracy in predicting how others view them is improved after social interaction. Twenty-nine groups of four participants who previously did not know each other completed measures of self-perception, general metaperception (perceptions of how others generally perceive them), self esteem, and self-consciousness. Participants then interacted in a round-robin design, rated each other on evaluative items, and postdicted others' evaluations of themselves (specific metaperceptions). The social relations analysis revealed that evaluations of others were driven by perceivers' response sets (perceiver effects), consensual evaluation of targets (target effects), and unique impressions between particular perceivers and targets (relationship effects); metaperceptions were driven by perceiver and relationship effects. Correlations between systematic components of metaperceptions and evaluations implied similar degrees of accuracy when comparing general and specific metaperceptions. Although self esteem and self-consciousness showed small relationships with components of evaluation, these variables held stronger relationships with self-perceptions and metaperceptions. Taken together, results suggest that accuracy in evalua-

tive metaperceptions does not improve with brief acquaintance. Furthermore, self esteem and self-consciousness play a stronger role in metaperceptions than in evaluations of others.

C42

SELF-REGULATORY STRATEGIES AND ACHIEVEMENT GOAL PURSUIT: WHEN AND WHY DO MASTERY GOALS PROMOTE PERFORMANCE? *Chris Hulleman, Jonathan Trinastic, Judith Harackiewicz; University of Wisconsin-Madison* — Achievement goal research has demonstrated that performance-approach goals predict performance whereas mastery-approach goals predict intrinsic motivation (Harackiewicz et al, 2002). This consistent pattern of findings runs counter to traditional theorizing, which states that mastery-approach goals should be good for both intrinsic motivation and performance. We hypothesized that these goal effects might depend on the type of performance measured. The current study examined goal effects on two different measures of performance. The mediating role of self-regulatory strategies was also examined. Participants went through a computerized instructional program on biology. The presentation was designed to mimic a classroom learning environment. Participants' achievement goals were measured at the outset of the session. After participants had finished the learning session, they were given an opportunity to study the material on their own. Task performance was measured by an exam that contained both multiple choice and essay questions. Intrinsic motivation was assessed via self-report. Results indicated that both mastery- and performance-approach goals were positive predictors of performance on multiple choice questions. On the essay questions, mastery-approach goals were positive predictors, and mastery-avoidance goals were negative predictors, of performance. In addition, the mastery goal effects were mediated through participants' self-regulatory learning strategies. For task interest, mastery-approach goals were positive predictors and mastery-avoidance goals were negative predictors. These results help us understand the theoretical puzzle of the missing relationship between mastery goals and performance outcomes. This study demonstrates that the mastery goal-performance relationship may be evidenced in situations where effective self-regulation is required for performing well.

C43

PEERS AND PERFORMANCE: HOW IN-GROUP AND OUT-GROUP COMPARISONS MODERATE STEREOTYPE THREAT EFFECTS *Ronald Elizaga, Keith Markman; Ohio University* — Research on the phenomenon known as stereotype threat (e.g., Steele & Aronson, 1995; Spencer, Steele, & Quinn, 1999) has focused on how negative stereotypes can lead the targets of those stereotypes to under-perform on challenging tests. The present study examined how exposure to the performance of in-group and out-group members can both exacerbate and minimize the negative effects of stereotype threat. Female participants learned that they would be taking a math test that was either diagnostic or non-diagnostic of their math ability. Prior to taking the test, however, participants interacted with either an in-group member (a female college student) or an out-group member (a male college student) who had just taken the test, and learned that the student had either performed well (strong-performer) or poorly (poor-performer) on the test. Subsequently, participants took the test themselves. It was predicted that interacting with either an in-group member or an out-group member whose performance was consistent with the negative stereotype (i.e., the female poor-performer or the male strong-performer) would exacerbate stereotype threat effects (i.e., poorer performance in the diagnostic relative to the non-diagnostic condition), while interacting with an in-group member or an out-group member whose performance challenged the negative stereotype (i.e., the female strong-performer or the male poor-performer) would eliminate stereotype threat effects (i.e., no difference in performance between the diagnostic and non-diagnostic conditions). The results supported these predictions, highlighting the manner whereby peer-group social comparisons can exert a powerful influence on women's math test performance when negative stereotypes are salient.

C44

SOCIAL INFORMATION-PROCESSING PREDICTS COLLECTIVE DELINQUENT BEHAVIOR: INTERACTIONAL MODEL OF FRIEND VERSUS PEER INFLUENCE *Hiroyuki Yoshizawa, Toshikazu Yoshida; Nagoya University* — This article examined the interactional model of friend versus peer influence on personal and collective delinquency, based on the social information-processing model. In study 1, the basic causal model (Yoshizawa & Yoshida, 2004), in which we proposed that the effect of knowledge structures of social rules on socially delinquent behavior tendencies (SDBT) would be mediated by cognitive distortion, was confirmed on 172 high school students. Knowledge structures were assessed by participants' application of social rules to interpersonal conflict situations based upon differentiation (mutual independence of social rules), integration (consistency of rules), application (number of rules applied), and social appropriateness (their general appropriateness) indices. Cognitive distortion was assessed by Self-Centeredness, Blaming Others, and Minimizing Lies. SDBT was assessed by evaluation of the seriousness and punitiveness of delinquent behaviors. The subjective interactional model by participants' ratings revealed that peer influence was greater than the influence of a single best friend. In study 2, the basic causal model was not confirmed on 115 junior high school students. The objective interactional model by both self-ratings and friend and peer own ratings revealed that friend or peer deviancy were shared mainly at the cognitive level, but not at the behavioral potential level. The differences in the causal directions between friend and peer implied that friend's influence was construed as intentional seeking for deviant others, whereas peer influence was construed as deviancy training. The difference in the basic causal model between the two studies was discussed from a developmental perspective.

C45

THE IMPACT OF PLANNING ON ROMANTIC RELATIONSHIP COMMITMENT *Justin J. Lehmiller, Christopher R. Agnew; Purdue University* — According to the Investment Model (Rusbult, 1980), one factor that affects commitment to a romantic partner is the investments one has put into a relationship. Investments include both past and planned resources tied to a given romantic involvement (Goodfriend & Agnew, 2004). The goal of the current experimental investigation was to examine whether encouraging the creation of planned relational investments increases romantic commitment. Heterosexual college undergraduates (N=160) were assigned to one of three conditions: (1) elaborating future relationship plans, (2) elaborating future individual plans, or (3) a no-plan control condition. After the manipulation, participants completed a measure of relationship commitment (Rusbult, et al., 1998). We hypothesized that elaborating future relationship plans would be associated with greater relational commitment compared to the other conditions. However, a significant main effect for condition was not found. Rather, a significant condition by gender interaction emerged. Subsequent analyses revealed that our hypothesis was supported only for women. Specifically, women elaborating future relationship plans reported significantly higher commitment to their partners than did women elaborating future individual plans, with the control condition falling in between these two experimental conditions. In contrast, commitment did not differ significantly for men across conditions. A content analysis of the idiosyncratic plans generated by participants provides insight into this pattern of results. When elaborating future relationship plans, women tended to make more long-term plans than did men. Therefore, elaborating future relationship plans may increase romantic commitment, but the qualitative nature of the plans may moderate this effect.

C46

INTERGROUP EMOTION RESPONSES TOWARD MERIT AND DIVERSITY SELECTION PROCEDURES *Patricia Garcia-Prieto, Diane Mackie; The University of California Santa Barbara* – Perhaps the most obvious and salient aspect of the question of equity management in employment (i.e., affirmative action, EEO, diversity management) is the emotions it sparks, yet most research has focused on attitudinal responses rather on discrete emotions. In this study we investigated the impact of race/ethnic group membership (White vs Hispanic) and pretest race/ethnic identification on emotion responses toward merit-based and diversity-based selection procedures. Fifty-two White and 39 Hispanic female participants were asked to review the application materials of a fellow student, always a Hispanic female, recently hired as a mentor for first year psychology students, and to report the emotions felt about the selection procedure. When participants were confronted with the merit selection procedure, the only emotions that were reliably predicted by the interaction between racial/ethnic group membership and racial/ethnic public identification were anger and resentment. The more the Whites perceived their group as being negatively regarded by others, the angrier and the more resentful they felt about the hire of a Hispanic female under the merit-based selection procedure. For participants confronted with the diversity-based selection procedure, guilt and shame were reliably predicted by the interaction between racial/ethnic group membership and public racial/ethnic identification. The more Hispanics perceived their ethnic group as being positively regarded by others, the guiltier and the more ashamed they felt about the hire of a Hispanic female under the diversity-based selection procedure. In contrast, the more the Whites perceived their racial group was positively regarded by others, the less guilty they felt. Results are discussed within an intergroup emotion theory framework.

C47

STEPPING OUT OF CHARACTER: EFFECTS OF VICTIMIZATION HISTORY AND GENDER ON PERFORMANCE IN A LEADERSHIP ROLE *Christopher Garris, Monica Harris, Richard Milich; University of Kentucky* – Although a large literature exists on the short-term consequences of childhood victimization, little research has looked at the effects of being chronically victimized on patterns of social interaction in adulthood. The current study tested the hypothesis that college students with a history of childhood victimization would exhibit more anxiety, less comfort, and less dominance in a dyadic problem-solving interaction. One hundred dyads were recruited to participate in a 2 (victimization history: victim vs. nonvictim) X 2 (power manipulation: boss vs. equals) study. Victims were recruited from the upper quartile of responses to a childhood victimization screening measure. Participants were videotaped while role-playing members of a company hired to solve the campus-parking dilemma. They also completed questionnaires measuring their anxiety regarding the interaction and their impressions of their partner. Analyses revealed several main effects of the power manipulation: Perceivers assigned to the boss role were rated as appearing more dominant, comfortable, and engaged in the interaction. As hypothesized, videotape coding also revealed that victims exhibited less comfort than nonvictims during the interaction ($p = .023$), and tended to show less friendliness ($p = .081$). Victim status also interacted with power role, such that victims actually performed better in the boss role than in the equal-status role. Perhaps giving victims a legitimate power role enables them to overcome their dispositional passivity. Interactions involving gender revealed that men in equal-status interactions were less engaged and had lower-quality solutions than did women but not when assigned to a leadership role.

C48

SOCIAL RELATIONSHIPS AND SEXISM IN THE U.S. AND IN TAIWAN *I-Ching Lee[1], Felicia Pratto[1], Mei-Chih Li[2]; [1]University of Connecticut, [2]National Chengchi University* – Sexist comments or sexual discrimination has been found to come from parents, siblings, teachers, and coworkers (Lott, Asquith, & Doyon, 2001). Yet, there is hardly any empirical research concerning norms about family relationships and sexism. In this poster, Taiwan, which emphasizes family relationships, and the U.S., which emphasizes individuality and competition, are contrasted to demonstrate cultural implications for sexism. Two types of sexism, hostile and benevolent (Glick & Fiske, 1996, 1997), are distinguished, one tied to each culture. Whereas hostile sexism should affect American's bias in favor of men more than benevolent sexism, benevolent sexism should affect Taiwanese bias for men more than hostile sexism. Family values on deference and attitudes of hierarchical intergroup relationships (i.e. SDO) were hypothesized to link to sexism in both cultures. A survey study and an experimental study were conducted in Taiwan and the U.S. Based on a structural equation modeling of the survey data, family values of deference and social dominance orientation were found to be related to hostile and benevolent sexism in the U.S. However, the path of family values of deference on hostile sexism was not significant on the Taiwanese male sample. Furthermore, the experimental study found that whereas benevolent sexism was linked to Taiwanese participants' bias in favor of men on a resource allocation task, hostile sexism was liked to U.S. participants' bias in favor of men on a similar task. Implications of family values on deference and SDO on sexist ideology and sexist behavior are discussed.

C49

HOW DISADVANTAGED GROUP MEMBERS EXPLAIN THEIR FAILURE: IMPACT OF THE SALIENCE OF IN-GROUP CATEGORY. *Nobuko Asai, Minoru Karasawa; Kobe University, Japan* – Members of socially disadvantaged groups often receive derogation and discrimination. When members of such a group receive negative treatment, even if they received it individually, it is difficult to deny the possibility of discrimination against their in-group caused the unwanted outcome. This tendency would be stronger when in-group category is salient. In this study, we tested the hypothesis that the salience of in-group category would facilitate attribution to discrimination. Female undergraduate students read a scenario of a job interview in which they were instructed to take the viewpoint of an interviewee. They were asked to imagine that the interviewer was a male and that they were interviewed along with another interviewee who was either a male (gender-salience condition) or a female (non-gender-salience condition). They were further told that the result of interview was a rejection. Consistent with our hypothesis, participants in the salience condition were more willing to attribute one's own failure to discrimination against the in-group (i.e., women) than were those in the non-salience condition. However, the discrimination attribution was negatively correlated with their collective self-esteem, regardless of the gender saliency. This implies that the participants acknowledged the possibility of discrimination even though such attribution threatened their collective self-esteem. The finding from the gender-salience condition is particularly important because it suggests that the participants did not distance themselves from the disadvantaged in-group to avert the threat. Possibilities of different coping strategies in the face of threat to social identity are discussed.

C50

THE ROLE OF COMMUNICATION IN THE MAINTENANCE OF STEREOTYPES. *Sayaka Suga, Minoru Karasawa; Faculty of Letters, Kobe University, Japan* – Recent studies have demonstrated that stereotypic expectations result in biases not only in memories and judgments but also in language use. Specifically, behaviors that are consistent with stereotypes tend to be described in dispositional (or "abstract") terms such as trait adjectives, whereas expectancy-inconsistent behaviors are

described in relatively temporary and context-specific (or "concrete") terms such as action verbs (i.e., the "linguistic expectancy bias"). Drawing on the assumption that communicators are aware of the cognitive efficiency of abstract terms in transmitting information , we predicted that people would show a stronger linguistic expectancy bias under an explicit communication goal. In our experiment, undergraduate students were presented with behavioral descriptions of either an in-group or an out-group member, including both stereotype-consistent and inconsistent information. Participants were then asked to reproduce the stimulus information either so that another participant could use the information for his or her judgments about the target in a subsequent task (i.e., communicative goal condition) or as a basis for their own judgments (individual goal condition). The predicted effects were observed only for the out-group target. That is, the out-group member was described in more stereotype-consistent and abstract terms than was the in-group target. More important, this linguistic expectancy bias was enhanced under the communicative goal condition. These results suggest that stereotypic expectancies may be stronger for the out-group. The role of linguistic abstraction in the process of formation and maintenance of stereotypes as well as the collectively shared nature of stereotypes are discussed.

C51

THE ROLE OF SHARED KNOWLEDGE IN GROUP PROCESSES - A RECURRENT CONNECTIONIST MODEL *Dirk Van Rooy; University of Birmingham, UK* – A multi-agent recurrent connectionist network is used to model socially mediated communication within groups. Within this framework, a group is seen as an information-processing system in which the interaction between agents is determined by the degree to which information is socially shared. The model can successfully reproduce a number of biases, which is illustrated by simulating a number of seminal studies with an extended auto-associative network architecture with nonlinear activation update and the delta learning algorithm for adjusting the connection weights. The model also generates a number of unique predictions, which have been confirmed by experiments in our lab. More generally, it is argued that understanding how knowledge is distributed through social systems such as groups, can help us to control for cognitive bias and social prejudice apparent in many group processes.

C52

RELATIONAL SELF-ENHANCEMENT IN THE UNITED STATES AND JAPAN: INITIAL CROSS-CULTURAL VALIDATION OF A SCALE *David Dalsky[1], Carol Gohm[2], Kenji Noguchi[3], Kimihiro Shiomura[4]; [1]Shinshu University, [2]University of Mississippi, [3]University of Florida, [4]Iwate Prefectural University* – How do people with a predominantly relational self-construal enhance their self? Gender theorists (Cross & Madson, 1997) suggest that self-enhancement needs may be met by different strategies. The present studies tested the hypothesis that some relational-interdependents tend to use relational self-enhancement. We defined relational self-enhancement as the tendency to praise a close other in one's extended self and receive praise from a close other in one's extended self (a self in which the other is included (Aron & Aron, 1991)). To identify individual differences in this tendency, we constructed a 7-item Relational Self-Enhancement Scale and present initial evidence for the cross-cultural validity of this instrument. 262 American undergraduates and 181 Japanese undergraduates completed the Relational Self-Enhancement Scale and other measures to test the construct validity. Results of Principle Axis Factor analyses suggested a single factor solution for both English and Japanese versions of the scale. Correlations confirmed most of the hypotheses, suggesting that relational self-enhancers tend to have a relational-interdependent self-construal, tend to include others in their self, are sympathetic towards others, and rely on family support for feelings of self-worth. Relational self-enhancement was not related to collectivism in either country or the cultural-interdependent self in Japan. Interestingly, relational self-enhancement was not related to approval from others or self-enhancement as measured by self/friend or self/other comparisons on positively valenced personality traits. Results generally support the convergent and discrminant validity of the Relational Self-Enhancement Scale in the United States and Japan.

C53

THE POWER OF PERSONAL SIGNIFICANCE IN PROTECTING THE SELF AGAINST RETRIEVAL INHIBITION *Alison Attrill, Malcolm MacLeod; University of St Andrews, UK* – Recent research demonstrates heightened interest in the potential role of inhibitory mechanisms in self-perception and self-categorisation processes. Specifically, research has considered factors that determine the activation saliency of one self-category over other activated categories to guide the processing, interpretation and behavioural responses to socially-relevant stimuli. Although recent findings would suggest that information can be rendered insusceptible to some types of inhibitory processing by virtue of self-referential encoding, the act of retaining all available self-knowledge in consciousness is likely to be counterproductive to cognitive functioning and the ability to adapt to a constantly changing social world. The level of personal significance attributed to self-referentially encoded information was therefore considered as a factor that would determine the extent of inhibitory processing for self-referent information. Using the retrieval practice paradigm, participants rated positive and negative trait adjectives for their level of characteristic self-descriptiveness. Guided retrieval practice was then given either to personally significant characteristic or less personally significant uncharacteristic traits. In a subsequent surprise free recall task, the characteristic information was shown to be resistant to inhibitory processing. Typical retrieval-induced forgetting effects emerged, however, for self-referentially encoded information subjectively considered to be personally insignificant. Furthermore, this pattern of active forgetting remained unaffected by either the valence of the studied traits, or the implicit (Study 1) and explicit (Studies 2 & 3) methodologies employed to gauge the level of characteristic descriptiveness of the traits. The implications of these findings for understanding the cognitive goals of self-category activation saliency are considered.

C54

INTRUSIVENESS IN ROMANTIC RELATIONSHIPS- AN ATTACHMENT THEORY PERSPECTIVE *Shiri Lavy, Mario Mikulincer; Bar-Ilan University* – According to attachment theory, the equilibrium between proximity and autonomy in close relationships is one hallmark of secure attachment. In this poster, we report findings from two new studies that extend existing research on adult attachment by focusing on the associations between attachment insecurities and intrusiveness in romantic relationships -- a core manifestation of proximity-autonomy imbalance and a risk factor for relationship distress. In Study 1, participants completed scales tapping attachment orientations, engagement in intrusive behaviors, and perception of partner's intrusiveness. In Study 2, we assessed the cognitive accessibility of intrusive-related thoughts and the potential effects of contextual activation of the sense of attachment security (subliminal priming of the name of participants' attachment figures). Specifically, participants read three types of sentences (having intrusiveness, non-intrusiveness relational, or non-relational meaning), with half of the sentences written in a grammatically incorrect manner. Participants were asked to decide whether each sentence was grammatically correct. Reaction times for intrusiveness sentences were taken as a sign of the cognitive accessibility of intrusiveness-related thoughts. Findings revealed that attachment avoidance was significantly associated with less engagement in intrusive behaviors and a tendency to perceive partners as more intrusive. Participants scoring higher on attachment anxiety reported having engaged in more intrusive behaviors within romantic relationships, perceived partners as more intrusive, and showed higher accessibility of intrusiveness-related thoughts. Interestingly, anxious persons' heightened accessibility of intrusiveness-related thoughts was significantly weakened by the contextual activation of attachment security.

C55

SURPRISE AS A META-COGNITIVE CUE IN MEMORY-BASED JUDGMENTS *Patrick Mueller, Dagmar Stahlberg; University of Mannheim, Germany* – The present research examines the influence of surprise on strength and direction of the hindsight bias. Based on the biased reconstruction approach we suggest that surprise can influence hindsight bias via two different paths: (1) Via a direct path, a person will use the feeling of surprise as an information that leads to a construction of an original prediction of an event far away from the actual outcome of the event (resulting in a reduced or even reversed hindsight bias). (2) Indirectly, surprise will be used as a meta-cognition to guide the sense-making process, which in turn should influence the reconstruction process. To test the assumptions of this model two experiments were conducted. In both studies a newly developed experimental paradigm was used, to directly manipulate surprise, independently of the content of the stimulus. As predicted, participants showed lower hindsight bias in low-surprise trials than in high-surprise trials (Experiment 1). In Experiment 2, half of the participants were warned about the non-diagnosticity of surprise for the judgment task. As expected, participants in the warning condition didn't use surprise as a meta-cognitive cue. They showed no differences in the strength of the hindsight bias while participants without warning showed lower hindsight bias in the low-surprise condition than in the high-surprise condition. Additionally, the predicted partial mediation of the interrelation between surprise and the strength of the hindsight bias by sense-making was found. Results suggest that the proposed model adequately describes the influence of surprise on the hindsight bias.

C56

WALKING SLOWLY OR HELPING: DETERMINANTS OF STEREOTYPE OR RESPONSE BEHAVIOR ACTIVATION *Kai J. Jonas, Kai Sassenberg; University of Jena* – Social categories automatically activate stereotypic behavior. Recently, it has been suggested that social categories also lead to automatic response behavior (i.e., behavior a perceiver usually shows toward the social category). Given this duality of activation and behavioral priming effects from social categories, it is crucial to understand under which conditions the respective behavior can be expected. In three studies we tested the moderating effect of mindsets (similarity vs. differentiation) on the activation of stereotypic vs. specific response behavior. Similarity vs. differentiation mindsets were induced by a picture comparison task. In a subsequent lexical decision task with social categories as primes and stereotypic and response behavior targets, an activation of stereotypic behavior occurred only for participants in the similarity mindset, whereas response behavior was activated only in the differentiation mindset. Study 2 using the same mindset manipulation replicates these results using a word categorization task as the dependent variable. In Study 3, a social category that can also include participant's collective self was chosen. Collective identification mediated the activation of stereotypic behavior (i.e., assimilation) but not the activation of response behavior (i.e., differentiation). Taken together, the results provide further evidence for the activation of response behavior from social categories and provide insights about the underlying processes. Approaching a social category with a similarity assumption (from a mindset or because it is part of a joint collective self) leads to the activation of stereotypic behavior, whereas a differentiation assumption leads to the activation of response behavior.

C57

MAKING SENSE OF HUMOR: DIFFERENCES IN MEN'S AND WOMEN'S HUMOR STRATEGIES WITHIN MATING CONTEXTS *Christopher J. Wilbur, Lorne Campbell; University of Western Ontario* – Geoffrey Miller (2000) provocatively suggests that many human virtues may have evolved via sexual selection. Humor may be one such virtue that connotes creativity and intelligence. Indeed, displaying a sense of humor is rated as the single most effective mate attraction tactic for both men and women (Buss, 1988). But might men and women differ in how they present their sense of humor? Sexual selection theory argues that the less-investing sex (in humans, men) should compete for access to the more-investing sex. Thus, in two studies, we predicted that men would report using humor production in mating contexts and that women would report using humor appreciation in these contexts. In Study 1, an analysis of online personal advertisements revealed that men were more likely than women to offer humor production and request humor appreciation; women were more likely than men to request humor production. In Study 2, men and women reported the likelihood of using several different strategies to impress a potential romantic partner, an opposite-sex friend, or a same-sex friend. Overall, men were more likely to report using humor production than women, particularly in opposite-sex contexts. Men were especially likely to use both humor production and humor appreciation in opposite-sex contexts compared to with a same-sex friend. Women's use of humor strategies varied little across partner context; however, they were particularly disinclined to using humor appreciation with an opposite-sex friend. These findings argue for a more contextualized approach to the study of humor. Future directions are discussed.

C58

DO JAPANESE WORKERS DIFFERENTIATE TASK CONFLICT FROM RELATIONSHIP CONFLICT?: THE RELATIONSHIPS AMONG RESOLUTION STYLES, LEADERSHIP BEHAVIOR, AND INTRAGROUP CONFLICT *Aya Murayama, Ikuo Daibo; Osaka University* – It is widely accepted that there are two kinds of conflict within organizations; task and relationship (Gustzkow & Gyr, 1954). Although that is true in Western organizations, it might not be the same in Japanese (i.e., Asian) organizations because conflicts traditionally have been dealt with as just "something makes me feel bad" phenomenon in Japan. 89 Japanese workers from various organizations were asked to rate the degree of conflicts within their work unit, their preferences of taking 2 different styles of conflict resolution (based on the "dual concern theory"; Pruitt & Rubin, 1986), and immediate bosses' leadership behavior. Confirmatory factor analysis revealed that 2-factor model had better fit than 1-factor model, indicating Japanese workers would differentiate task conflict from relationship conflict. As reported in previous studies within Western organizations, a strong positive correlation between task and relationship conflict was obtained. To investigate the effects of participants' preferences of conflict resolution styles and immediate bosses' leadership behavior on task and relationship conflict, multiple regression analyses were conducted. The results showed different effects on the two types of conflicts. Participants who had higher preference of "forcing" and lower preference of "yielding", as well as perceiving their bosses as task-oriented and not relationship-oriented, reported higher levels of relationship conflict. The effect of those variables on task conflict got weaker such that task-oriented leadership behavior didn't have a significant effect. Implications to decrease the level of relationship conflict within Japanese organizations were discussed.

C59

A LONGITUDINAL ANALYSIS OF HEALTH OPTIMISM/ PESSIMISM AND DIFFERENCES IN PSYCHOLOGICAL AND PHYSICAL WELL-BEING: A MATTER OF PERCEIVED CONTROL? *Joelle Ruthig, Judith Chipperfield; University of Manitoba* – Some researchers (e.g., Maddox & Douglass, 1973) contend that objective health (OH) measures (e.g., medical status) are less meaningful than personal beliefs about health or illness, often called self-rated or subjective health (SH). The present study further explores 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 health pessimism (SH < OH). To extend limited research linking health incongruence to depression and survival, our longitudinal study of community-dwelling older

adults (ages 79-98) examined the associations between health incongruence and multiple well-being measures obtained two years later: self-report interview measures, mechanical devices assessing physical activity (actigraphs), and hospital admissions obtained from a provincial health registry. Health congruence group differences emerged in MANCOVAs on psychological well-being, $F(9, 533) = 2.26$, $p<.05$; and physical well-being, $F(12, 415) = 7.82$, $p<.001$; with follow-up analyses confirming that health pessimism predicted poorer well-being and health optimism predicted better well-being. Supplemental analyses indicating that pessimists had weak perceptions of control (PC) and optimists had strong PC raised the possibility that PC, rather than optimistic or pessimistic health ratings, might explain group differences in well-being. Although health optimism/pessimism continued to predict physical well-being two years later when PC was statistically controlled for, differences in psychological well-being were accounted for by between-group differences in PC, suggesting PC may explain why optimistic/pessimistic health ratings predicted psychological well-being. Findings have implications for enhanced well-being in later life.

C60

EMOTION CONTAGION DURING SUPPORT INTERACTIONS IN DATING RELATIONSHIPS *Jamie McCreary, Michelle Jarrett, Jessica Johnston, Jessica Harlan, Kimberly Kinnear; California State University, Stanislaus* – Relational Emotion Contagion occurs when romantic partners mirror one another's emotional expressions and synchronize their behavior and physiological states accordingly (Field, 1985); partners may share either positive or negative emotions, or both (McCreary, James, Brown, & Schock, 2003). Levinson & Gottman (1983) demonstrated the impact of negative contagion in relationship conflict, but the role of contagion in in other relationship interactions is unclear. The present study linked emotional contagion to mood states following support interactions in a regression design. Seventy-two women completed self-report measures several days before engaging the partner in a support interaction. They completed a mood sale and described the partner's behavior on a standardized scale immediately after the interaction. Hypotheses predicted that positive contagion would correlate with lower distress after the interaction, and negative contagion with more distress. Factor analysis revealed two types of distress: anxiety (upset, distressed, and scared) and shame (ashamed and guilty). Regression confirmed the link between positive emotion contagion and lowered anxiety following support. Negative contagion had a weak correlation with shame after the interaction, but rejecting behaviors by the partner emerged as a stronger predictor of shame. A challenge response (inspired, proud, and determined) also emerged in the factor analysis; it was predicted by relationship satisfaction and higher levels of both supportive and rejecting partner behaviors, but not emotion contagion. The results suggest that contagion of positive emotion plays an important role in soothing during support interactions, just as negative contagion exacerbates hostility during conflict.

C61

PROCEDURAL JUSTICE AS SOCIAL GLUE *David A. Schroeder, Jessica M. Nolan, Casey Cromer, Aubrey Carmen, Marion Titus; University of Arkansas* – Previous research has shown that how resource allocation decisions are made can be just as important as the outcome itself; these results highlight the importance of procedural justice as a mechanism by which individuals are able to gain a sense of fairness. Procedural justice and the promise of fairness that it implies may also promote group affinity. In this study, we were interested in how the presence of procedures affects a person's attraction to a group and interest in joining that group. We presented participants (N = 60) with the option of joining an on-going group that would be considering ways to increase recycling efforts on campus; a "salary" would be given to the group at the end of the project. Participants could choose between a group with no established salary allocation rules or a group with one of 3 established procedures (i.e., equal distribution; member vote; objective criteria provided by the experimenter). Participants were most attracted to and interested in joining groups in which the salary would be divided equally among group members or determined by the application of objective criteria. However, there was no difference in the attractiveness of groups using a voting procedure and groups with no established allocation procedures. We propose that procedural justice can serve as a "social glue" that first attracts group members and then fosters cohesiveness by enhancing trust that a fair outcome will obtain.

C62

ATTENTIONAL BIAS FOR INGROUP MEMBERS *Sophie Trawalter[1], Jennifer Richeson[2]; [1]Dartmouth College, [2]Northwestern University* – The present work investigated whether people visually orient to ingroup members. Using a dot probe paradigm, White (Study 1 & 2) and Black (Study 2) participants were presented with pairs of White and Black faces. Results revealed that White participants oriented to White faces, displaying a robust attentional bias for ingroup faces. In contrast, Black participants did not orient to White or Black faces. That is, Black participants did not display an attentional bias. Participants' overall performance and attentional bias on the dot probe task were moderated by race- and prejudice-related individual difference variables, including racial attitudes and interracial contact concerns (e.g., motivation to respond without prejudice and racial ideology for White participants, and sensitivity to race-based rejection for Black participants). For White individuals, the findings are consistent with the "Black invisibility" phenomenon whereby Blacks are only visible given a stereotypic context; without a stereotypic context, Whites may not attend to Blacks. Findings are also consistent with work on "disregard cues" suggesting that individuals use cues (e.g., age discrepancy and in this case, race) to identify targets unsuitable for present social goals. For Black individuals, the phenomenon seems more complex possibly due to status differences in racial group membership. Thus, Blacks may attend to Black ingroup members and White outgroup members who often control their outcomes, consistent with "oppression hypotheses" of intergroup behavior.

C63

WHITE PRIVILEGE AND REVERSE DISCRIMINATION: WHITES' AFFECTIVE RESPONSES TO BEING ADVANTAGED OR DISADVANTAGED BY THEIR RACE *Donald Saucier, Ben Nye, Cheryl Comer, Tiffany Denton, Andrew Wallenberg; Kansas State University* – Research has shown that White individuals may experience collective guilt when they are associated with instances of past discrimination committed by their race (Doosje, Branscombe, Spears, & Manstead, 1998; Powell, Branscombe, & Schmitt, 2005). We examined this possibility in situations in which White participants imagined receiving or losing a job as a result of racial discrimination. This allowed the discrimination to be more personally relevant to the participants and also allowed for the examination of both White privilege situations (i.e., when being White was an advantage) and reverse discrimination situations (i.e., when being White was a disadvantage). White participants (N=213) imagined scenarios in which they competed for a job. We varied the race of the competitor (White or Black), whether they received or did not receive the job, and the rationale for the hiring decision (qualifications or race). The conditions of most interest were when the participants received the job over a Black competitor because they were White (i.e., White privilege) and when the participants did not receive the job over a Black competitor because they were White (i.e., reverse discrimination). Results showed that White participants recognized both White privilege and reverse discrimination situations as discriminatory, but reported more negative perceptions of the hiring decision, more guilt, and more negative affect overall in the White privilege situations. These results suggest that majority group members may find the experience of racism more emotionally traumatic and aversive when discrimination benefits them than when the discrimination disadvantages them.

C64

EGOCENTRISM IN PERCEPTIONS OF DISTRIBUTIVE JUSTICE: WHEN FAVORABLE OUTCOMES ARE UNFAIR OUTCOMES *Jeremy Burrus; University of Illinois, Urbana-Champaign* – Previous research has suggested that people think that outcomes that favor themselves are also fair outcomes (e.g. Greenwald, 1983). However, I propose that judgments of distributive justice are often a product of egocentrism (e.g. Kruger, 1999). That is, people focus more on their own contribution than on the contribution of their collaborators when making distributive justice judgments. This leads to a prediction of an interaction of perceived contribution with favorability of outcome, such that people who have contributed a lot to a task will think it is fairer for them to receive more favorable outcomes than others. Conversely, people who have contributed very little to the task will think it is fairer for them to receive less favorable outcomes than others. In the current study, participants solved word problems as employees of an "organization", with the top performers on this task earning a "bonus" of $5.00. These allocations of money were actually randomly assigned to participants rather than based on performance. As a manipulation of performance, half of the participants solved very difficult word problems, and half of the participants solved very easy word problems. After they were informed of the allocation of money, participants rated the distributive fairness of the allocation. Results revealed the hypothesized interaction. Participants who thought they performed well saw distributions as equally fair whether they were awarded or not. Participants who thought that they performed poorly thought it was fairer if they were not rewarded. These results have many important implications for behavior in organizations.

C65

IT´S ALL IN YOUR HEAD: THE PHENOMENON OF ´FACE-ISM` AND ITS UNDERLYING PROCESSES *Ursula Szillis, Dagmar Stahlberg; University of Mannheim, Germany* – Content analyses of magazines from different countries have shown: images of men contain higher facial prominence (i.e., showing more of the head and less of the body) compared to women. Additionally, experimental studies have demonstrated that persons are evaluated as more competent (e.g. intelligent, assertive) when shown with higher rather than with lower facial prominence. In the present research, the assumption that these gender differences still exist was tested by conducting content analyses of internet-homepages (1. Members of the German parliament; 2. German university professors). Results confirm that even in the ´modern` media men are shown with higher facial prominence than women. Further, in a series of studies possible explanations for the underlying processes of the ´face-ism` effect (i.e., higher competence ratings when shown with higher than with lower facial prominence) were tested: 1. higher impression of power, 2. positive proximity, and 3. head-intellect association. Varying power impressions and perceived proximity in two studies by manipulating the size of the pictures showed no effect on competence ratings. Thus, the power and the proximity explanations were not supported. In a third study, the head-intellect association was tested (i.e., the association of the head - as the ´home of the mind` - with intelligence and, consequently, with competence). Subjects ´tailored` a human silhouette with more focus on the head when they had to make it look intelligent compared to likeable, or dominant. Thus, results clearly documented the topicality of the ´face-ism` effect and the head-intellect association as one main underlying process.

C66

DIVERSITY NORMS AND SOCIOEMOTIONAL FOCUS: A MULTI-FACETED APPROACH TO IMPROVING EVALUATIVE INTERGROUP INTERACTIONS *Brian A. Sandoval, Margaret Shih; University of Michigan* – Multiple factors, including stigma, intergroup anxiety, and metastereotypes often make the establishment of positive intergroup relationships difficult. The present study discusses two methods in alleviating the ambiguity and vulnerability associated with evaluative intergroup interactions. The establishment of diversity norms and increased socioemotionality in evaluative intergroup interactions is hypothesized to increase evaluator ratings and improve mood. The results indicate that a multi-faceted approach using both norms and interpersonal focus improved instructor ratings, but increased negative affect for minority students. Content-coding of the essays produced by minority participants found increased private self-disclosure in the multi-faceted approach, suggesting the increased negative affect is a result of students no longer using self-protective strategies and presenting a more genuine self to the evaluator.

C67

THE "ALONE IN A CROWD OF SHEEP" EFFECT: EXPLORING A SELF-OTHER ASYMMETRY IN PERCEPTIONS OF CONFORMITY *Sarah Molouki[1], Emily Pronin[2], Jonah Berger[3]; [1]UCLA, [2]Princeton University, [3]Stanford University* – Although the tendency to conform to social influence has been the subject of much research, few studies have focused on perceptions of conformity. Because social influence often occurs non-consciously, we hypothesize that people's tendency to rely heavily on introspective information when making judgments about the self, while ignoring relevant behavioral information, will lead to an underestimation of one's own conformity relative to that of others. In both a between-subjects survey study about clothing choices as well as a within-subjects experimental study in the domain of voting behavior, participants rated the choices of others as significantly more conforming than their own choices, even when judging the same behavior. In addition, they claimed to have weighted introspective information more heavily than information about behavior prevalence when making judgments about their own conformity, but not when making judgments about others, even when both types of information were provided. Further analyses of both studies indicated that type of information considered mediated the self-other asymmetry in conformity perceptions. When information considered was included as a covariate, the effect of target (i.e., self vs. other) on conformity assessments was reduced to nonsignificance. These results provide support for our hypothesis that over-relying on introspections when judging the self could plausibly lead to the observed discrepancy in conformity judgments.

C68

MIRROR, MIRROR ON THE WALL...: EFFECT OF SELF-AWARENESS AMONG INSECURE SELF-ESTEEM INDIVIDUALS *Clara Michelle Cheng[1], Olesya Govorun[1], Tanya L. Chartrand[2]; [1]The Ohio State University, [2]Duke University* – In the past, self-esteem was conceptualized as a unitary construct ranging from high to low. Recent research, however, has uncovered that in addition to considering people's conscious views of themselves, it is useful to take into account their implicit self-esteem – defined as positive or negative self-evaluations people are unaware of possessing. Studies have found that individuals who score high on explicit measures of self-esteem but low on implicit measures – who are said to have "insecure self-esteem" – tend to react defensively to negative feedback, show ingroup bias, and engage in narcissistic behaviors (Bosson et al., 2003; Jordan et al., 2003). Research on nonconscious processes have found that similar self-enhancing behaviors can result from being in a negative mood due to an unconscious self-esteem threat (Chartrand et al., 2005). Because insecure self-esteem individuals have low implicit evaluations of themselves, it follows that their self-esteem can be unconsciously threatened by subtle reminders of themselves, such as seeing themselves in a mirror, which can lead to negative affect. In two studies, we measured participants' explicit and implicit self-esteem, and manipulated self-awareness by exposing half of the participants to a mirror. Prior to and following the self-awareness manipulation, we measured participants' mood using an implicit mood measure. Results showed that only those with insecure self-esteem experienced an increase in negative mood following the self-awareness manipulation. Thus, subtle everyday reminders of the self, such as looking into a mirror, can threaten the self-esteem of an individual with insecure self-esteem, which can then result in negative mood.

C69

TESTING HEALTH BEHAVIOR CHANGE MODELS AT THE DYADIC LEVEL: AN APPLICATION TO THE STUDY OF HIV RISK BEHAVIORS *Jennifer J. Harman; Colorado State University* — Although many behaviors are dyadic in nature, most theoretical models have not included relationship-specific factors, nor have they examined these processes statistically at the dyadic level in which these behaviors occur. The purpose of this investigation was to test a relationship-oriented theoretical model of HIV risk behavior that operated at both the individual and dyadic levels to determine whether the dyadic-level model would explain more behavioral variance than an individual-level model. Survey data were collected on the Internet from 75 heterosexual couples, and the Information-Motivation-Behavioral Skills (IMB) model (Fisher & Fisher, 1992) was estimated using multilevel structural equation modeling. Results indicated that information was positively associated with motivation at the individual level, but negatively related at the dyadic level. In addition, two types of behavioral skills were evident at the dyadic level, but only one factor operated at the individual level. The dyadic-level model also accounted for more of the variance in condom use behaviors than the individual-level model. This relationship-oriented IMB model is the first theoretical model of HIV risk behavior to be analyzed at both the individual and dyadic levels, and the results suggest that theoretical models need to be more sensitive to the relationship context in which behaviors occur in order to more effectively design and evaluate intervention strategies for individuals in heterosexual relationships. Shared behaviors such as condom use that are executed within intimate relationships are complex and better modeled using multilevel, structurally interconnected frameworks.

C70

POSITIVE ILLUSIONS AND WELL BEING IN FAMILY RELATIONSHIPS *Simone Walker, Ulrich Schimmack; University of Toronto at Mississauga* — Positively biased perceptions of others (positive illusions) are associated with higher well being in romantic relationships (Murray et al., 1996). However, few studies have examined positive illusions in other social relationships. The main purpose of the current study was to examine the relation between life satisfaction and positive illusions in parent-child relationships. In addition, we examined whether parents' positive illusions about their children are related to parents' life satisfaction. Fifty-seven undergraduates from the University of Illinois, Urbana-Champaign and their parents made self-ratings of life satisfaction. Students then made personality self ratings while their parents made informant ratings of the students' personality. Students' life satisfaction was predicted by positive illusions in self perceptions (self-enhancement) and in mother's informant ratings, but not in fathers' informant ratings. In addition, we replicated previous findings that mothers' and fathers' life satisfaction are similar. Parents also had similar positive illusions about their child, but parents' positive illusions about their children did not predict parents' life satisfaction. Another interesting finding was the lack of a correlation between students' life satisfaction and parents' life satisfaction which is inconsistent with previous findings of additive genetic effects on life satisfaction. In conclusion, the results show that positive illusions play an important role in some relationships other than romantic relationships (mother-child), but not in all relationships (e.g., father-child). Future research needs to examine the characteristics that distinguish social relationships in which positive illusions are related to well being from those in which positive illusions are not related to well being.

C71

ONE-SHOT ILLUSORY CORRELATIONS AND STEREOTYPE FORMATION *Jane Risen, Thomas Gilovich, David Dunning; Cornell University* — Distinctiveness-based illusory correlations arise when people survey a number of common and unusual behaviors performed by common and rare groups. Because unusual-behavior/rare-group pairings are distinctive, they are memorable and can serve as an erroneous basis for stereotypes. In two studies, we explored the phenomenon of one-shot illusory correlation—in which a single pairing of unusual behavior with a rare group is sufficient to create a link between group and behavior, and thus form the basis of an incipient stereotype. We obtained supportive evidence on measures of memory, implicit measures of association, and the type of subsequent information search that participants performed. Study 1 demonstrated that sentences pairing anomalous behaviors and members of rare groups (i.e. Ben, a Jehovah's witness, owns a pet sloth) were particularly memorable. Study 2 demonstrated that exposure to a South Asian acting pushy resulted in an association between pushiness and South Asians, whereas exposure to a Caucasian acting pushy did not result in an association between pushiness and Caucasians. Furthermore, the newly formed association of South Asians and pushiness led to a biased information search, suggesting that an initially tentative link may be reinforced by subsequent behavior. We contend that one-shot illusory correlations arise because unusual pairings of behaviors and groups prompt people to entertain group membership as an explanation for the behavior.

C72

DOWNWARD SELF-REVISION *Patrick Carroll[1], James Shepperd[2], Robert Arkin[1]; [1]The Ohio State University, [2]University of Florida* — Two studies (N = 123) investigated how and why people abandon commitment to desired selves (e.g., becoming a doctor) in response to threatening feedback. That is, the process of downward self-revision. Participants learned about a fictitious masters program in business psychology and were encouraged to form a desired identity as a business psychologist. A career advisor then informed some participants that their GPA was below the minimum requirements and did or did not unpack the implications of that threatening discrepancy into the explicit prospect of the undesired self as greater than the desired self. We made three predictions: 1) downward self-revision occurs only when threatening discrepancies are fully unpacked into the explicit prospect of the undesired self as greater than the desired self; 2) fully unpacked threats first elevate self-doubt and anxiety, which, in turn, diminish expectations for and commitment to desired selves. and 3) the ultimate decline in expectations for and commitment to desired selves resolves the anxiety evoked by the fully unpacked threat. The results of both studies confirmed all three predictions. Taken together, these findings suggest that people do not readily engage in downward self-revision. Rather, people will only engage in downward self-revision in response to fully unpacked threats. Moreover, the effect of fully unpacked threats on desired selves is not direct, but mediated via the intervening variables of self-doubt, anxiety, and expectations.

C73

SELF-COMPASSION AND REACTIONS TO INTERPERSONAL EVALUATIONS *Claire E. Adams, Mark R. Leary, Eleanor B. Tate; Wake Forest University* — Self-compassionate people are kind and understanding toward themselves, recognize negative emotions without over-identifying with them, and view their lives as part of the larger human experience. Previous research suggests that self-compassion is associated with greater self-acceptance, optimism, and purpose in life, and negatively correlated with depression and anxiety. This study explored the cognitive and emotional processes by which self-compassionate people deal with unflattering interpersonal evaluations and examined differences in how self-compassion versus self-esteem moderate reactions to feedback. After completing measures of self-compassion and self-esteem, participants introduced themselves on a video camera, believing that another participant in an adjacent room would watch and rate them. After introducing themselves, participants received feedback (ostensibly from the person who had watched their introduction) that conveyed either positive or neutral impressions. Then, participants completed measures of their thoughts and feelings. Overall, high self-compassion was

associated with less extreme reactions to the feedback. In the neutral feedback condition, self-compassion was associated with lower levels of anger and anxiety, less rumination, and more favorable ratings of other people. The relationships between self-compassion and reactions to the feedback were distinct from effects involving self-esteem, and self-compassion moderated reactions to feedback differently depending on whether participants were high or low in self-esteem. Participants low in self-esteem reacted most negatively to unflattering feedback, but high self-compassion buffered these effects. Self-compassion may be beneficial when coping with negative interpersonal events, particularly for people with low self-esteem.

C74

COGNITIVE LOAD IS NOT DEPLETING: AN INVESTIGATION OF REGULATORY RESOURCES *Michelle Sherrill, Rick Hoyle; Duke University* – A prominent model of self-regulatory failure posits that individuals have a finite pool of resources on which they draw to exert self-control. Engaging in activities that require self-control can temporarily exhaust these resources and thereby reduce the capacity to exert further control. The activities that can deplete regulatory resources vary widely and involve both suppression and activation of affect, behavior, and cognition. At first glance, some of the ego-depletion activities appear to tap into working memory in the same way that cognitive load tasks do. The present study examined the effects of experiencing cognitive load and ego-depletion on individuals' ability to exert self-control. We expected that participation in a depleting task would lead to less persistence on a later task but that participation in a cognitive load task would not. Participants were randomly assigned to a control condition, a cognitive load condition, or an ego-depletion condition. The results support our hypothesis. Participants who were ego-depleted persisted on a later endurance task for a shorter amount of time than did participants in the control and cognitive load conditions. This finding suggests that cognitive activity alone does not tap into regulatory resources. Although the cognitive load task in the current study involved working memory, there were no lasting regulatory effects of the manipulation. Future research should explore how engaging in different types of activities affects individuals' pool of regulatory resources.

C75

THE COMMON INGROUP IDENTITY MODEL AND INTERGROUP ANXIETY IN CONTACT BETWEEN MAJORITY AND MINORITY GROUPS *Sofia Stathi, Richard Crisp; University of Birmingham, UK* – Societies are coming together and experience the need to merge the distinct characteristics of people with diverse backgrounds (immigrants, International students, etc). This research applied the Contact Hypothesis (Allport, 1954, 1958) in the context of Common Ingroup Identity Model (Gaertner et al, 1993) in order to examine what factors affect the social adjustment and the interaction between minority and majority groups. The minority groups tested were International students in Britain and Indigenous population in Mexico and the majority group was the Mestizos -or Mexicans- in Mexico. Taking into consideration Pettigrew's review on positive intergroup contact (1998), the aim was to find mediating and moderating processes by which contact has positive outcomes. We conducted four studies (N = 52, N = 67, N=80, N=93) using questionnaires which measured quantity and quality of contact, perceived threat, similarity with Self and the outgroup, intergroup anxiety, and evaluation of the outgroup. According to the Common Ingroup Identity Model, the projection of characteristics of the Self to the outgroup reduces intergroup bias (Gaertner et al., 1993). According to the results of the studies, it is not the projection of overall -positive and negative- personality traits of the Self to the outgroup that can reduce bias but the projection of positive characteristics. The results of the studies suggest that positive contact (quality x quality of contact) increased the self-outgroup overlap. High quantity and quality of contact leads to more positive self-traits being projected to the outgroup which, accordingly, reduces intergroup anxiety.

C76

UNIVERSITY INVOLVEMENT AMONG FIRST-YEAR STUDENTS: A SOCIAL IDENTITY PERSPECTIVE *Jay Jackson, Christa Dillman, Keith Leas; Purdue University, Fort Wayne, Indiana* – College freshmen who become involved in university activities are more likely to succeed and eventually graduate. In this study, we examine university involvement among first year students (N = 374) from the perspective of social identity theory. In a 2 x 2 x 2 factorial, we manipulated perceptions of the university's size (small or large), reputation (relatively negative or positive), and exclusivity (lenient or strict admission standards). We then measured (1) perceptions of college life, (2) affective, evaluative, and cognitive dimensions of group identity and, (3) university involvement (going to campus events, clubs, reading school newspaper, wearing university clothing, voting, etc.). As hypothesized, while all three dimensions of group identity were correlated with involvement, the affective dimension was the only significant predictor in regression analyses. The socio-structural manipulations significantly affected group identity in predicted ways. Participants expressed greater levels of affective identity when the university was characterized as having relatively strict admission standards and a positive reputation. Evaluative identity was enhanced when the university was characterized as having a positive reputation, particularly when also described as relatively large. As hypothesized, students who reported more personal freedom in choosing the university (e.g., less affected by economic, geographic, parental constraints) expressed more university involvement, and this relationship was significantly mediated by affective group identity (but not the other dimensions). Similarly, students who reported a desire to attend a different university were less involved and this relationship was likewise mediated by affective identity. Both the applied and theoretical implications of this study are discussed.

C77

AN EXPERIMENTAL TEST OF POLICIES DESIGNED TO PROMOTE AND PREVENT AFFIRMATIVE ACTION *Nellwyn A. Thomas, Jeffrey P. Ebert, Mahzarin R. Banaji; Harvard University* – Despite much recent legal and political discussion about the ramifications of race-based affirmative action in university admissions, little is known about how policies regulating affirmative action interact with the prejudices and political beliefs of admissions officers to alter candidate evaluations. Participants evaluated White, Japanese, and Black law school applicants based on instructions that included an affirmative action policy, a Proposition 209 policy (a California law stating that race cannot be used as a factor in admissions), or no stated policy concerning the use of race. These policies were found to have different effects on participants who supported vs. opposed affirmative action. Among those supportive of affirmative action, high quality Black applicants were favored regardless of policy instruction. Among those opposed to affirmative action, high quality White and Japanese applicants were evaluated more favorably than equally qualified Black applicants in both the no instruction and Prop 209 conditions, but this bias was eliminated in the affirmative action condition. In addition, implicit (IAT) and explicit prejudice were found to predict both opposition to affirmative action and more negative evaluations of Black applicants. These results show that attitudes predict behavior and suggest that "colorblind" legislation, such as Proposition 209, does not necessarily result in colorblind decision-making, whereas affirmative action measures can serve to correct race bias.

C78

GOALS AND DISENGAGEMENT: KNOWING WHEN TO HOLD THEM AND KNOWING WHEN TO FOLD THEM *Heather Lench; University of California, Irvine* – Goals are basic organizing components of people's experience and comparing progress to goals elicits emotions and motivates behavior. Goals participants set during stressful tasks

should affect their emotional and behavioral responses to success and failure. Participants who appraised situations as opportunities for positive outcomes were predicted to disengage from failing situations, whereas participants who appraised situations as threats were predicted to become preoccupied with failure. In two studies, participants completed three timed sets of anagrams that purportedly measured intelligence. The first set was unsolvable, followed by two solvable difficult sets. Time spent on each anagram and self reported emotions following each anagram were examined. In Study 1, participants self reported their use of approach or avoidance goals during the anagrams. In Study 2, participants were randomly assigned and primed to set approach or avoidance goals. In both studies, participants with approach goals disengaged faster from the unsolvable set and solved more anagrams than participants with avoidance goals. Participants with approach goals experienced fewer negative emotions during failure on the first set and recovered more emotionally following their first success than participants with avoidance goals. These emotional reactions accounted for the effects of goals on success. The findings from these studies suggest that people with approach goals not only react to success appropriately, but also respond well to failure. In addition, the findings have practical implications for interventions designed to alter reactions to stress.

C79

SOCIAL SUPPORT AND ADVICE REACTIONS IN RESPONSE TO DISCRIMINATION: SAME SUPPORT, BUT DIFFERENT MOTIVES *Kate Raspopow, Kimberly Matheson, Hymie Anisman; Institute of Neuroscience, Carleton University, Ottawa, Ontario* – Social support, an important coping resource, may buffer individuals against the distress associated with stressful experiences. However, social support needs may be unique in the case of discrimination, as the nature and effectiveness of support emanating from other ingroup members may differ from that provided by outgroup members, potentially resulting in different responses to the event. To examine this possibility, male (n = 99) and female (n = 99) undergraduate students listened to an audio clip of a female student conveying an experience of either discrimination or non-discriminatory social conflict, and then provided their own reactions to the situation, what action they would advise, and what kind of support they would be willing to provide. Analyses of variance indicated that both genders were more supportive and would be more likely to encourage the victim to take action when the situation entailed discrimination. However, regression analyses revealed that among males, willingness to provide either problem or emotion focused social support was associated with greater feelings of guilt. In contrast, among women, although anger was predictive of whether collective action was advised, their willingness to provide social support was a function of the extent to which they perceived the situation as discriminatory. These findings suggest that, although both genders seemingly responded similarly to a female victim of discrimination, men's support was rooted in guilt, whereas women shared in the sense of injustice and outrage. These distinctions may have different implications for how the victim responds to discrimination.

C80

AN INVESTIGATION INTO RELIGIOUS CATEGORIZATION *Matthew Weeks[1], Mark Vincent[2]; [1]Centenary College of Louisiana, [2]Augustana College* – Social psychological research has demonstrated categorization along a variety of social dimension. However, researchers have not investigated categorization by religion (i.e., identifying someone as religious, similar to identifying someone as Black). Given the intensity of some individuals' religious devotion, and the influence it can have on behavior, we propose this is a common social categorization many people would find informative. Focusing on the Christian tradition dominant in US, we sought to demonstrate that individuals categorize along this dimension. In Study 1, participants completed a version of the Statement Recognition Task (SRT; Taylor et. al., 1978) with targets crossed on religious participation (they were attending a campus bible study or studying in the library) and photograph border color (blue or red border). Picture border color represents a visually salient, but socially uninformative categorization whereas participation in campus religious events should be more informative about the target. As expected, the results showed categorization along the religious participation dimension, but not border color. In Study 2, we investigated the proclivity to categorize by religious participation even in light of a more prominent alternative categorization: race. Target race (targets were either White or Black males) represents a visually salient and socially meaningful alternative categorization to religious participation. Participants completed an SRT with targets crossed on religiosity and race, with results demonstrating categorization along both dimensions. Thus, targets are categorized by religion even when race information is available. These results suggest that religious affiliation is an important dimension of social categorization.

C81

CLARIFYING THE RELATIONSHIP BETWEEN RELIGIOSITY AND PREJUDICE *Mark Vincent[1], Matthew Weeks[2]; [1]Augustana College, [2]Centenary College of Louisiana* – Investigations of the impact of religiosity on stereotyping and prejudice have yielded mixed and largely disappointing results. One potential reason for this is the choice of religiosity measures employed. Most of the world's major faith traditions include an element that encourages followers to behave with compassion toward others (e.g., "love thy neighbor"). Within Christianity, this horizontal component is described as one of only two "Great Commandments." Yet previous religiosity/prejudice studies have failed to adequately measure this primary component; most have largely measured the vertical component, emphasizing one's relationship with God. The present study used the Faith Maturity Scale (Benson et al., 1993) to measure the horizontal and vertical components of religiosity among Christians. Participants completed the FMS, two traditional measures of religiosity (Quest and Religious Orientation Scale), along with measures of stereotyping of the poor, positive and negative affect toward the poor, and attributions about poverty. A total of 593 participants completed these scales as part of an Internet survey. As hypothesized, the FMS horizontal component had a distinctly different pattern of relationships with the other religiosity measures. Most importantly, only the horizontal measure was negatively correlated with prejudice toward the poor—that is, the more one endorses the horizontal component, the less prejudice one expresses toward the poor. High levels of horizontal religiosity predicted lower endorsement of internal poverty attributions, higher endorsement of external poverty attributions, lower endorsement of negative stereotypes, higher levels of endorsement of positive stereotypes, more positive affect and less negative affect toward the poor.

C82

FACIAL PROMINENCE: CONNECTIONS TO GENDER AND OCCUPATIONAL STATUS *Justin L. Matthews; California State University, Fresno* – Men's and women's media presentations of facial prominence (face-to-body ratio) have differed for centuries. Differences in face-to-body ratio by occupational status have also been found. The current study examined gender differences in face-to-body ratio, controlling for occupational status, in an attempt to clarify pervasive gender differences found in previous research. A total of 912 photographs from six popular magazines (Time, Newsweek, Sports Illustrated, People, Fortune, and Money) were categorized by gender and occupation and measured for face-to-body ratio. It was found that individuals depicted in intellectually-focused occupations had higher face-to-body ratios than individuals depicted in physically-focused occupations. Gender differences in facial prominence in the current study did not reach significance. However, a significant interaction between gender and occupation status indicates differing facial prominence could be related to occupational qualities in addition to gender.

C83

THE EFFECTS OF TEMPORAL COMPARISON DIRECTION ON MOTIVATION *Jacqueline Matthews, Penelope Lockwood; University of Toronto* – We examined the possibility that temporal comparisons (comparisons to oneself in the past) might motivate individuals to consider changing their behavior. A downward comparison to a less successful past self may be motivating by illustrating negative outcomes to be avoided and highlighting strategies aimed at averting such failures. Alternatively, an upward comparison to a more successful past self may be motivating by illustrating positive outcomes that are possible and highlighting strategies aimed at achieving such success. Accordingly, participants were asked to consider a past self that was either healthier or less healthy than their current self. They then rated their motivation to engage in a series of behaviors related to nutrition (e.g., eating more vegetables) and exercise (e.g., taking an aerobics class). Those who were asked to think of a less healthy past self reported higher levels of motivation to improve their eating and exercise habits than did those who were asked to think of a healthier past self. Interestingly, this pattern of results contrasts with a pattern found in past social comparison research (i.e., upward comparisons to more successful others are typically more motivating than downward comparisons). This may suggest that temporal comparisons operate differently with respect to motivation than do social comparisons.

C84

INTERPERSONAL FEEDBACK ABOUT INTEGRITY: WHEN IS IT GOOD TO BE REGARDED AS PRINCIPLED VERSUS PRAGMATIC? *Marisa Miller, Barry Schlenker; University of Florida* – People differ in the extent to which they see themselves as principled versus pragmatic, a difference assessed by the Integrity scale (Schlenker, 2005). Principled ideologies involve beliefs that moral principles exist and should guide conduct, whereas pragmatic ideologies deny ethical absolutes and value ethical adaptability. Principled ideologies are associated with greater purpose in life, self-esteem, and interpersonal efficacy, whereas pragmatic ideologies are associated with normlessness, moral disengagement, and Machiavellianism (Schlenker & Wowra, 2005). People will claim to possess traits that they are led to believe are associated with success (Sanitioso & Wlodarski, 2004). However, principled individuals may resist information that asserts that pragmatism is a successful approach in life. To determine if principled and pragmatic individuals are equally influenced by such information, 184 college students who previously completed the Integrity scale were led to believe that either principled or pragmatic behavior is associated with future success and happiness. Subsequently, they were given the choice of interacting with someone who viewed them as principled or someone who viewed them as pragmatic. Results indicated that regardless of the success-trait link, both principled and pragmatic participants preferred principled feedback and rated people who viewed them as principled as a better judge of character and as more likeable. Further, principled people showed this preference to a greater degree than pragmatic people. A principled identity appeared to be socially desirable in its own right, regardless of its supposed relationship to objective life success.

C85

EFFECTS OF EXPLICIT AND IMPLICIT ACHIEVEMENT MOTIVATION ON STUDENTS' MEMORY AND PREFERENCE FOR UPWARD SOCIAL COMPARISON TARGETS *Joyce S. Pang, Mark A. Villacorta, Frederick J. Morrison; University of Michigan, Ann Arbor* – Psychologists have portioned achievement motivation into an approach and an avoidant component, sometimes referred to as hope of success (HS) and fear of failure (FF) respectively. In order to explore the effects of implicit and explicit HS and FF on college students' memory and preference for social comparison targets, we administered a self-report and an implicit measure of HS and FF to 89 college students. Participants then read an "interview" script about two college students reflecting on their first year at college. Unknown to the participants, the "interview" was manipulated to reflect two outcomes of adjustment—an upward comparison target who was presented in the interview as someone who had adjusted well to college life, both academically and socially, and a downward social comparison target who was presented as struggling socially and academically with college life. Participants then rated their liking and preference for, and answered a series of questions testing their recall of information presented in the interview about each of the two targets. Explicit and implicit achievement motivation interacted to produce significant results for the upward comparison target only. Specifically, student participants who were higher in both explicit and implicit HS expressed greater liking for and also remembered more (accurate) information about the upward social comparison target. Conversely, participants high in both explicit and implicit FF actually remembered significantly less information about the upward target. These findings have possible implications for the effects of achievement motivation on student strategies for finding and rejecting social and academic role models.

C86

AVOIDANT ATTACHMENT AND AUTOMATIC VERSUS CONTROLLED COMPONENTS OF PSYCHOLOGICAL DEFENSE *Michael Marks, R. Chris Fraley; University of Illinois, Urbana-Champaign* – How do people with avoidant attachment styles defensively process information? One possibility is that avoidant individuals may have fewer associative connections between negative thoughts and memories, rendering them less susceptible to distressful thoughts. It is also possible that avoidant individuals consciously suppress unwanted thoughts in order to dampen the experience of negative emotions. To test these hypotheses, we used a facial feedback paradigm in which participants were induced to knowingly form a sad facial expression, unknowingly form a sad facial expression, or not make a facial expression. We then exposed participants to images related to separation and loss and asked them how negative the photos made them feel. If defenses operate automatically, then forming a sad facial expression should not enhance associative connections between negative thoughts and memories, rendering avoidant individuals less susceptible to unwanted thoughts. If defenses are used in a controlled manner, avoidant individuals should be able to weaken associative connections between negative thoughts caused by making a facial expression via suppression (but only when aware of their susceptibility to threatening stimuli). Results showed that avoidant individuals that were induced to make sad facial expression without knowing it were more susceptible to negative emotional reactions than avoidant individuals who were aware of making a sad facial expression. These results suggest that avoidant defenses operate in a controlled fashion, and are dependent on the perceiver's awareness of threatening stimuli.

C87

NARCISSISM AND PSYCHOLOGICAL HEALTH: RESOLVING THE CONTRADICTION *Ryan E. O'Loughlin, Miron Zuckerman; University of Rochester* – There is a contradiction in the current research regarding the outcome of narcissism. One line of research shows that narcissism is related to higher mental health and this relationship is mediated by self-esteem (Sedikides, Rudich, Gregg, Kumashiro, and Rusbult, 2004). Another line of research implies that narcissism is related to poor mental health, i.e., greater self-esteem contingency on negative interpersonal events (Emmons, 1987; Rhodewalt, Madrian, & Cheney, 1998). The current investigation sought to resolve the contradiction using a longitudinal design. One hundred and seventy-six participants completed baseline and follow-up questionnaires assessing narcissism, self-esteem, and mental health. In-between baseline and follow-up sessions, they completed 14 daily diaries measuring self-esteem and events. Concurrent analyses supported both lines of research; narcissism was related to better mental health (fully mediated by self-esteem; ps < .001) as well as greater affect

and self-esteem contingencies on negative interpersonal events, ps < .05. The apparent contradiction was resolved by prospective analyses. It was found that better mental health and lower affect contingencies were related to greater increases in narcissism, (ps < .05), but self-esteem was not, F < 1. Mental health and narcissism were related to increases in self-esteem, ps < .05. Narcissism was not significantly related in increase in mental health (p<.10); a curvi-linear relation between narcissism and increase in mental health also approached significance (p<.10). The results imply that better mental health may lead to higher narcissism but not vice versa.

C88

TRANSFERENCE OF ATTACHMENT TO NOVEL RELATIONSHIPS: THE ROLE OF PARENTAL AND PARTNER REPRESENTATIONS *Claudia Brumbaugh, R. Chris Fraley; University of Illinois at Urbana-Champaign* – This study was designed to examine how specific working models of attachment are transferred to novel relationship partners. Specifically, we created two targets that resembled either participants' current romantic partner or their parent. A third target was a control target that did not share overlapping features with participants' significant others. We found that people made more representation-consistent false assumptions about targets that resembled a romantic partner, but did not do so with targets that resembled a parent. We also found that the target manipulation had a main effect on feelings toward the targets: priming the representation of one's partner evoked fears of rejection (attachment-related anxiety) and reduced defensiveness (attachment-related avoidance). Furthermore, relative to the control target, participants had a more positive overall attitude toward targets that resembled a partner, but did not feel more positively toward targets that resembled a parent. In conclusion, specific representations of romantic partners appear to be more influential than representations of parents in guiding one's understanding of novel relationships.

C89

CHILDREN'S AUTOMATIC EVALUATION OF NOVEL SOCIAL GROUPS *Andrew Scott Baron, Yarrow Dunham, Mahzarin R. Banaji; Harvard University* – Research on implicit attitudes has revealed the presence of strong ingroup preference in adults who belong to majority or advantaged groups and a weaker ingroup preference in those who belong to minority or disadvantaged groups. Recent research on the development of implicit attitudes in children has demonstrated that by age 5 children show a similar pattern of a strong ingroup preference that becomes attenuated by the social standing of that group by age 10. The use of real social groups in these studies conflated preference for the majority group with preference for the ingroup and thus these data cannot easily divulge the mechanism by which such attitudes originate. Studying the development of attitudes toward novel groups avoids this confound and others that are inherent to contamination from preexisting knowledge. The present study was designed to test whether 3-8yr olds (N=124) could develop implicit and explicit attitudes following minimal exposure to novel social groups. Children first heard a short story describing one of the two novel groups behaving in an ostensibly anti-social manner. Next, children completed implicit and explicit measures of attitude toward the two groups. Results demonstrated that both implicit and explicit attitudes formed rapidly at the youngest ages tested, suggesting the omnipresence of automatic evaluation early in development. A lack of a correlation between implicit and explicit attitude provides further evidence that these two modes of group preference may develop as two distinct systems.

C90

PHYSICAL, SOCIAL, AND PSYCHOLOGICAL INDICES OF INTROJECTIVE AND RETALIATORY HURT *Laura N. May; University of South Carolina, Aiken* – Hurt feelings reflect negative emotional experiences incurred by individuals through their interpersonal experiences. Moreover, hurt feelings can be differentiated along two patterns of reactivity: (a) introjective hurt reflects one's tendency to internalize and amplify the hurtful experience, often leading to self-blame; whereas (b) retaliatory hurt characterizes one's tendency to lash out angrily and aggressively in response to being hurt. The purpose of the present research was to evaluate physical (biological sex/gender), social (ethnicity), and psychological (depression, social acceptance, anxiety, and global self-worth) factors as potential predictors of both introjective and retaliatory hurt. Computerized questionnaires were administered to 141 college student participants (112 women and 29 men; 82 Caucasians, 53 African-Americans, and 6 "Other") in exchange for nominal course credit. One-way analyses of variance revealed that women (M = 56.51) experienced introjective hurt at higher levels than did men (M = 45), F (1, 139) = 13.65, p < .001; whereas no gender differences were found for retaliatory hurt (Ms = 53.96 vs. 54.41). Similarly, analyses of variance failed to find significant differences due to ethnicity for either retaliatory or introjective hurt. Separate stepwise regression analyses assessed the predictors of introjective and retaliatory hurt. Specifically, it was found that depression was the sole predictor of retaliatory hurt, F (1, 139) = 38.56, p < .001 (r2 = .22); whereas high levels of depression and low social acceptance indexed introjective hurt, F (1, 139) = 30.11, p < .001 (r2 = .30).

C91

COMFORT VS. PRESTIGE: A CONSEQUENTIAL DILEMMA FOR STUDENTS OF COLOR IN COLLEGE CHOICE *Vanessa Anderson, Geraldine Downey; Columbia University* – This study examined race based rejection sensitivity, racial makeup as a predictor of college choice for African American and Latino high school students. Results confirmed our hypothesis that RS-race would predict choosing schools with larger numbers of minority students and that the preference would be exaggerated for students from majority White high schools. High RS-race students from majority White high schools were also found to trade off prestige for larger numbers of majority students in the prospective college environment. This tradeoff was not present in the choices of the students from majority Black and Latino schools. There was a non-significant trend toward low RS-race, but not high RS-race students preferring schools with a multicultural diversity message.

C92

FIRST IS BEST *Dana R. Carney[1], Elizabeth B. Mela[2], Mahzarin R. Banaji[1]; [1]Harvard University, [2]Wellesley College* – "Snap" judgments pervade every aspect of human functioning. Reflect, for a moment, on how many times per day you quickly reach the conclusion, "I'll go to that restaurant," or "I want to work with that salesperson." Research demonstrates the functionality of immediate, gut reactions. But how good are such decisions? In a world of often serially unfolding options, on what basis are such judgments made? Solomon Asch spoke about the importance of what comes first in impression formation, and a history of research on persuasive appeals (e.g., Lund, 1925) also suggests that what comes first influences judgments. We know little about the role of first position on attitudes. Recent work shows evidence for implicit attitudinal primacy effects (Greenwald, Pickrell, & Farnham, 2002). We explored more deeply the presence and nature of this possible "first is best" effect. Study 1 found evidence for implicit attitudinal primacy (p<.001; effect size r=.58) but not explicit attitudinal primacy (p>.36; r=.13) for novel people and teams. Study 2 replicated Study 1 ruling out a mere exposure explanation. Study 3 found evidence for implicit (but not explicit) attitudinal primacy for complex (but not simple) objects. Results suggest that in everyday life when making snap judgments about people and complex objects, our preferences are influenced, at times quite strongly, by the order in which options are presented and that the effects of attitudinal primacy may be farther reaching than previously thought. Such results question the quality of decisions made in the early moments of an encounter.

C93

THE ROLE OF RELATIONSHIP MOTIVATIONS IN PERCEIVED SUSCEPTIBILITY TO INFIDELITY *Gary Lewandowski Jr., Robert Ackerman; Monmouth University* – Past research has sought to determine what role factors such as personality and sexual satisfaction play in leading a person to consider cheating on their relationship partner (e.g. Buss & Shackelford, 1997). The current study builds on this research by examining motivational aspects of the current relationship that have not been previously applied in the context of infidelity. It was hypothesized that deficits in the current relationship related to need fulfillment and self-expansion would increase perceived likelihood of infidelity. A sample of 109 (50 males, 59 females) college students in dating relationships completed questionnaires that assessed need fulfillment variables (i.e., intimacy, companionship, sex, security, and emotional involvement), self-expansion variables (i.e., self-expansion, inclusion of other in the self, and potential for self-expansion), and susceptibility to infidelity. As predicted, deficits in all five types of need fulfillment, as well as all three aspects of self-expansion, were associated with increased susceptibility to infidelity. Further, both sets of predictors (need fulfillment and self-expansion) significantly contributed to the variance accounted for in susceptibility to infidelity, even when controlling for the influence of gender and relationship length. The findings suggest that when relationships are not able to fulfill needs, or provide ample self-expansion, susceptibility to infidelity becomes more likely.

C94

VALUE BONDING AS AN ANTECEDENT TO ATTITUDE STRENGTH: ELABORATION MEDIATES EFFECTS OF VALUE BONDING TO MESSAGES ON SUBSEQUENT RESISTANCE TO CHANGE *Kevin Blankenship, Duane Wegener; Purdue 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. Nevertheless, little research has examined the consequences associated with attitudes that are rooted in one's values. Blankenship and Wegener (2005) demonstrated that participants who bonded important rather than unimportant values to a message were more likely to actively process that message. The current research addresses the role of this elaboration in later resistance to change of the resulting attitudes. Two studies included bonding of important or unimportant values to a message, rating of evaluative responses to the message, and then exposure to an opposing "attack" message. Across studies, participants who bonded important rather than unimportant values to a message had resulting attitudes that better resisted the attacking message. Like past studies of attitude resistance, Study 1 implicated elaboration in creating resistance by showing that the same manipulation previously shown to increase elaboration (Blankenship & Wegener, 2005) also created resistance. Study 2 provided more direct evidence of elaboration mediating the effect of value importance on resistance by manipulating argument quality within-participants and creating two measures of elaboration for each participant: one based on differential evaluations of rationales presented in strong versus weak arguments, and one based on differential cognitive responses to the strong versus weak arguments. Each measure of elaboration (individually and in combination) significantly mediated value importance effects on resistance.

C95

REDUCING PREJUDICE: INCLUSION AND THE EXTENDED CONTACT EFFECT *Monica M. Toews, Stephen C. Wright; Simon Fraser University* – Prejudice remains a major social problem and a major focus of social psychological research. Perhaps the most enduring perspective in social psychological study of intergroup relations is the intergroup contact hypothesis—that, under a specific set of conditions, intergroup interactions can lead to improved attitudes about the outgroup (Allport, 1954). Wright, Aron, McLaughlin-Volpe & Ropp (1997) proposed and tested a novel extension of the classic contact hypothesis labeled the extended contact hypothesis, which holds that mere knowledge of a close in-group—out-group friendship can lead to more positive evaluations of the out-group. Wright et al. (1997) provided strong initial support of the hypothesis. However, to date, there has been no systematic investigation of the psychological mechanisms that are hypothesized to underpin the effect. Using a minimal group approach, the current study investigates inclusion of other in self (IOS) as a potential underlying psychological mechanism. IOS represents the perceived closeness between self and other in a close relationship (Aron & Aron, 1986). To manipulate degree of inclusion, participants observed an in-group member who was either a personal friend of theirs or a stranger engaged in either a friendly, neutral, or hostile interaction with an out-group member. Results showed that observing a friendly in-group—out-group interaction led to more positive out-group attitudes (replicating Wright et al.). Also, consistent with the proposed inclusion of other in the self mechanism, this effect was more pronounced when the in-group member who engaged in the cross-group interaction was the participant's personal friend rather than a stranger.

C96

ANGER AND EEG ASYMMETRY IN ANTICIPATION OF AN INTERRACIAL INTERACTION *Leah R. Zinner[1], Amanda B. Brodish[1], Patricia G. Devine[1], Eddie Harmon-Jones[2]; [1]University of Wisconsin, Madison, [2]Texas A&M University* – Empirically, anger has been shown to be associated with relative left frontal cortical activity, as derived from EEG alpha power, reflecting its approach (vs. withdrawal) motivational tendency. However, there are contexts in which anger may be associated with an avoidance motivation and, hence, relative right frontal cortical activity. We hypothesized based on past research that interracial interactions may be one such context. Whereas for some these interactions are met with excitement, others feel anger and anxiety when required to interact with other-race individuals. To investigate, we measured cortical activity while White participants anticipated an interracial interaction. Consistent with expectations, we found that self-reported anger was associated with relative right frontal cortical activity ($r = -.37$, $p = .004$). Self-reported anger was also associated with higher arousal (skin conductance) and self-reported anxiety. Although anger may typically engage an approach motivational tendency, in the context of an interracial interaction anger cannot be expressed because of societal pressure to be "politically correct". Thus, in this context the experience of anger may coincide with a desire to avoid the situation. In general, anger is a complex emotion, and its physiological and motivational correlates may be partially determined by the specific attributes of the situation in which it occurs.

C97

VALUE JUDGMENTS: THE IMPACT OF PERCEIVED VALUE VIOLATIONS ON POLITICAL ATTITUDES *Christine Reyna, P.J. Henry; DePaul University* – This study explores the paradoxical finding that, although values seem to play an important role in general American cultural beliefs and attitudes, they seem to have little power in determining attitudes toward group-based policies. One explanation may rest in the idea that there are multiple ways of expressing values. Prior research on the relationship between values and group-based policy attitudes has frequently relied on capturing descriptive (or abstract) types of expressions, whereas values may be more potent when captured in judgmental types of expressions. This study analyzed data from two samples—a student sample and a community adult sample—regarding attitudes toward welfare and marriage rights for gays. The values of individualism and traditionalism were assessed using both descriptive and judgmental expressions. Descriptive expressions were assessed by the degree to which participants endorsed each value. Judgmental expressions were assessed by the degree to which participants believed that policy beneficiaries (welfare recipients and gays) upheld or violated each value. Per-

ceptions that each group violates a specific value (welfare recipients violating individualism and gays violating traditionalism) played a more important role in predicting political attitudes than descriptive values, general negative affect directed toward the group, and political ideology. The results are contextualized in a discussion of the role values play in the politics of intergroup relations.

C98

PREJUDICE REDUCTION FROM THE I-SHARING PERSPECTIVE: HOW SUBJECTIVE OVERLAP BRIDGES THE INTERGROUP DIVIDE *Anson E. Long, Elizabeth C. Pinel; The Pennsylvania State University* – Previous research shows that I-sharing (i.e., sharing subjective experiences) constitutes a powerful interpersonal attractor (Pinel et al., in press). Here we asked whether I-sharing can overcome prejudice against outgroup members. Participants came to the lab individually where they interacted with two ostensible partners on the computer. They learned that one partner shared their group membership (gender in Study 1, sexual orientation in Study 2), and the other partner did not. Then participants played a computerized Imaginiff game with their ostensible partners. This game asked people to imagine a series of celebrities (e.g., Jennifer Aniston) as members of a category (e.g., tool) and choose which instantiation of that category they would be (e.g., screwdriver, cocktail mixer, sledgehammer, toenail clippers). After responding to each celebrity, the ostensible partners' responses appeared on the screen almost immediately. One partner – either the ingroup member or the outgroup member – I-shared with participants (i.e., responded to the Imaginiff game very similarly) and the other did not I-share with participants (i.e., responded to the Imaginiff game very differently). When participants I-shared with the ingroup member, they liked the ingroup member more than the outgroup member. When participants I-shared with the outgroup member, this pattern completely reversed itself, so that participants actually liked the outgroup member more than the ingroup member. Moreover, participants preferred to work with the I-sharer over the non-I-sharer on a subsequent experimental task, even when the I-sharer was the outgroup member. Thus, it appears that I-sharing between outgroup members may ease intergroup tensions.

C99

DO-IT-YOURSELF MENTAL MAKEOVERS: INVESTIGATING THE ROLE OF POSITIVE CONCENTRATION AND CONTEMPLATIVE PRACTICE ON IMPLICIT ATTITUDES *Scott Akalis[1], Jhansi Nannapaneni[2], Mahzarin Banaji[1]; [1]Harvard University, [2]Andhra University* – Once thought to be relatively stable and immutable, implicit attitudes have proven malleable in the face of various contextual factors manipulated in recent research. In a series of studies, we explored the degree to which unconscious attitudes can be brought under conscious control through self-administered mental concentration techniques. In Studies 1 and 2, we found that participants were able to reduce pre-existing implicit biases after as little as a 10-minute period during which they concentrated on the positive aspects of a disfavored group or felt compassion toward that target group. Furthermore, in Study 2, we demonstrated a reversal such that participants could undo the effects of bias reduction by subsequently concentrating on the negative aspects of the target group. In Study 3, we created biased attitudes toward novel groups and were then able to both reverse and exacerbate that bias with the help of brief concentration tasks. The patterns obtained in Study 3 were strengthened when the data were selected for those participants who reported some experience with meditation. Based on these results, we conducted Studies 4 and 5 with experts in contemplative practice in South India. We found that both novice and advanced yoga practitioners were successful at reducing even strong implicit biases related to religion and caste after a mere 5 minutes of directed concentration. Results are discussed for their relevance to understanding implicit attitude malleability.

C100

AFFECT-COGNITION ORIENTATION: MEASURING INDIVIDUAL DIFFERENCES IN META-BASES. *Ya Hui Michelle See[1], Richard Petty[1], Leandre Fabrigar[2]; [1]The Ohio State University, [2]Queens University* – Previous research has demonstrated the importance of individual differences in attitudinal bases in determining persuasion (e.g., affectively based attitudes are more susceptible to affective persuasion). Such research has focused on individual differences in structural bases (i.e. the bases that are salient to an individual when reporting his or her attitude). Our research emphasizes individual differences in meta-bases (i.e. an individual's perception of his or her structural base). First, we establish the reliability and validity of Affect-Cognition Orientation (ACO), a scale that measures individual differences in meta-bases. We demonstrate that ACO has good internal consistency (Cronbach's alpa = .91) and moderate to high item-total correlations. In addition, ACO predicts relative interest in affect-related information. Finally, a blood donation version of ACO predicts cognition-attitude discrepancy ($t = -2.155$, $p < .05$). Importantly, the blood donation ACO uniquely predicts cognition-attitude discrepancy above and beyond structural base, R-squared change = .07, $F(1, 63) = 4.48$, $p < .05$. These findings attest to the utility of ACO.

C101

COGNITIVE ORGANIZATION OF PARTNER KNOWLEDGE IN MARRIED COUPLES *Bethany Butzer, Lorne Campbell, Joanne Wong; University of Western Ontario* – The present study examined links between cognitive organization of partner knowledge and marital well-being. Participants included 116 married couples who completed measures of relationship quality, positive conflict resolution, and card-sort descriptions of their partners. Results revealed that wives married for a short amount of time reported greater relationship quality and more positive conflict resolution when they used low, compared to high, levels of negative content in describing their partners, regardless of how the information about their partners was cognitively organized. However, wives married for a relatively long time and who described their partner using a high proportion of negative content reported greater relationship quality and positive conflict resolution if the organization of their partner knowledge was integrative (i.e. categorizing positive and negative beliefs together) rather than compartmentalized (i.e. categorizing positive and negative beliefs in separate categories). Conversely, when negative content was low, compartmentalization was associated with higher levels of relationship quality and positive conflict resolution than integration for wives. Also, husbands married for a long time reported higher levels of relationship quality when they had an integrated rather than compartmentalized organization of partner knowledge. However, husbands who had been married for a shorter amount of time reported higher relationship quality when their partner knowledge was compartmentalized as opposed to integrated. Results are discussed in terms of previous theory and research on cognitive organization of knowledge in romantic relationships.

C102

PERSONALITY DIFFERENCES BETWEEN ASIANS AND EUROPEAN AMERICANS: A TEST OF SEVERAL EXPLANATIONS *Laura Naumann, Oliver John; University of California, Berkeley* – Prior research shows that, compared to Whites, Asian Americans self-report lower scores on the Big Five dimensions of openness and conscientiousness (Naumann, John, & Gosling, 2005). This study tests several explanations that have been proposed in the literature involving different processes that Asian and European Americans use when making self-ratings of personality. Asian American (n = 122) and European American (n = 116) participants completed the Big Five Inventory (John & Srivastava, 1999) to measure self-reported personality at a pre-testing session. Several weeks later, we assessed for each Big Five domain: (a) personal importance, (b) ideal and ought self-guides, (c) the most likely reference group (i.e., perceptions of own in-group), and (d) desire to

improve. The findings show that cultural values could explain the Asian-White difference on openness. For Asians, openness was less important and less relevant as either an ideal or ought self-guide. They showed no greater desire to improve in this domain than did Whites. Conscientiousness, however, could not be explained in terms of cultural values: both groups rated this domain as highly (and equally) important and both equally endorsed it as an ideal and ought self-guide. However, Asian Americans perceived a much higher comparison standard for conscientiousness in their own in-group and also expressed a much greater desire to improve in this domain than did Whites. These divergent findings for openness and conscientiousness show that cultural difference in self-reported personality cannot all be explained by a single underlying process; instead, the relevant processes seem to be domain-specific.

C103

FATAL DISTRACTION VS. FATAL ATTRACTION: ALL DEFENSES AGAINST DEATH ARE NOT CREATED EQUAL *Daniel Kosloff[1], Sheldon Solomon[2], Jeff Greenberg[1], Florette Cohen[3], Tom Pyszczynski[4], Beth Gershuny[2]; [1]University of Arizona, [2]Skidmore College, [3]Rutgers University, [4]University of Colorado, Colorado Springs* — Terror management theory and research indicate that mortality salience (MS) evokes defensive responses, such as bolstering support for one's cultural worldview, and that such defenses have beneficial consequences, such as reducing concerns with potential anxiety. However, research on stress and coping suggests that certain defenses lead to increased anxiety concerns, noting that psychological dissociation from traumatic events is associated with the emergence of anxiety-related pathology and PTSD. In this research, we examined the possibility that MS would increase dissociation regarding traumatic events but that, in contrast with worldview defense, this MS-induced defense would increase rather than decrease anxiety concerns. In Study 1, mortality salience (MS) led to increased dissociation in recollection of the traumatic events of 9/11, as well as heightened anxiety sensitivity. Furthermore, this MS-induced increase in anxiety sensitivity was fully mediated by extent of dissociation. To examine whether this increased anxiety sensitivity is specific to dissociation following MS or if it also occurs following MS-induced worldview bolstering, participants in Study 2 were given the chance to dissociate from 9/11 or express support for President Bush and his anti-terrorist policies. Although MS led both to increased support for the President and increased dissociation from 9/11, only MS-induced dissociation led to heightened anxiety sensitivity (which was, again, fully mediated by extent of dissociation). These findings point to differences in the social and individual consequences of different defenses, suggesting that some defenses may be harmful to self (dissociation) while others have the potential to be harmful to others (worldview bolstering).

C104

THE MANIC-DEPRESSIVE PERSONALITY: FINDINGS FROM THE NATIONAL COMORBIDITY SURVEY *Brynn C. Nodarse; University of California, Riverside* — The current study investigated the relationship between personality and Bipolar Disorder using data from the National Comorbidity Survey (NCS), a psychiatric epidemiological investigation into the prevalence of mental disorders across the United States. For context, two comparison groups were employed: a depressed group comprised of participants diagnosed with Major Depression and a control group comprised of participants that did not meet any Axis I diagnostic criteria. Results indicate that bipolar, depressed, and control groups demonstrate significant differences from each other on many personality dimensions. Higher neuroticism, openness to experience, self-criticism, and dependence, as well as lower self-esteem and extraversion were associated with the presence of bipolar disorder. Current emotional state (as assessed by current one-month diagnosis) was associated with some of the magnitudes of these personality differences. However, people with bipolar disorder currently in a normal state could still be distinguished from control participants without mental disorder. Neuroticism, self-esteem, and self-criticism were especially distinguishing and powerfully diagnostic personality characteristics of the bipolar group. Although family studies, twin studies, and adoption studies consistently remark on the genetic basis of manic-depression, research that seeks to understand bipolar disorder from a psychosocial perspective can be an important contribution to both theory and practice (measured by more diagnostic accuracy, better treatments, and better outcomes for individuals with bipolar disorder).

C105

BIAS AND CONSISTENCY IN JUDGMENTS OF MESSAGES IN ONLINE INTERACTIONS *Holly Arrow, Jasmine Lam; University of Oregon* — This study examined biases in how strangers with differing social skills perceive one another's messages and consistencies in how their contributions are judged in two online interactions. Eighty male and 80 female college students completed "get-to-know-you" online conversations first in a dyad, and then in a four-person group (or vice versa). Participants were matched up so that each asynchronous conversation was among same-sex strangers and included equal numbers of people with low or medium social skills, measured using Duran's (1983) Communicative Adaptability Scale. After completing each conversation, participants reviewed the text of the whole conversation and made three judgments about each of their partners' message: their emotional reactions (positive/negative), how interesting the messages were, and appropriateness of self-disclosure. Social Relations Model analyses revealed significant correlations across judgments of partners in dyads and groups. When a participant gave positive ratings to the messages of their dyadic partner, they also rated group member messages positively, demonstrating a bias effect. Correlations between ratings across the two contexts were highest for appropriateness of self-disclosure ($r = .55$), and medium for interesting ratings ($r = .39$) and positive emotional reactions ($r = .47$). Despite this bias, some consistency in how a person's messages were rated across conversations was also apparent. When a participant's messages received high ratings for interest levels and positive emotional reaction from their dyadic partner, their messages also got higher interesting ($r = .33$) and positive emotional ratings ($r = .30$) from fellow group members.

C106

COGNITIVE AVOIDANCE OF THREATS TO ONE'S HEALTH: A COMPARISON OF THREE AVOIDANCE CLASSIFICATIONS ON TWO DIFFERENT ATTENTION ALLOCATION TASKS *Rupert Klein, Bärbel Knäuper; McGill University* — This study aimed to determine whether three conceptually different approaches to classify individuals as to their general vigilance toward or avoidance of threats are assessing the same construct. Klein, Knäuper, and Lee (2005) used one such approach, Weinberger, Schwartz, and Davidson's (1979) classification, and found that individuals low in anxiety and high in repressive defensiveness ("repressors") cognitively avoided physically threatening words (sexually transmitted infection words), but only if they were self-relevant (if not using condoms and therefore at risk for STIs). The present study investigates how Weinberger et al.'s classification approach compares with two additional approaches, the Miller Behavioral Style Scale (1987) and Krohne's Mainz Coping Inventory (1989) in its ability to classify individuals as to their tendency to attend or avoid physical threats. Specifically, we were interested which approach performs best at identifying individuals who avoid physical threats that are self-relevant. This research question was tested by comparing reaction times to smoking related threat words (e.g., cancer) in an emotional Stroop task and pictures (warning labels from cigarette cartons) in a Visual Dot Probe task (VDP) between regular smokers and non-smokers. Regular smokers classified as avoidant to threat should be more likely to cognitively avoid threatening words/pictures than non-smokers. Findings from 116 participants demonstrate differences between the three avoidance classifications in their sensitivity to identify avoidance, as indicated by the

approaches' ability to discriminate reaction times for physically threatening words/pictures that are self-relevant for smokers but not for non-smokers.

C107

GENDER-ROLE SELF-CONCEPTS AND TRADITIONAL GENDER-ROLE BELIEFS AS ANTECEDENTS TO MOTIVATION TO RESPOND WITHOUT PREJUDICE TOWARD GAY MEN AND LESBIANS *Jennifer J. Ratcliff, G. Daniel Lassiter, Keith D. Markman, Celeste J. Snyder, Michelle Duprey, Erin Busse; Ohio University* – Individuals who report both high levels of internal (personal) motivation to respond without prejudice and low levels of external (normative) motivation exhibit less implicit prejudice than do other individuals (Devine et al., 2002). Individual differences that produce this preferable pattern of motives, however, are not well understood. The current work explores the unique contributions of the feminine self-concept and traditional gender-role beliefs to internal and external sources of motivation to respond without sexual prejudice (i.e., prejudice toward gay men and lesbians). The feminine self-concept—an internalized component of the self—prescribes communal behaviors and should therefore predict higher internal motivation to treat others equitably. In contrast, traditional gender-role beliefs serve to justify—and predict—greater sexual prejudice because homosexuality is seen as a violation of these beliefs (Whitley, 2001). Thus, individuals who endorse traditional gender-roles should not perceive external pressure to conceal sexual prejudice. To examine these predictions directly, a study was conducted in which measures of internal (IMS) and external (EMS) motivation to respond without prejudice toward gay men and lesbians (Plant & Devine, 1998), the feminine self-concept (Bem, 1974), and adherence to traditional gender-role beliefs (Spence & Helmreich, 1978; Thompson & Pleck, 1986) were administered to 234 self-identified heterosexual students. Findings conformed to predictions. Moreover, participants who reported both high femininity and low endorsement of gender-role beliefs were more likely than other participants to exhibit high IMS/low EMS. These results are the first to identify gender-role variables as antecedents to motivation to respond without sexual prejudice.

C108

STEREOTYPE LIFT: THE MODERATING ROLE OF PREJUDICE TOWARD A NEGATIVELY STEREOTYPED GROUP *Anna Woodcock, Wesley Schultz; California State University, San Marcos* – Stereotype lift is the boost in performance enjoyed by members of a non-stigmatized group when engaging in a task for which a known negative stereotype about another group exists. It is theorized that this boost in performance is the result of increased downward social comparison. Stereotype lift is theorized to be experienced by those individuals who are most likely to engage in downward social comparison and gain an increase in self-efficacy and self-esteem from doing so. Based on this theory, we hypothesized that those most likely to engage in downward social comparison would experience a greater "lift effect" than those less likely to do so. Two hypotheses were explored: the moderating role of level of existing prejudice toward the stereotyped group, and the mediating role of self-efficacy. White college students undertook a difficult verbal achievement test in either a control condition or a condition in which a negative academic stereotype about Hispanics was made salient. Level of prejudice toward Hispanics was found to moderate the resulting lift in performance. Higher scores on the test were correlated with higher prejudice levels for those who were made aware of the negative stereotype before taking the test. There was no evidence to support the mediating effect of self-efficacy.

C109

SELF-OTHER DIFFERENCES IN AFFECTIVE FORECASTING: THE ROLE OF FOCALISM *Kent C. H. Lam, Roger Buehler; Wilfrid Laurier University* – Research in affective forecasting has shown that people often overestimate how happy they will feel after a future positive event. This tendency to make overly extreme predictions occurs partly because of a cognitive process known as focalism, whereby predictors focus attention narrowly on the target event and neglect other mitigating events and circumstances. We hypothesized that the process of focalism may be triggered by self-relevant motives, such as the desire for future happiness. Thus when people make affective forecasts about a future positive event for others, they should be less susceptible to focalism and should consequently make less extreme predictions than if they were to make affective forecasts for themselves. Forty-six undergraduates participating in dyads were randomly assigned to predict how happy they (self-predictors) or their assigned partner (other-predictors) would be to win a prize in an upcoming lottery. Participants also described their thoughts through open-ended responses as they made their predictions. The results of dyad-level analyses indicated that other-predictors forecasted significantly less happiness than self-predictors. Analysis of the participants' open-ended responses revealed that, relative to the self-predictors, other-predictors focused less on the positive target event and more on mitigating circumstances. Furthermore, the extent to which participants focused exclusively on the target event was correlated with the amount of happiness they predicted. These results suggest that people may be less prone to overestimate the emotional impact of a positive event for others than for themselves, because they focus less exclusively on the target event while generating their affective forecasts.

C110

THE EFFECT OF VERBAL OVERSHADOWING ON PROCESSING STYLE: A CULTURAL ANALYSIS *Jason Chin, Jonathan Schooler; University of British Columbia* – Previous verbal overshadowing research has shown that verbalization can impair memory for faces. Further research has discovered that asking participants to focus on a global figure in a composite shape (e.g., an overall square made up of smaller triangles) aids in later facial recognition tasks indicating that verbalization may be detrimental in facial recognition because it causes shift to more featural and local processing. Research in cultural psychology has shown that Asians are more dependent on global information. As a result, we hypothesized that verbalization would impair facial recognition for Asians more than it would do so for Caucasians. Participants in the current study were shown a sequence of 13 faces and asked to either verbalize the final face or perform a control task. Participants then were asked to determine faces they had seen before among faces they had not seen. Finally, they were shown a series of composite shapes and were asked to classify them based on either their global or local features. Evidence for a processing shift was found in that Caucasians were more likely to classify based on local features after verbalizing, although this effect did not hold for Asians. It is possible that Asians simply paid more attention to global features regardless of verbalization or that because all target faces were of Caucasians, the Asians simply followed some other heuristic. Regardless, further research is being conducted to clarify the nature of the findings and why this cultural difference was observed.

C111

EFFECTS OF STEREOTYPIC EXPECTANCIES ON WOMEN'S LEADERSHIP ASPIRATIONS: THE MODERATING ROLE OF REGULATORY FOCUS *Anke Goerzig, Johannes Keller; University of Mannheim* – Substantive research on Stereotype Threat (ST) documents that negative stereotypic expectancies can impair test performance. Moreover, recent studies have shown that ST may also undermine women's leadership aspirations. In the present contribution it is argued that ST effects on women's leadership aspirations (in a simulated work place scenario) are moderated by individuals´ regulatory focus (RF). It is proposed that individuals in a prevention focus are particularly sensitive with regard to negative (stereotypic) expectancies and susceptible to the fear of confirming negative expectancies (e.g., "women can't manage to reach leadership positions"). In contrast, under promotion focus conditions individuals are particularly sensitive to positive expectancies and

susceptible to the fear of not conforming to such positive expectancies (e.g., "in tests of leadership ability women typically reach men's performance level"). We argue that one strategy to cope with these threat experiences is to explicitly approach leadership positions in an attempt to (a) disconfirm negative stereotypic expectancies (under prevention focus conditions) or (b) conform to positive expectancies (under promotion focus conditions). Two studies applying a 2 (positive vs. negative expectancy) × 2 (prevention vs. promotion focus) factorial design tested this assumption. A significant interaction pattern emerged in both studies. Women in a prevention focus showed more interest in a leadership role under negative (vs. positive) expectancy conditions whereas women in a promotion focus showed more interest in a leadership role when confronted with a positive (vs. negative) expectancy. These findings corroborate the moderation function of regulatory focus with respect to negative and positive expectancies.

C112

FALSE MEMORY OF HAPPINESS *Minkyung Koo, Shigehiro Oishi; University of Virginia* — The present research examined the relationship between the level of individuals' subjective well-being and the degree of false memory for "happiness," using a widely used false recall paradigm (McDermott & Watson, 2001). Participants saw 20 lists of 15 words each. Words were presented one at a time for 250 ms each. Immediately after presentation of each list, participants were asked to recall all the words from that list. Each set of 15 words had a non-presented, lure word (e.g., "sleep," "chair," "happiness"), which was strongly thematically related to the words in each set. The mean probability of recall of the lure word was .3, similar to that found in previous research. More importantly, scores on the Satisfaction with Life Scale (SWLS: Diener et al., 1985) predicted the likelihood of false memory for "happiness," but not for other lure words such as "sleep" and "chair." Differences in mood could not explain false memory for happiness, ruling out a viable alternative hypothesis. To our knowledge, this is the first study to demonstrate individual differences in the cognitive structure and associative network of happiness. These findings suggest that satisfied individuals have established stronger associations between positive emotions (e.g., "joy", "pride") and "happiness" than dissatisfied individuals. Given wide cultural variation in conceptions of happiness, present findings have implications for potential cultural differences in subjective well-being and false memory.

C113

WHY RARE EVENTS CAN CAUSE A RISKY SHIFT IN DECISIONS UNDER UNCERTAINTY *Susanne Haberstroh, Dorothee Körner; International University Bremen, Germany* — In most decision research, the decision is based on probability and outcome information, which is presented to the participants in a summarized fashion (= decisions from description). This paradigm, which has become the standard paradigm in decision making research, is known as the "Gambling Paradigm". However, in more natural decisions, information has to be gathered from the environment or from memory (= decisions from experience). A new line of research compares these two decision modes. In decisions from descriptions, people usually behave as if they were overweighting the probability of rare events, whereas Hertwig and colleagues (2004) have shown that in decisions from experience people underweight the probability of rare events. They argue that rare events are oftentimes ignored, because they are simply not encountered. In contrast to their position, we argue that rare events can have a significant impact on risky decisions, if encoding of rare events is ensured. In two studies we compared decisions from descriptions and decisions from experience with respect to two lotteries (a risky and a non-risky lottery). We have shown that the frequency of rare events in decisions from experience is even overestimated. As in most real-world lotteries, the rare event was the highest outcome in the risky lottery. Consequently, the overestimation of this rare event led to a higher proportion of risky lottery-choices and, thus, to a risky shift compared to the decisions from description.

C114

LONGITUDINAL CHANGES IN MENTAL HEALTH AMONG HIGH RISK ADOLESCENTS DURING RESIDENTIAL TREATMENT – THE HEALING IMPACT OF SECURITY PROVISION *Oren Gur, Mario Mikulincer; Bar-Ilan University* — In the current study, we examined the healing effects of security provision during residential treatment on the mental health and adjustment of adolescents suffering from severe adjustment problems. One hundred thirty-one Israeli adolescents from 25 residential institutes participated in the study as well as 210 staff members (e.g., social workers, instructors) who had direct contact with participants. Four meetings were held with each participant, one week after beginning treatment and 3, 6, and 12 months later. At Time 1, participants completed scales tapping attachment orientations, mental health, and externalizing problems. In the three subsequent waves of measurement, they completed the above scales, rated the extent to which targeted staff members function as security providers, and told stories of interactions they had with these staff members. The targeted staff members also rated participants' mental health and externalizing problems as well as their functioning as security providers. Cross-sectional and longitudinal analyses revealed the well-known association of attachment insecurities with mental health and externalizing problems. More important, analyses revealed that functioning of staff members as security providers made a significant longitudinal contribution to mental health and externalizing problems and moderated the effects of Time 1's attachment. Specifically, security provision was associated with positive changes in mental health and adjustment over time and notably weakened the detrimental impact of baseline attachment insecurities. Findings emphasize the interplay of dispositional and contextual sources of attachment security and the relevance of attachment theory for residential treatment.

C115

WHAT'S IN A NAME? ATTACHMENT-RELATED ATTENTIONAL BIAS *Marieke Dewitte, Jan De Houwer, Ernst Koster, Ann Buysse; Ghent University* — In three studies we used a dot-probe task to investigate whether in threatening situations people selectively attend to information related to their attachment figure. We also explored the possibility that the hyperactivating and deactivating affect-regulation strategies of attachment (i.e. anxiety and avoidance) modulate this cognitive process of attention. During the task, we presented pairs of first names consisting of the participant's own name and a neutral name, the name of their attachment figure and a neutral name, or the name of a known person and a neutral name. Additionally, the attachment style of the participants was measured using a self-report questionnaire. A significant vigilance-effect emerged for the name of the attachment figure but only after participants were primed with thoughts about their attachment figure leaving them. In the first study, attention was also biased towards one's personal name. However, none of the studies revealed an attentional bias effect towards the known person's name, indicating the specificity of the bias effect for the attachment name and excluding an interpretation in terms of familiarity. In one study, the self-report measure of attachment anxiety was positively related to the attentional bias effect for the attachment name, but this effect could not be replicated in a second study. Attachment avoidance did not correlate significantly with any bias score.

C116

DEMYSTIFYING MODERATED MEDIATION: A UNIFIED FRAMEWORK FOR INVESTIGATING CONDITIONAL MEDIATION EFFECTS IN PSYCHOLOGICAL RESEARCH *Kristopher Preacher[1], Derek Rucker[2], Andrew Hayes[3]; [1]University of North Carolina at Chapel Hill, [2]Northwestern University, [3]Ohio State University* — Applications of mediation (indirect effects) and moderation (interaction effects) abound in the social psychology literature. However, studies addressing how to test hypotheses combining mediation and moderation are sparse despite a high demand for such advanced methods. Conflicting treatments of these effects in the methodological literature have left in

their wake unclear recommendations and guidelines for social and personality psychologists. This work provides a guide to properly construe and conduct analyses of moderated mediation hypotheses. We disentangle conflicting definitions by offering a coherent framework consisting of five special cases. In each case, a mediation effect is hypothesized to be moderated by at least one moderator variable. We (1) provide first- and second-order standard errors for testing moderated mediation effects and for constructing confidence intervals under the assumption of normality, (2) suggest that the simple-slopes and Johnson-Neyman techniques may be adapted to probe significant effects, (3) advocate bootstrapping as an alternative that avoids making unwarranted distributional assumptions, and (4) provide SPSS and SAS code to facilitate easy application of these methods in practice. Finally, we demonstrate the use of these methods via application to real data.

C117

CONSEQUENCES OF SELF-REGULATORY FOCI: PREVENTION LEADS TO ANALYTIC PROCESSING FOR INDEPENDENTS, BUT HOLISTIC PROCESSING FOR INTERDEPENDENTS *Ulrich Kühnen; International University Bremen, Germany* – Previous studies have found that self-regulatory states (i.e. promotion versus prevention) are associated with different processing styles. Specifically, within a avoidance-related prevention state individuals tend to process information in a detail-oriented, analytic way (relative to an approach-related promotion state). However, these studies were conducted with Western participants, with presumably independent self-concepts only. For the present study, it was argued that the consequences of a prevention focus may be quite different for individuals with primarily interdependent self-concepts. While independents focus their perception on details in a prevention state, for interdependents prevention may be associated with the tendency to focus on the context, resulting in a more holistic processing way. In order to test this, participants categorized into independents and interdependents according to their chronic self-construal (using Singelis' scale, 1995). The self-regulatory focus was manipulated orthogonally (i.e. promotion, prevention, control group). Subsequently, all participants worked on the Embedded-Figures Test (EFT), in which they have to detach simple geometrical figures from a more complex context. The more analytic an individual's perception is, the more embedded figures he or she will detect. In line with our hypothesis, the results show that for independents the prevention focus increased performance relative to the promotion manipulation, while the opposite was found for interdependent participants. Given that the members of different cultures differ in their chronic self-construal, the present findings may have implications for cross-cultural studies, which will be discussed.

C118

FOCUSING ON THE BIG PICTURE MAKES YOU FEEL LIKE A BIG SHOT: ABSTRACT MINDSETS INCREASE PERCEIVED POWER *Pamela Smith[1], Daniel Wigboldus[2]; [1]Leiden University, [2]Radboud University Nijmegen* – Previous research has shown that the concept of power is directly linked to abstract information processing (Smith & Trope, in press). The present experiments explore the reverse direction of this link: does processing information more abstractly make one feel more powerful? In Experiment 1, participants were placed in either a concrete or abstract mindset by writing about either how to pursue a given goal or why one would pursue that same goal (Freitas, Gollwitzer, & Trope, 2004). Then they did a lexical decision task where they tried to respond before the computer erased the word from the screen. Participants placed in an abstract mindset were more likely to think they had removed the word themselves, and thus had more control over the situation, than participants placed in a concrete mindset. In Experiment 2, participants placed in an abstract mindset with the how/why task showed greater preference for high-power roles relative to concrete-mindset participants. Experiment 3 replicated Experiment 2, except that participants were placed in a concrete or abstract mindset by repeatedly focusing on the local or global elements of Navon letters, and a control condition was added. Here abstract-mindset participants were more interested in high-power roles than both concrete-mindset and control participants. Such research adds to previous work on subtle signs of power (e.g., Schubert, 2004) and on how expectancies regarding power may reflect power's actual effects (e.g., Tiedens, 2001). It also sheds new light on how power hierarchies may be nonconsciously perpetuated.

C119

DEFOCUSED ATTENTION IN DEPRESSED MOOD: EVIDENCE FROM SOURCE MONITORING *Elanor Hinton[1], Rhiannon Buck[1], Ulrich von Hecker[1], Thorsten Meiser[2]; [1]University of Cardiff, [2]DFG Research Group, University of Jena,* – This research investigated the hypothesis that depressed mood is associated with a defocused mode of attention, allowing irrelevant information to be noticed and processed more than in non-depressed states. Using a source monitoring task, multinomial tree modeling was used to statistically separate parameters pertinent to memory performance on relevant vs. irrelevant stimulus aspects. Sub-clinically depressed college students selected using the Beck Depression Inventory (BDI) had better memory for irrelevant stimulus aspects than non-depressed control students. However, depressed students' performance on the relevant stimulus aspects was unimpaired. These results are in conflict with a capacity reduction view of sub-clinical depressed mood and support the hypothesized altered, defocused mode, in which attentional resources are more evenly allocated across various aspects of the materials. The results are discussed within the framework of adaptive functions of emotional states. Two further parallel experiments were conducted using the source monitoring paradigm to investigate attentional control in the context of laboratory induced mood states using film clips, as well as in a clinical sample, i.e., patients with Major Depressive Disorder. Attentional control did not appear to be altered by sad or happy mood induction where mood changes were mild and short-lived. In contrast, depressed mood (BDI) was associated with more general recall impairments in the clinically depressed population. Distinctions between functional and dysfunctional cognitive changes associated with sad mood of varying duration and severity are discussed.

C120

COVARIATION DETECTION AND ATTITUDE FORMATION *Kate Ranganath, Brian Nosek; University of Virginia* – Using Hamilton and Gifford's (1976) illusory correlation paradigm, we investigated the effects of covariation information on the formation of implicit and explicit attitudes. Explicit attitude formation is well understood with this paradigm, making it useful for contrasting implicit and explicit processes. Participants in three conditions read statements describing the behaviors of members of two fictitious groups. In the illusory condition, participants read twice as many statements about one group (majority) than the other (minority), though the ratio of positive to negative statements was equal for both. Prior work has shown that participants tend to erroneously perceive a correlation between majority group membership and positive behaviors, and thus report greater liking for the majority group. Participants in a pro-majority control condition read statements that reflected an actual correlation between the majority group and positive behaviors; participants in a pro-minority control condition read statements that reflected an actual correlation between the majority group and negative behaviors. Participants in the pro-majority and pro-minority control conditions formed implicit and explicit attitudes consistent with the covariation induction. In contrast, participants in the illusory condition explicitly preferred the majority group, but showed no implicit preference, suggesting that implicit attitude formation is not sensitive to the illusory effect. The results of two studies are consistent with a dual-process model, wherein implicit attitudes reflect algebraic accounting of covariation and explicit attitudes reflect interpretative or reflective judgments of that covariation.

C121

SELECTIVE EXPOSURE IN HIV PREVENTION: EXAMINING THE EFFECTS OF COGNITIVE AND BEHAVIORAL FACTORS ON SELECTIVE EXPOSURE TO HIV-PREVENTION MATERIALS, RECALL OF NEW INFORMATION, AND SUBSEQUENT COGNITIVE AND BEHAVIORAL CHANGE *Allison Earl, Dolores Albarracin, Marta Durantini; University of Florida* – Although many HIV-prevention intervention programs have been empirically tested in the last twenty-five years, not much research has been dedicated to investigating strategies that increase participation and retention in these programs. This oversight is important because participants who are at the highest risk for HIV-infection are also those most likely to drop out of a preventative program. A field experiment with 350 clients of the Alachua County Health Department addressed this issue by investigating the relation between cognitive, motivational, and behavioral factors and selective exposure to HIV prevention materials. Results indicated that selective exposure to different types of communications is often predicted by the type of change one is targeting. Whereas in previous selective exposure research, prior attitudes predicted exposure to materials dealing with such issues as political beliefs, in HIV prevention other factors may be involved. Consistent with this possibility, participants' prior knowledge about HIV transmission and prevention predicted selective exposure to more cognitive strategies (i.e., information available in an HIV-prevention brochure) and participants' prior condom use predicted exposure to more behaviorally-based strategies (i.e., participation in a risk-reduction counseling session). Results are discussed in the context of prior research in the areas of behavior change and selective exposure, as well as practical implications for HIV-prevention intervention design.

C122

VOLUNTEERISM AND RELIGIOUS IDENTITY: LONGITUDINAL LINKS TO OLDER ADULTS' MENTAL HEALTH *Michele Schlehofer, Janice Adelman, Robert Blagg, Allen Omoto; Claremont Graduate University* – Volunteering and religiosity are both associated with better mental health among older adults, and religious older adults are likely to volunteer in religious-based organizations. We longitudinally explored the joint effects of volunteering and religiousness on older adults' mental health. Older adults (N = 134) completed multiple-item measures of religious identity and current volunteer work in religious and non-religious organizations. Six months later, they completed several measures (e.g., self-esteem, life satisfaction, depression) that were standardized and combined to create a composite mental health measure. Regression analyses revealed that religious identity and volunteerism in non-religious organizations interacted to predict later mental health, $F_{change}(1, 134) = 3.01$, $p < .09$. Among non-volunteers, religious identity positively predicted mental health ($r = .14$). However, among volunteers in religious organizations, religious identity was negatively related to mental health ($r = -.18$). There was no interaction between religious volunteering and religious identity in predicting mental health, $F_{change}(1, 134) = .14$, n.s. However, as would be expected, individuals who volunteered in religious organizations had higher religious identity scores than those who did not, $p < .001$. While religious older adults volunteered in religious organizations, their acts did not affect their mental health. However, our results indicated that volunteering in non-religious organizations had mental health benefits for older volunteers who are not religious. Interestingly, religious older adults actually had poorer mental health if they volunteered in non-religious organizations. These results suggest the importance of matching volunteerism and identity concerns in influencing the mental health of older adults.

C123

HOW AFFECT INFLUENCES PERCEIVED INTRAGROUP VARIABILITY IN GROUP INTERACTION: THE UNITIZATION EFFECT *Francesco Foroni[1], Gale Pearce[2], Myron Rothbart[3], Cesar Manolo Flores[3], Matthew Mensik[3], Laura O'Leary[3], Tiffany Thornton[3]; [1]Vrije Universiteit Amsterdam, [2]University of Utah, [3]University of Oregon* – People tend to infer group members' opinions about a topic from the group action or decision even when the action or decision is performed by a small portion of the group (i.e., 'outcome bias': Allison & Messick, 1987). In an experimentally controlled group interaction, we tested the outcome bias and whether the 'affective' component of the outcome (e.g., negative) associated with an action modulates the bias and the perceived group homogeneity. Participants were run in groups either in the Recipient Group condition (that experiences the outcome of another group's action [Action Group]) or in the Observer Group condition (that witnesses the interaction between the other two groups). Each group watched the same video-taped discussion among the members of the Action Group showing large diversity of opinion among the members about the action to take toward the Recipient. Participants then judged variability within the Action Group and within their own ingroup. The affective value of the outcome (positive, neutral, or negative) was experimentally manipulated, as was the status of the participants' group (Recipient or Observer). Participants showed the expected outcome bias: the more negative the outcome the less positive and more homogeneous is perceived the Action Group. This effect was stronger for the Recipient Group condition. The effect was present even if the Action Group exhibits strong heterogeneity of opinion and the final decision-rule was completely random. The results are important for inter-group relations and conflict, because they link intergroup affect with the perception of intragroup homogeneity

C124

WHEN A LESS THAN PERFECT PARTNER IS PERFECT: THE EFFECTS OF SOCIAL COMPARISON ON DEPENDENCE REGULATION IN CLOSE RELATIONSHIPS. *Maya Aloni, Sandra Murray; State University of New York, Buffalo* – To risk depending on a partner to satisfy one's needs, people need to see reason to trust in their partner's positive regard and love. To trust in a partner's regard, people need to believe that their partner falls within their league or grasp (Murray, Rose, Holmes, Derrick & Podchaski, 2005). The current experiment explored the hypothesis that low self-esteem people are hesitant to depend on their partner in part because they compare themselves to their partner and find themselves falling short. One hundred thirty-nine people involved in exclusive dating relationships participated. We manipulated the need to engage in social comparison by providing participants with feedback that their personality was variable and uncertain (i.e., high social comparison need) or consistent and stable (i.e., low social comparison need). We manipulated the standard the partner set by asking participants to describe their partner's most positive or most negative qualities. We then measured participant's anxiety about depending on their partner to satisfy their needs. The results revealed the anticipated significant social comparison by partner focus by self-esteem interaction. When low self-esteem participants were focused on their partner's positive traits, they reported greater dependence anxiety when they were primed to engage in social comparison (compared to controls). In contrast, when low self-esteem participants were focused on their partner's negative traits, they reported less dependence anxiety when they were primed to engage in social comparison (compared to controls). Ironically, for low self-esteem people, the less perfect partner may be the more reassuring one.

C125

PERSEVERANCE IN LABELING AND CATEGORIZATION *Myron Rothbart[1], Francesco Foroni[2], [1]University of Oregon, [2]Vrije Universiteit Amsterdam* – Previous research provided evidence for the labeling effects on perception. Labels consistently increase within-category simi-

larity and (less consistently) reduce across category similarity (Foroni & Rothbart, 2004). Using a modified version of Foroni and Rothbart's paradigm, we investigated the perseverance of the labeling effects to understand whether one can relinquish the effects of categorization and perceive each member's pre-categorized attributes. One hundred-twenty-two undergraduates were presented with silhouette drawings of women, ordered along a continuum of body shape from very thin to very heavy. At each one of three distinct phases, participants express similarity judgments and absolute estimates about the stimuli presented. In phase 1, each participant expressed judgments with no labels attached onto the continuum. In phase 2 the same judgments were expressed either in the presence of verbal labels (experimental condition) or with no labels (control condition). Finally, in phase 3, all participants expressed again their judgments with no labels. In Phase 2, participants in the experimental condition were affected by the presence of the labels (replicating Foroni & Rothbart's results). Moreover, in phase 3, the participants who have been exposed to labels during Phase 2, showed still similar and significant effects on perception. The effect of labels is present even when the labels are no longer present and their validity has been challenged. These results clearly demonstrate the pervasiveness of labeling effects and our limited ability to discharge a classification system after having repeatedly used it - as speculated by Harnad (1989) and by Rothbart and John (1985).

C126

WHEN IGNORANCE IS BLISS: THE EFFECTS OF IGNORANCE, UNCERTAINTY, AND KNOWLEDGE OF ALTERNATIVES ON SATISFACTION WITH OUTCOMES *Karim Kassam, Carey Morewedge, Daniel Gilbert; Harvard University* – In two studies, participants won one of two prizes based on a coin flip. Participants either learned nothing about the unwon prize (ignorance), learned the identity of the unwon prize (knowledge), or learned that the unwon prize was one of four items but did not learn which one (uncertainty). In Study 1, knowledgeable participants and ignorant participants were happier with their prize than were uncertain participants. In Study 2, some participants learned that the unwon prize was one of four items but did not learn which one (uncertainty), some learned that it was the worst of the four items (good knowledge), and some learned that it was the best of the four items (bad knowledge). Once again, knowledgeable participants were happier with their prize than were uncertain participants. The results suggest that it is worse to know something about what might have been than to know everything or nothing.

C127

FACTORS UNDERLYING EXPECTANCIES OF SUCCESS AND ACHIEVEMENT: THE INFLUENTIAL ROLES OF NEED FOR COGNITION AND GENERAL OR SPECIFIC SELF- CONCEPTS *Marc-Andre Reinhard[1], Oliver Dickhaeuser[2]; [1]University of Mannheim, Germany, [2]University of Erlangen-Nuernberg, Germany* – It has been assumed that the impact of self-concept on expectancies of success and subsequent achievement is due to task-specific rather than general self-concepts. Based on dual-process-theories of information processing, the present paper argues that given peripheral information-processing, expectancies and subsequent achievement will depend on general self-concept whereas given central information-processing expectancies and subsequent achievement will depend on task-specific self-concepts. According to dual-process-theories both personality factors (eg. need for cognition (NFC)) and situational factors (eg. cognitive load, personal relevance) determine the use of the peripheral or central route of processing. Results from Study 1 (N = 104) showed that specific self-concept was predictive on expectancies only in individuals high in NFC, whereas in individuals low in NFC, expectancies could be predicted from the general self-concept. In Study 2 (N = 193), where cognitive load was manipulated, given a high cognitive load, only general self-concept was predictive of success expectancies independent of NFC whereas in the low cognitive load condition, the results agreed with the findings from Study 1. Study 3 to 5 replicated these findings when different situational manipulations were used and within different achievement domains. Furthermore in these studies the assumed pattern was also found for the prediction of actual achievement.

C128

INTEGRATING INDIVIDUALITY AND COMMUNITY: THE IMPACT OF PARENTS' AUTONOMY SUPPORT ON EMERGING ADULTS' SELF-INTEGRATION *Elise Moreau[1], Francis Ranger[1], Emilie Boucher[2], Isabelle Gingras[2], Richard Koestner[2], Genevieve A. Mageau[1]; [1]University of Montreal, [2]McGill University* – The integration of social values into a coherent self is an important challenge of social development. While young adults need to learn the values and behavioral patterns promoted by their social surroundings, they also need to construct their own identity within their social world (Erikson, 1968). The present research investigates how parents may facilitate the integrative process of identity formation. Drawing on self-determination theory (Deci & Ryan, 2000), it is proposed that to achieve self-integration individuals must have the autonomy to adapt norms and behavioral regulations to their own values and propensities (Ryan et al., 1992). Several studies now show that parents facilitate the internalization of values through autonomy supportive behaviors (Grolnick & Ryan, 1987, 1989), which are operationalized as providing opportunities for choice, giving a rational for rules and demands, and acknowledging feelings (Black & Deci, 2000; Grolnick & Ryan, 1989). Using Higgins' (1987) methodology, the present study aims to show that parental autonomy support not only facilitates the internalization of values but also the integration of the self. A total of 421 young adults described their actual, ideal and ought selves and reported their perception of their parents' past behaviors (PPASS; Mageau et al., 2004). Results show that young adults who remember their parents as being more autonomy supportive were less likely to experience self-discrepancies between who they felt they ought to be and who they believed to be. They had also more fully internalized social values and behavioral regulations as indicated by a more self-determined motivation.

C129

INTERNALIZING PARENTAL GUIDELINES: THE RELATIVE IMPORTANCE OF PARENTS' EXPECTATIONS AND YOUNG ADULTS' SELF-GUIDES WHEN LIVING AT HOME OR NOT *Francis Ranger[1], Elise Moreau[1], Emilie Boucher[2], Isabelle Gingras[2], Richard Koestner[2], Genevieve A. Mageau[1]; [1]University of Montreal, [2]McGill University* – Growing up, young adults face the double challenge of learning the values promoted by their social surroundings and of integrating these social guidelines into a coherent self (Erikson, 1968). In his self-discrepancy theory, Higgins (1987, 1996) proposes that people hold different self-guides (e.g., the ought self), which are used for self-regulation. These self-guides are hypothesized to result from the internalization of guidelines and values promoted by significant others. In turn, young adults assimilate and accommodate to these regulations to form their own self-guides. Self-discrepancies between self-guides from various standpoints (e.g., one's own or one's parents') and the actual self have been related to negative emotions (Higgins, 1987, 1996). The present research investigates the relative importance of different self-guides' standpoints for anxiety at two life stages. It is hypothesized that discrepancies between the actual and ought self from the parents' standpoint should have a greater impact on anxiety for young adults who are under direct parental influence than for those who have moved out of the family home. The reverse should be true for self-discrepancies involving the ought self from one's own standpoint. A total of 331 young adults described their actual and ought self from their parents' and from their own standpoint. They also completed anxiety and other outcome measures. Results from regression analyses showed that life stages (i.e., living with or without one's parents) moderated the impact of self-discrepancies between one's actual and ought self (both from one's parents' and own standpoint) on anxiety. The theoretical implications are discussed.

C130

WORKING MEMORY AS A MEDIATOR OF STEREOTYPE THREAT EFFECTS *Jeremy Jamieson, Stephen Harkins; Northeastern University* – Although the effect of stereotype threat on performance is well established, the mediating process is not. Recently Schmader and Johns (2003) have argued that the effect of stereotype threat on performance is mediated by a reduction in working memory. However, because they did not counterbalance task order, their test of mediation is subject to alternative interpretation. In the current work, the antisaccade task was used to directly test the working memory hypothesis. The antisaccade task requires that one look in the opposite direction of a peripherally flashed cue to identify the orientation of a target. On this task, a reflexive tendency to look at the peripherally flashed cue interferes with one's ability to report target orientation. Mitchell, Macrae and Gilchrist (2002) have shown that one's ability to inhibit this response is undermined by reductions in working memory capacity (e.g., working on a concurrent task,). Thus, if stereotype threat reduces working memory capacity, participants in the stereotype threat condition should find it difficult to inhibit antisaccades and should perform more poorly than participants in the control group. Pilot testing found no gender differences on this task, and also showed that females can be convinced that males outperform females on this test of "spatial ability." In the main experiment, inconsistent with the working memory hypothesis, our results showed that females in the stereotype threat condition performed better, not worse, than females in the control group. It is argued that Harkins (2005) mere effort hypothesis can account for these results.

C131

SHIFTING THE PERCEIVED AFROCENTRICITY OF FACIAL FEATURES THROUGH SOCIAL INFORMATION *Jennifer Steele, Amanda Williams, Anita Thakurdeen; York University* – The purpose of this study was to determine whether the facial features of an African-American target would be rated differently depending on the stereotypicality of the biographical information provided. Previous research suggests that Black targets with more Afrocentric features are viewed more stereotypically and less favorably than Black targets with less Afrocentric (or more Eurocentric) features (Blair et al., 2002; Maddox, 2004). Blair et al. theorized that this is due to a direct link that forms between the physical features associated with a social category and group-based cultural stereotypes. In the present research, we examined whether the stereotypicality of information presented to participants would similarly influence perceptions of a Black target's facial features. While viewing a photograph of an African-American male, ninety-two undergraduates read one of four purported biographic descriptions of this target, and then in a seemingly unrelated task, rated his facial features along Afrocentric dimensions. Each description, taken from Blair et al., 2002, was either stereotypic or couterstereotypic and either positively or negatively valenced. Using an Afrocentric composite as the dependent measure, a main effect for stereotypicality emerged. Contrary to our initial predictions, Black targets who were described stereotypically were rated significantly lower on Afrocentricity than Black targets who were described counterstereotypically. The implications of these results are examined in terms of participants' motivation to appear unbiased (Devine et al. 2002) as well as the shifting standards that can emerge with subjective perceptual judgments (Biernat et al., 1991).

C132

JUMP BY YOURSELF IF YOUR SHIP IS SINKING! FREE CHOICE UNDER THREAT AND THE CONSTRUCTION OF THE SOCIAL SELF. *Immo Fritsche[1], Eva Jonas[2], Thomas Fankhänel[1]; [1]University of Jena, Germany, [2]University of Munich, Germany* – Reflecting on conditions of low individual control (e.g., mortality or long-term unemployment) increases ingroup bias. This phenomenon might be understood as a control restauration process by symbolically increasing the control capabilities of one's social self if the individual self lacks control. In our research we investigate whether this effect might be eliminated if people perceive the potential of free choice under conditions of restricted control. Free choice is assumed here to work as a control restauration device. The first study shows that ingroup bias in East and West Germans towards the respective outgroup was increased when participants had to reflect on own possible long-term unemployment. However, this effect only occured if participants imagined that unemployment was due to being fired and not if it was due to an individual decision to quit the job. The second study shows that mortality salience effects on ingroup bias disappeared if death was described as self-determined. In our third study we orthogonally manipulated both mortality salience and control salience and found a main effect of control salience on ingroup evaluation. No other effects occurred. These findings are discussed with regard to the effects of perceived freedom and control in low control circumstances on the motivated construction of individual and social selves. Additionally, we discuss in how far both mortality and other lack of perceived control conditions may elicit existential crisis.

C133

REJECTION SENSITIVITY, REASSURANCE SEEKING, & ELICITING SOCIAL REJECTION *Ginette C. Blackhart, Dianne M. Tice; Florida State University* – Previous research (Downey et al., 1998) has shown that individuals high in rejection sensitivity (RS) are more likely to elicit rejection from their romantic partners than those low in RS. Downey et al. also found that high RS women specifically engaged in negative behaviors during conflict that elicited both post-conflict anger and rejection from their partners. It is suggested, however, that high RS individuals engage in behaviors that elicit social rejection during non-conflict situations as well. Past research has shown that people who engage in excessive reassurance seeking (a relatively stable tendency to seek reassurance perseveratively from others) elicit interpersonal rejection from those close to them (e.g., romantic partners, roommates; Joiner et al., 1992). Thus, it was hypothesized that high RS participants would be more likely to engage in excessive reassurance seeking, eliciting greater social rejection from others, than low RS participants. In the current study, male and female participants completed the Rejection Sensitivity Questionnaire (Downey & Feldman, 1996) and the Reassurance Seeking subscale of the Depressive Interpersonal Relationships Inventory (Joiner et al., 1992), which measures the tendency to seek reassurance excessively from people close to them as to whether they 'truly' care. Results indicated that those high in RS were more likely to engage in excessive reassurance seeking than those low in RS. This suggests that even during non-conflict situations, high rejection sensitive individuals engage in behaviors that elicit social rejection from people they feel close to.

C134

BEAUTIFUL AND BOLD - A GUIDELINE FOR SUCCESS AT PERSUASION? *Matthias Messner[1], Marc-Andre Reinhard[1], Ludwig Sporer Siegfried[2]; [1]University of Mannheim, Germany, [2]Justus-Liebig University of Giessen, Germany* – In two studies featuring a direct face-to-face context, we tested the hypothesis that it is beneficial for an attractive communicator to overtly verbalize a desire to influence in order to induce behavioral compliance. In contrast, unattractive communicators should be more persuasive when they avoid verbalizing a desire to influence ("beautiful and bold"-effect). To test this hypothesis Study 1 displayed a 2 (desire to influence: overtly stated versus not stated) x 2 (communicator's physical attractiveness: low versus high) x 2 (sex of salesperson) x 2 (sex of participant) factorial design. This hypothesis was partially confirmed. Overtly verbalizing a desire to influence recipients' choice of a reward (ball-pen vs. 3 Euro), for participating in a psychological experiment, revealed to be beneficial for attractive communicators. The assumed reverse effect for unattractive communicators could not be confirmed. Overall the results of Study 1 were independent of both the sex of the communicator and the sex of the participant. To test whether the "beautiful and bold"-effect can be explained by different strategies of information processing, Study 2´s

design was modified and extended by orthogonally manipulating the argument-quality (weak vs. strong) used for influencing participants' choice. Study 2 showed the predicted "beautiful and bold"-effect and furthermore confirmed that this effect is independent of participants' depth of information processing. Moreover, first indications were found that the "beautiful and bold"-effect is partially mediated by participants' attribution whether ulterior motives underlie communicator's persuasion attempt. An attributional perspective is discussed to explain the effect's mechanism.

C135

CORRELATES OF ENVIRONMENTALLY RESPONSIBLE BEHAVIOR *Jeffrey Perrin; University of New Hampshire* – The present study examined the relationships between environmentally responsible behavior and environmental knowledge, outdoor recreational activity, social responsibility, future time orientation, and locus of control. Participants in the study were 298 introductory psychology students. Results indicate that individuals with higher environmental knowledge scored higher on a self-report measure of environmentally responsible behavior. In addition, individuals who participated in more outdoor recreational activities also scored higher on environmentally responsible behavior. Relationships remained significant across all subscales of environmentally responsible behavior (activism, consumer, education, recycling/ energy conservation). There were no significant interaction effects between environmental knowledge and social responsibility, future time orientation, and locus of control in predicting environmentally responsible behavior. Also, there were no significant interaction effects between outdoor recreational activity and social responsibility, future time orientation, and locus of control in predicting environmentally responsible behavior. The findings suggest that increasing environmental knowledge and time spent participating in outdoors recreational activities should be considered as a means towards increasing environmentally responsible behavior.

C136

EGO DEPLETION AND SELECTIVE EXPOSURE: THE IMPACT OF SELF-REGULATION ON THE EVALUATION AND SEARCH FOR NEW INFORMATION *Peter Fischer, Tobias Greitemeyer; Ludwig-Maximilians University, Munich* – Self-regulation resources have been shown to affect decision-making and intellectual performance. Since these both domains are considered to be crucial processes involved in information processing and information seeking, the present study investigated the impact of self-regulation resources on the evaluation of and search for new decision-consistent and inconsistent information. Two studies have consistently shown that individuals with depleted regulatory resources systematically devalue and neglect inconsistent information. Mediational analyses clarified the underlying psychological processes: Individuals with depleted regulatory resources exhibit greater commitment to their standpoint, thus more strongly devalue the quality of inconsistent information, finally resulting in a stronger confirmation bias in information search.

C137

SELECTION AND PERPETUATION OF UNHEALTHY RELATIONSHIPS *Christine Chang-Schneider, William B. Swann Jr.; University of Texas at Austin* – These studies addressed whether certain types of people select into or are compelled to remain in unhealthy heterosexual relationships, both from the vantage point of the potential victim and also of the potential abuser. Focusing on instances in which the potential victim is the female, the first study presented women with a series of scenarios, each of which described a fictitious couple whose relationship might be considered unhealthy or emotionally abusive. Women with low self-liking (SL) found the behavior of the antagonist of the relationship significantly more acceptable than women with high SL and also claimed that they would stay in the relationship significantly longer than those with high SL. Focusing on instances in which the potential abuser is the male, the second study targeted narcissism, as narcissism's "Exploitiveness-Entitlement" factor seemed like it might predispose men to abuse. Men who scored high as compared to low on narcissism reported that for their ideal partner, they would prefer a partner who scored significantly lower on self-rated competence and worthwhileness, but higher on competence as rated by themselves. This finding implies that highly narcissistic men may prefer an ideal partner whom they think is fairly competent (which will allow them to bask in their partner's success) but who are unaware of their own competence or worthwhileness (which will make her compliant and tolerant of the narcissists' disrespect and lack of caring).

C138

SELECTIVE EXPOSURE AND DECISION FRAMING: THE IMPACT OF GAIN AND LOSS FRAMING ON BIASED INFORMATION SEEKING AFTER DECISIONS *Andreas Kastenmueller, Peter Fischer, Eva Jonas, Dieter Frey; Ludwig-Maximilians-University Munich, Germany* – When people make decisions, they often prefer information supporting their decision. So far, this effect was mainly investigated in the context of gain decisions (e.g., purchasing or acquisition decisions). However, loss decisions (e.g., selling decisions) – which occur rather frequently in real-life decision-making – were given less attention in research on biased information search. Since we know from Prospect Theory that it makes a big difference whether people decide about gains or losses, the present research applies this theoretical framework in order to investigate biased information seeking as a function of gain and loss decisions. Results revealed that selectivity of information search is higher after gain than after loss decisions. This effect is shown for decisions about framed (Experiment 1, 2) and actual gains and losses (Experiment 3, 4). Furthermore, the underlying psychological processes could be identified: Gain framed decisions increase decision certainty (Experiment 1), thus lead to greater reliance on asymmetric knowledge (Experiment 2), thereby increasing bias in quality assessment and information search (Experiment 3). Experiment 4 finally shows that people with high need for cognition are less prone to be affected by decision framing than people with low need for cognition.

C139

THE CONSTRUCTION OF POSITIVITY: SELF-REGULATION AND POSITIVE ILLUSIONS *Silvia Osswald, Peter Fischer, Tobias Greitemeyer; Ludwig Maximilians Universität Munich* – Individuals frequently exhibit positive illusions about their own abilities, their possibilites to control the external environment, and future expectations. Recent research revealed that positive illusions are often based on active rather than passive processes of attention, perception, and interpretation. These active processes are supposed to require resources of self-regulation, which is considered to be a limited resource akin to energy or strength. Accordingly, the present research investigates whether self-regulation resources are an active ingredient in the construction of positive illusions. Four studies revealed that people with depleted self-regulatory resources exhibit a less optimistic sense of own abilities, a lower sense of subjective control, and less optimistic expectations about their future. Hence, it was concluded that self-regulatory resources are required for the construction of positive illusions.

C141

BUILDING RELATIONAL RESOURCES: THE IMPACT OF CAPITALIZATION ON RELATIONSHIPS *Shannon M. Smith, Cheryl L. Carmichael, Sarah Schneider, Harry T. Reis; University of Rochester* – Capitalization, sharing a positive event with another who responds enthusiastically, has previously been related to increased positive affect, life satisfaction, and positivity about the event itself (Gable, Reis, Impett, & Asher, 2004; Rodrigues, Carmichael, & Reis, 2003; Smith & Reis, 2005). Further, capitalization has been associated with greater liking of the responder (Rodrigues et al, 2003) and relationship satisfaction (Gable et al, 2004). While these findings suggest a connection between capitaliza-

tion and positivity about a relationship, does capitalization further build relational resources? In other words, does receiving an enthusiastic response result in greater confidence in the responder's provision of support and assistance for the responder? We explored this in three studies. In a study of married individuals, both wives' and husbands' perceptions of their partner's enthusiasm were positively correlated with perceptions of support received from the partner. A second study showed that undergraduates who perceived more enthusiasm from a romantic partner in response to sharing positive events were less sensitive to rejection from the partner. Finally, an experimental study showed that participants who shared a positive event and received an enthusiastic response from an interviewer were significantly more likely, compared to those receiving a disparaging response, and marginally more likely than those receiving neutral or neutral with candy responses, to return what was ostensibly accidental overpayment for study participation. These results indicate that capitalization may build relational resources, such that individuals are more likely to perceive the responder as being supportive and feel responsible for helping the responder.

C142

HUMANS, ANDROIDS, AND ROBOTS, OH MY! MORAL JUDGMENTS OF HUMAN AND MECHANICAL AGENTS *Kurt Gray, Daniel Wegner; Harvard University* – People often justify concepts such as "human," "free will," and "responsibility" by assigning to humans a special moral status that could never be achieved by any other agent. Yet in an age when robotics and computer science are refashioning science fiction into fact, and social robots such as Breazeal's (2005) "Kismet" lead perceivers to perceive them as near-human, it is possible to begin studying how perceivers view human and mechanical agents in the moral domain. This study presented moral scenarios to participants in which the target was either a human, an android (a robot that looks like a human), or a robot, calling for judgments of the moral worth of the actions of the target in a number of classic moral domains. Androids and robots were seen as less likely than humans to experience emotions and motivations, but as similar to humans in their ability to think. Moral judgments of androids and robots also departed from moral judgments of humans. When an error of omission is committed, for example, robots were rated as less culpable than both people and androids, which did not differ significantly from each other. In a scenario that measured perceptions of free will, androids were seen to possess a higher ability to have "done otherwise"—even higher than that of humans. The findings suggest that perceivers treat hypothetical robots and androids in ways that are remarkably similar to humans, departing subtly rather than dramatically in the moral status they assign to such agents.

C143

THE RELATIONSHIP BETWEEN A COMMON INGROUP IDENTITY AND INTERGROUP THREAT *Blake Riek, Eric Mania, Samuel Gaertner; University of Delaware* – According to the Integrated Threat Theory (Stephan & Stephan, 2000) there are four major threats (realistic threats, symbolic threats, intergroup anxiety, and negative stereotypes) that relate negatively to outgroup attitudes. While the impact of these threats has been well established, little research as examined ways of reducing intergroup threat. The Common Ingroup Identity Model (Gaertner & Dovidio, 2000), which seeks to reduce intergroup bias by emphasizing a shared identity between two groups, may be capable of reducing intergroup threat as well. Furthermore, this reduction in threat is proposed to mediate the relationship between perceptions of a shared identity and lower levels of intergroup bias. In order to examine the relationship between perceptions of a shared identity and intergroup threat, we measured 130 White college students' perceptions of a shared identity with Blacks as well as perceptions of intergroup threat and outgroup attitudes. Utilizing both traditional mediational techniques and SEM our predictions were confirmed. As perceptions of a shared identity increased, intergroup threat decreased, and these decreases in threat were related to lower levels of negative outgroup attitudes.

C144

THE EFFECTS OF THREAT OF LOSS AND FRUSTRATION OF GOALS ON INTERRACIAL BIAS AMONG BLACKS AND WHITES *Eric Mania, Blake Riek, Samuel Gaertner; University of Delaware* – This research asks: How do Blacks' and Whites' experiences with racial group membership differ and what effect do these differences have on interracial bias? Racism and discrimination may lead Blacks to experience an especially strong sense of being blocked from achieving desired goals, which is termed frustration of goals (FOG). Whites however, may perceive progress towards racial equality as a threat to their group's status. They may experience especially strong worry about this loss of status, which is termed threat of loss (TOL). Among Blacks FOG should predict racial bias better than TOL, but among Whites TOL should be a stronger predictor of bias than FOG. Specific emotional manifestations of bias may also vary as a function of FOG and TOL. FOG can be understood as a thwarted desire to achieve (promotion focus), which should produce bias in terms of anxiety. TOL can be viewed as a desire to avoid status loss (prevention focus), which should produce bias in terms of dissatisfaction (Shah, Brazy, & Higgins, 2004). A survey was conducted to test these ideas. Results found that Blacks experience more FOG than TOL, whereas Whites experience more TOL than FOG. Regression analyses found that FOG significantly predicted bias in Blacks, but not Whites. Conversely, TOL was a marginally significant predictor of bias in Whites, but not Blacks. Specific emotional manifestations of bias were affected by race, but were not consistently related to TOL or FOG in ways that were expected.

C145

DOES CASE-BASED INFORMATION LEAD TO ACCURACY OR OPTIMISM IN PERSONAL PREDICTIONS? *Meredith Terry, James Shepperd; University of Florida* – Research on the planning fallacy and moral behavior suggests that reliance on case-based information produces overly optimistic personal predictions about future outcomes. By contrast, research on risk judgments suggests that reliance on case-based information produces accurate personal predictions about future outcomes. How can we reconcile these two findings? One possible explanation recognizes that people possess two types of case-based information: information about past experiences and information about future plans and intentions. We hypothesized that reliance on the former produces accuracy in predictions whereas reliance on the latter produces optimistic predictions. We tested this hypothesis by having college students consider either their past behavior or future plans prior to predicting their class attendance over the next month. Participants who considered their past behavior predicted they would miss more classes than did participants who considered their future plans. Moreover, the predictions of participants who considered their past behaviors were more accurate than the predictions of participants who considered their future plans. In short, case-based information can produce accuracy and bias in personal predictions. Moreover, the findings imply that if researchers desire people to make accurate predictions, they should prompt people to assign more weight to their past behavior than to their future plans.

C146

"I CAN'T LEAVE, BUT NEITHER CAN YOU": CONSTRAINT AND AGGRESSION IN MARRIAGE *Nancy Frye[1], James McNulty[2]; [1]Long Island University, [2]The Ohio State University* – Although the national divorce rate appears to be leveling off at around 50%, the United States continues to have the highest divorce rate in the world. Consequently, there have been movements, such as the introduction of covenant marriage laws, designed to make marriages more difficult to exit. Although partners with high levels of barriers to leaving their marriage are likely to experience marital stability, what role might such barriers play in their marital quality? Previous research suggests that, because constraints

influence commitment, one partner's constraints should be associated with more positive, and less negative, behavior from that partner. However, this pattern may not be found when both partners are constrained. In particular, when both partners are unable to leave, they may feel less accountable for their behavior, and, consequently, be more likely to engage in negative behavior. The current study addressed this possibility using data from newly married couples. Consistent with predictions, wives who were less able to leave the marriage engaged in more psychological and physical aggression when their husbands were also less able to leave the marriage. Additionally, husbands demonstrated an overall tendency to engage in more physical aggression when their wives were less able to leave the marriage. Results have implications for both policies such as covenant marriage as well as theory regarding the role of commitment in relationship behavior.

C147

A SOCIAL PSYCHOLOGICAL INVESTIGATION OF BELIEF IN CONSPIRACY THEORIES *Alexandrea M. Hunt, Andrew Karpinski, Jonathan M. Lytle; Temple University* – Traditional theories of belief in conspiracy theories have emphasized the role of personality factors (such as lack of interpersonal trust or feelings of hostility; Goertzel, 1994; Abalakina-Paap, Stephan, Craig, & Gregory, 1999). However, social and contextual factors (such as mere exposure and personal relevance) may also play an important role in the development and maintenance of conspiracy beliefs. To investigate the role of personality and social factors in conspiracy beliefs, 52 women and 36 men rated their level of belief in 43 conspiracies, along with the number of times they had heard each theory and the personal relevance of each conspiracy. Participants also completed measures of self-esteem, authoritarianism, interpersonal trust, and need for closure. On average 22% of the participants indicated some level of belief in each conspiracy, but on a conspiracy-by-conspiracy basis, the level of belief ranged from zero to 80%. An HLM analysis as conducted to predict conspiracy belief from both the social factors and the personality variables. Consistent with our predictions, this analysis reveled that belief in a conspiracy was associated with increased exposure to that conspiracy, $t(78) = 12.76$, $p < .001$, and with increased relevance of the conspiracy, $t(78) = 3.98$, $p < .001$. For the personality variables, only self-esteem was a significant predictor of belief, $t(70) = -2.46$, $p = .01$. These findings suggest social and contextual factors may be as important as or more important than personality factors in determining belief in conspiracy theories.

C148

MORAL REACTIONS TO CRIME: REMORSE AND MITIGATING CIRCUMSTANCES *Steen Sehnert[1], Gabrielle Adams[1], Thane Pittman[1], John Darley[2]; [1]Colby College, [2]Princeton University* – Can a perpetrator's expression of remorse for committing a moral wrong modify perceivers' assignments of punishment? Is this affected by the mitigating or aggravating circumstances surrounding the crime? This study manipulated expressions of remorse and the mitigating circumstances surrounding a crime to determine how these affect judges' responses. Eighty-six participants read one scenario about a man who stole money from another man. Different scenarios described a situation in which the perpetrator expressed remorse or did not, and one of three levels of surrounding circumstances: mitigating (e.g., a need for money for a daughter's operation motivated the crime), a control condition, and aggravating (e.g., the theft was from a person who needed the money for a daughter's operation). Main effects were found for both remorse and mitigating circumstances on both attributional judgments about the perpetrator and punishment assigned, suggesting that the effects of remorse and mitigation operate independently. Participants also reported the degree to which they were morally outraged by the theft. Moral outrage was reduced both when remorse was expressed and when mitigating circumstances existed for the theft, and was increased by aggravating circumstances. A covariance analysis suggested that moral outrage mediated punishments assigned, so, for instance, when the perpetrator expressed remorse, participants were less likely to be morally outraged, and in turn were less inclined to punish as harshly. These results suggest that the respondents were primarily motivated by a concern for assigning a just deserts punishment to the offending individual.

C149

SOCIAL NETWORK APPROVAL, PARTICIPANT PERCEPTIONS AND THE PREDICTION OF ROMANTIC RELATIONSHIP COMMITMENT AND PERSISTENCE *Paul E. Etcheverry[1], Benjamin Le[2], Mahnaz Rehmatullah[3]; [1]Iowa State University, [2]Haverford College, [3]University of Texas at Arlington* – Past research has demonstrated that perceptions of approval from social network members are predictive of relationship commitment and persistence (Sprecher, Felmlee, Orbuch & Willetts, 2001). Less research has examined how actual network opinions influence relationship commitment and persistence although theories of network influence suggest that perceptions of network opinions will mediate any effect of actual network opinions (Fishbein & Ajzen, 1975). The current research tests this mediational prediction and also examines associations between participant's perceptions of network approval and actual network opinions. Past research indicates that people often hold unrealistically positive views of their romantic relationship (Murray & Holmes, 1997), especially if they are satisfied with their relationship. Therefore participants should overestimate approval for their relationship. In addition, relationship satisfaction should be positively associated with perceptions of network approval even after controlling for actual network opinions. To test these predictions, 253 participants indicated their level of commitment degree of relationship approval from a male and female friend, and seven months later indicated whether their romantic relationships had ended. In addition, the male and female friends were contacted and asked to indicate their actual level of approval for participants' relationships, using the same measures. As expected, actual friend approval was positively associated with relationship commitment and persistence but this effect was mediated by participant's perceptions of friend approval. Participants perceived higher approval from friends than friends actually reported. Finally, participant satisfaction was found to be positively associated with perceptions of network approval even after controlling for actual friend opinions.

C150

PSYCHOLOGICAL EFFECTS OF SOCIALLY MANDATED STIGMA CONCEALMENT *Michael Dudley; University of Kentucky, Southern Illinois University, Edwardsville* – This study investigated the impact of socially mandated stigma concealment on individuals' psychological well-being and cognitive processing. Whereas much past research has delineated the advantages and disadvantages of stigma disclosure, much less research has investigated stigma concealment. To study these effects, stigmatized participants (gays/lesbians) were asked either to conceal or to disclose their sexual orientation status to an interaction partner during a brief, getting-acquainted conversation. For comparison purposes, an additional sample of non-stigmatized participants (heterosexuals) were also included in this study and were likewise asked to either conceal or disclose their sexual orientation status. As predicted, mandated concealment of personally relevant identity information from others engendered negative consequences, both affective and cognitive. In most cases, these same effects were demonstrated whether such information is culturally stigmatized or not (i.e., among heterosexual as well as gay/lesbian participants), indicating that reactions to such concealment are rather uniform in nature. Specifically, in comparison to individuals who disclosed such information, individuals who were required to conceal personally relevant information reported increased levels of negative affect and higher levels of secrecy, thought suppression, and preoccupation. Such concealment, however, did not seem to affect participants' self-esteem or perceptions of the interactions. Several possible directions for future research are suggested to better establish the generalizability of these findings in more realistic encounters.

C151

A META-ANALYTIC REVIEW OF CULTURAL DIFFERENCES IN COGNITIVE PROCESSES *Yuri Miyamoto, Shinobu Kitayama, Thomas Talhelm; University of Michigan* – Recent research on culture and cognition suggests that Westerners tend to engage in analytic cognitive processes by focusing on a salient object in lieu of its context whereas East Asians tend to engage in holistic cognitive processes by attending to the relationship between the object and its context (Nisbett et al., 2001). Although the evidence is mounting, the literature does not provide us with any systematic estimate of how large or small cultural differences are or whether they depend on types of cognitive processes or specific populations. We hence conducted a meta-analytic review of the studies that compared cognitive processes of North American populations (i.e., Americans and Canadians) against East Asian populations (i.e., Koreans, Japanese, Mainland Chinese, Hong Kong Chinese and Taiwanese) with tasks that focus on either language-based inference and judgment or non-language-based perception. Our meta-analytic review showed that (i) the overall size of cultural differences in the cognitive processes is moderate (with the overall mean of Hedges' g being 0.47) and (ii) the size of the cultural differences does not depend on the involvement of language in the tasks. That is, the difference between North Americans and East Asians is as strong in basic-level perception and cognitive processes (e.g., visual attention) as in high-order language-based cognitive processes (e.g., causal attribution). Moreover, this analysis also revealed national differences within Asia, with Mainland Chinese differing from North Americans substantially more than other East Asians did. Implications for future research on cultural differences in cognitive processes will be discussed.

C152

THE GUILTY BY ASSOCIATION EFFECT AND SELF-ESTEEM *Jennifer L. Fortune, Ian R. Newby-Clark; University of Guelph* – In previous studies Newby-Clark demonstrated that, when someone behaves in an inappropriate manner in the company of a friend, the friend erroneously anticipates being judged harshly by others. Here, we sought evidence for self-esteem as a moderator of the "guilty by association" effect. We hypothesized that people with relatively low self-esteem (LSE) would exhibit the guilty by association effect more strongly than would HSE people. Participants' self-esteem was measured (N = 177). They then read a brief scenario about an encounter between a pair of friends (the "Offender" and the "Associate" of the Offender) and an acquaintance of the Associate (the "Observer"). Participants read the scenario from either the Associate or Observer perspective. Participants were also randomly assigned to one of two scenario types. In the Nose Picking scenario, participants read that the Offender picks his/her nose. Nose picking did not occur in the Control scenario. To heighten impact, the scenarios were written in the second person (i.e., "As you walk along . . .") Associates anticipated how positively the Observer would rate them, and Observer participants gave their ratings of the Associate. We obtained a significant condition by self-esteem interaction ($p < .05$). Simple effects revealed a guilty by association effect only among LSE participants in the Nose Picking condition ($p < .01$). We will next delineate the mechanism of effect. Perhaps LSEs are more prepared to believe that others think poorly of them or perhaps their self-perceived social standing is more contingent on their friends' social standing.

C153

THE F WORD: ASSESSING COLLEGE STUDENTS' EXPLICIT ATTITUDES TOWARD FEMINISTS AND FEMINISM *Amanda Breen, Andrew Karpinski; Temple University* – What are the effects of the label feminist? To investigate this hypothesis, 60 participants read a description of a typical liberal college student who was either male or female and who was explicitly labeled as a feminist or not. Analysis revealed a significant target gender by feminist label interaction, $t(53) = 3.32$, $p < .01$. The female target was rated more favorably when she identified as a feminist than when she did not. The male target was rated less favorably when he identified as a feminist compared to when he did not. Additionally, identification as a feminist, β = .29, $t(53) = 2.39$, $p = .02$, and feminist attitudes, β = 0.37, $t(53) = 3.06$, $p < .01$, predicted evaluations of the target individual. Interestingly, none of these effects were moderated by the gender of the participant (all ps > .80). The results of this study suggest that the label feminist is perceived as acceptable when associated with females but not with males. In the future, I would like to examine attitudes toward feminists and feminism using indirect and implicit measures, such as the Single Category Implicit Attitude Test and the Implicit Attitude Test, which assess attitudes residing outside of awareness and conscious control. Assessing feminist attitudes using indirect and implicit attitude tests is attractive because the effects of social desirability are minimized.

C154

INTEREST GOALS: MOTIVATIONAL IMPLICATIONS OF REGULATORY FOCUS *Jessi Smith; The Ohio State University* – The self-regulation of motivation model (Sansone & Smith, 2000) suggests that an interest goal can emerge during task engagement and individuals will strategically regulate behavior to enhance their experience. It is possible that whether an interest goal emerges depends on a person's orientation to promote success or prevent failure (ie., promotion and prevention self-regulatory foci, Higgins, 1998). The aim of this project was to discover whether self-regulatory foci affect the self-regulation of interest (SRI). It was predicted that compared to a promotion-focus (PMF), a prevention-focus (PVF) would negatively impact intrinsic motivation indirectly, through (in)actions that correspond to not self regulating interest. In Study 1, 73 participants were assigned to a nonconscious priming of PVF, PMF, or a no-focus control. All participants engaged in a boring task which was coded for SRI. Intrinsic motivation was measured by likelihood of performing a future task. A PVF prime resulted in less SRI compared to PMF ($p<.05$) with no focus falling in between. Compared to PMF, SRI was less likely to predict intrinsic motivation with a PVF ($p<.05$). Study 2 replicated these effects. 41 participants engaged in a boring or interesting task. Participants were either told they could avoid losing (PVF) or approach winning (PMF) a gift certificate. PVF again lead to less SRI compared to PMF ($p<.05$) and compared to the interesting task ($p<.05$). PVF was less likely to predict intrinsic motivation ($p<.05$). In short, interest as a process goal differentially emerges as a function of (subtle or overt) self-regulatory foci.

C155

STEREOTYPES ABOUT SMOKERS' SMOKING: IMPLICATIONS FOR SOCIAL BEHAVIOR *Renee Magnan, Amber Koblitz, Amanda Dillard, Kevin McCaul; North Dakota State University* – In two studies, we investigated nonsmokers' stereotypic perceptions of smokers' smoking behavior and how these may influence nonsmokers' behavior towards smokers. In Study 1, we asked smokers and nonsmokers about smoker self-concept, addiction, and motivation to quit. Compared to what smokers reported about themselves, nonsmokers overestimated the importance of smoking to smokers' self-concept and how addicted smokers were, and they underestimated smokers' motivation to quit. In Study 2, we investigated whether the stereotypes nonsmokers hold about smokers' behavior reinforce their negative images of smokers. We predicted that nonsmokers' misperceptions would lead to stronger negative stereotyping and a lack of willingness to interact with smokers. Nonsmokers read either a vignette about a smoker as nonsmokers in study 1 described them (high smoker identity) or a smoker as smokers in Study 1 described themselves (low smoker identity). They then rated the smoker on personality characteristics and indicated their willingness to engage in certain behaviors (e.g., date or have as a close friend) with the smoker. Overall, nonsmokers were less willing to engage in behaviors with the "high identity" smoker than the "low identity" smoker. In addition, nonsmokers evaluated the "high identity" smoker more negatively on trait-

adjective scales. These findings suggest that nonsmokers' misconceptions about smokers' behaviors lead to stronger negative views and may influence subsequent behavior toward smokers. The data have implications for improving our understanding of the social pressure that surrounds smokers and how nonsmokers' views of smokers might aid or hinder the process of smoking cessation.

C156

COMPASSION: A MULTIMETHOD, MULTITRAIT ASSESSMENT *Maureen O'Sullivan; University of San Francisco* – What is the difference between compassion, sympathy, distress, altruism and other emotions or feelings? The present study examined the definition of compassion as a complex affective and motivational trait in which emotional signs of distress at the suffering of others combines with helping behavior towards non-kin. An extensive self-report battery including well established measures such as the Marlowe Crown Social Desirability tests, the Affect Intensity Measure, Ekman and Friesen's Emotion Deception Detection Task, a measure of attachment, the Love Attitude Scale and the NEO were administered to 119 college students along with newer instruments such as Ekman's Emotion Comparison Scale, the UCB Assessment of Positive Emotions Scales, the TRIM scale of forgiveness, a measure of self-reported competitiveness, a description of spiritual practices and a newly constructed measure of compassion, based on the concept of extensivity (Willingness to help non-kin). Behavioral measures included observed facial distress while watching an Oprah TV show on AIDS in Africa, competitiveness during a Hungry Hippo game and whether or not participants helped with a clothing drive for an AIDS-related charity. Significant relationships between self-rated competitiveness and behavioral competitiveness were found. Facial distress while watching the Oprah video was related to spirituality and self reports of emotion, but not to whether or not one acted in a compassionate manner (i.e. volunteered for the clothing drive.) Convenience, rather than self-reported compassion, was the best predictor of whether subjects actually participated in the clothing drive.

C157

WHY DO ADOLESCENTS BECOME YOUNG OFFENDERS? TOWARD AN UNDERSTANDING OF MOTIVATION FOR DELINQUENCY. *Martin Yelle, Isabelle Green-Demers; University of Quebec in Outaouais* – Approximately 10% of teenagers are involved in criminal activities. In response to this alarming phenomenon, much energy has been devoted to prevention and rehabilitation programs for young offenders. However, the motives that lead to adolescent's delinquent behaviors have not been fully understood. For this reason, the goal of the present study was to delineate the various motives underlying juvenile delinquency. Based on the conceptual framework provided by Self-Determination Theory, and the development and validation of the Motivation toward Delinquency Inventory (MDI), the present study sought to achieve a deeper understanding of adolescents' intrinsic, extrinsic, and amotivated reasons for delinquent activity. The questionnaire was completed by 140 adolescents from several facilities in Quebec. Results of exploratory factor analyses (with maximum likelihood extraction and direct oblimin rotation) revealed the presence of five delinquency motivation factors corresponding to five of the six types of motivation elaborated by Deci & Ryan (1985, 2002). Furthermore, these dimensions explained a substantial proportion of sample variance, demonstrated good internal consistency, and correlated significantly with various self-reported criminal activity (e.g., car theft, robbery, vandalism, drug-use, etc.). Results are interpreted in terms of their conceptual contribution to our understanding of juvenile delinquency motivation, and implications for prevention and rehabilitation programs are discussed.

C158

THE DEVELOPMENT OF LEGITIMIZING IDEOLOGIES IN THE DEVELOPING WORLD *PJ Henry, Andrea Sau; DePaul University* – Theories of social stratification (e.g., social dominance theory, system justification theory) make claims that low-status group members in societies often maintain beliefs that help to justify their low-status position. Claims have been made that "people who suffer the most from a given state of affairs are paradoxically the least likely to question, challenge, reject, or change it" (Jost et al., 2003). These claims are contrary to theories that suggest that group members seek to enhance their self-interest or group-interest (e.g., realistic group conflict theory, rational choice models). The present study was conducted in one of the poorest countries in the world, Bolivia, to determine if even the most impoverished of the world will still endorse beliefs that justify the status quo and go against their group interests. A survey of 356 Bolivian school children, divided into low-status indigenous (Quechuan & Aymaran), medium-status Mestizo, and high-status Hispanic children, showed that lower-status children endorse beliefs in the effectiveness of government in meeting the people's needs more than their higher-status counterparts. These data were maintained despite low political sophistication among most of the children in the sample. The results suggest that (1) status-quo-legitimizing beliefs are endorsed among low-status group members in even the most extreme cases of poverty, and (2) mere socialization may be sufficient for development of legitimizing ideologies, and that complex psychological defenses or cognitive dissonance processes, though influential, may not be necessary.

C159

ACTION AND INACTION GOALS AND THE INFLUENCE OF MUTABLE- OR IMMUTABLE-TOPIC INFORMATION *Ian Handley[1,2], Dolores Albarracín[1]; [1]University of Florida, [2]Montana State University* – Because attitudes are associated with action patterns or potential, attitudes are useful when individuals hold the goal to act. Consistent with this notion, Albarracín and Handley (2005) demonstrated that priming general action goals (i.e., goals to "go") vs. general inaction goals (i.e., goals to "rest") increased the influence of information about a topic when participants did not have an attitude about the topic (i.e., it was novel), but decreased the influence of information about a topic when participants did have a prior attitude about it (and did not need to alter their attitude). We currently extend these findings by investigating whether the degree to which an individual can exert an influence over a novel topic may moderate the above effects of primed action and inaction goals on attitude formation. In this research, action or inaction goals were primed in participants who then read information supporting the implementation of senior comprehensive exams. The exams were introduced as a topic on which participants could either act or not act. Additionally, participants completed Kruglanski et al.'s, (2000) locomotion scale which measured dispositional tendencies to be active. Results indicate that for participants low in locomotion, those primed with an inaction goal were influenced more by information about a topic on which they could not act, whereas participants holding an action goal were influenced more by information on which they could act. The opposite pattern was observed for participants high in locomotion.

C160

CULTURAL MODE OF BEING: INDEPENDENCE AND INTERDEPENDENCE IN THE UNITED STATES AND JAPAN. *Toshie Imada, Shinobu Kitayama; University of Michigan* – Practices and public meanings of culture are organized in terms of very different ideas such as independence in the US culture and interdependence in Japanese culture. If this is the case, the US culture may offer a great variety of ways for individuals to be independent, whereas Japanese culture may offer an equally divergent ways to be interdependent. In order to test this hypothesis, we had American and Japanese participants write down episodes in which they actually experienced the feelings of either independence (the

self's autonomy and distinctiveness) or interdependence (harmonious relations with others and the self's similarity to others). The content of each episode was coded for its main theme. As predicted, American participants reported more divergent types of independent episodes than interdependent episodes whereas Japanese participants reported more divergent types of interdependent episodes than independent episodes. Surprisingly, Americans appear to experience independence less often than Japanese do and, conversely, Japanese appear to experience interdependence less often than Americans do. That is, episodes of independence generated by Americans were significantly older than those generated by Japanese, whereas episodes of interdependence generated by Japanese were significantly older for than those generated by Americans. One likely reason is that because US (or Japanese) culture offers great many and variety of independent (or interdependent) ways of acting and being, the threshold for the subjective experience of independence (or interdependence) has been substantially elevated for those engaging in this cultural context.

C161

FAILING TO PERSEVERE: WHEN IMPLICATIONS ARE NEGATIVE FOR THOSE INVOLVED *Corey Guenther, Mark Alicke; Ohio University* – Researchers have demonstrated belief perseverance—the tendency to maintain discredited beliefs—in both self and social perception (e.g., Ross, Lepper, & Hubbard, 1975; Anderson, Ross, & Lepper, 1980). The most prominent explanation for belief perseverance is that people generate explanations that are consistent with the feedback they receive. We conducted two studies, however, to see whether motivational factors might also operate in belief perseverance. In Study 1, participants either engaged in (actors) or observed (observers) the completion of a word-identification task ostensibly used to assess a (fictitious) facet of intelligence. They were assigned to receive either positive or negative feedback which was subsequently discredited, and participants were told that their actual score was unknown. Participants were then asked questions regarding the actor's intelligence based on how well they believed the actor had done, while ignoring the original feedback. Results indicated that in positive conditions, classic perseverance effects were observed: both actors and observers reported highly positive perceptions of the actor's performance, intelligence, and skill. However, in negative conditions, only observers demonstrated the effect—they reported negative perceptions of the actor's intelligence, while actors provided highly positive perceptions. Study 2 replicated and extended these findings, providing evidence that the obtained results were more than anchoring and adjustment effects. Discussion focuses on the potential mediating effects of task relevance, difficulty, and importance on the belief perseverance phenomenon, describes how differences in motivation may account for the findings, and also provides cognitive explanations for the obtained results.

C162

PERSONALITY PERCEPTION: COMPLEXITY AND ACQUAINTANCESHIP *Andrew Beer, David Watson; University of Iowa* – There is overwhelming evidence that a five factor structure of personality can emerge from many different types of samples and ratings. While these constructs are specified to be orthogonal, the intercorrelations amongst these traits are not zero, and in some instances, they are surprisingly strong. Intercorrelations amongst the Big Five personality traits were examined across 14 samples consisting of both self and peer ratings on the five dimensions. The samples represented peer ratings from varying levels of acquaintanceship, including strangers (N = 464), friends (N = 1260), dating couples (N = 587), and married couples (N = 1341). Across types of relationship, the average magnitude of the intercorrelations amongst the Big Five was stronger in peer ratings than in self ratings. Specifically, the intercorrelations among Neuroticism, Conscientiousness, and Agreeableness were particularly high amongst peer ratings, indicating the possibility of an evaluative super-trait utilized in peer ratings. In addition, the mean intercorrelations amongst the Big Five were particularly strong in the samples of strangers when compared with the better-acquainted samples. This provides evidence of an increasingly complex view of others as acquaintanceship increases.

C163

THE EFFECT OF SHIFTING STANDARDS ON EVALUATIONS OF MALE AND FEMALE ROLE OCCUPANTS *Janine Bosak[1], Alice Eagly[2], Sabine Sczesny[1], Anna Kirchner[1]; [1]University of Mannheim, Germany, [2]Northwestern University, Evanston, Chicago* – Social role theory implies that gender stereotypes are not applied in judgments if men and women occupy the same role (Eagly & Steffen, 1984). Nevertheless, a disappearance of sex differences might also be due to the activation of within-sex standards in judgments on subjective scales (Biernat, 2003; shifting standard model). To test these assumptions, participants evaluated a male or female target described as a homemaker, employee, or without role information with respect to communal and agentic attributes. Participants' judgments were assessed on subjective rating scales that allow for standard shifts and on common rule measures that restrain judgmental standard shifts. For communion, on both measures, homemakers, regardless of their sex, were perceived as significantly more communal than employees. Furthermore, participants perceived men and male employees as significantly more agentic than women and female employees. Male and female homemakers were not perceived to differ. For agency, on subjective measures, employees were perceived as more agentic than homemakers (regardless of their sex). In addition, the study found the expected interaction between sex and role of target: Participants perceived men as significantly more agentic than women if no role information was given. Male and female employees were perceived similarly agentic and female homemakers were judged even more agentic than male homemakers. On common rule measures, no role effect emerged. Participants perceived men as significantly more agentic than women. The results of the study support role-based explanations on communion but point toward the existence of shifting standards for agency.

D1

"I THINK I'M TURNING JAPANESE": THE EFFECT OF SELF-CONSTRUAL PRIMING ON ASSIMILATION TO SOCIAL CATEGORIES *So-Jin Kang, Kerry Kawakami; York University* – The goal of the present research was to examine whether interdependent and independent self-construals influenced assimilation of the self-concept to social category primes. Specifically, we examined the interaction between the effect of situationally activated and dispositional interdependent self-construals on the implicit identification of White participants with Asians. Participants in this study first completed a self-construal scale before being randomly assigned to either an independence prime condition, an interdependence prime condition, or a no-prime control condition. Subsequently, they were primed with one of two social categories (i.e., East Asian or Euro-Canadian) via a categorization task. Finally, all participants completed an Implicit Associations Test (IAT) which measured the speed with which they associated the self with East Asian and Euro-Canadian categories. The results revealed that only those who were high in dispositional interdependence assimilated to their primed social categories following interdependence priming. In particular, these participants were faster to associate the self with East Asians following a East Asian categorization priming task and faster to associate the self with Euro-Canadians following a Euro-Canadian categorization priming task. Participants who were low in dispositional interdependence, however, contrasted away from primed social categories following interdependence priming. Specifically, these participants were faster to associate the self with Euro-Canadians following East Asian priming and faster to associate the self with East Asians following Euro-Canadian priming. In summary, the present findings indicate that situationally activated interdependence facilitates assimilation to immediately salient social categories, but only among individuals who are chronically motivated to seek belongingness.

D2

A SELF-REGULATION ANALYSIS OF AGGRESSION: INTERACTIVE ROLES FOR NEUROTICISM AND AGREEABLENESS *Scott Ode, Michael Robinson, Benjamin Wilkowski; North Dakota State University* – Both neuroticism and agreeableness predict anger/aggression, but likely for different reasons. If one thinks of aggression as a car speeding out of control, neuroticism relates more to pressure on the gas pedal, whereas agreeableness relates more to pressure on the brake pedal. Following this metaphor, which is actually consistent with several self-regulation models of impulsive behavior, we predicted that neuroticism and agreeableness would interact in predicting anger, hostility, and aggression. Study 1 supported the interactive predictions in the context of scores on the Spielberger and Buss trait anger scales. That is, neuroticism and agreeableness interacted to predict trait anger and the highest levels of anger were found among those high in neuroticism and low in agreeableness. Study 2 conceptually replicated this interactive pattern in the context of hostile attributions for behavior. Study 3 used a paradigm commonly used to measure aggression in the laboratory. Individuals were given the opportunity to deliver low or high intensity noise blasts to potential opponents. As predicted, the most intense noise blasts were delivered by those high in neuroticism and low in agreeableness. In all studies, the interaction of the two traits tended to be more robust than either trait considered alone. As the results were replicated at the level of hostile thoughts, anger, and actual tendencies toward aggression, we conclude that the evidence for the model is robust. The research encourages a self-regulation analysis in which both driving and constrained forces interactively determine the likelihood of anger and aggression.

D3

EFFECTS OF FOOD ADVERTISING ON CHILDREN'S EATING BEHAVIORS *Jennifer L. Harris, John A. Bargh, Kelly Brownell; Yale University* – Children view, on average, 11,000 television commercials each year for foods high in sugar and/or fat that promise great taste, fun, excitement and happiness (Kunkel & Gantz, 1992). Some argue that children's food advertising may contribute significantly to an epidemic of childhood obesity in the U.S. (Brownell, 2004). The present research supports that claim and demonstrates that food advertising increases unhealthy snacking by children. During individual sessions, 50 2nd, 3rd and 4th-grade children viewed a short cartoon with either two minutes of food advertising embedded in the cartoon or the same cartoon with two minutes of advertising for other products targeted to children. In both conditions, the children received a snack of goldfish crackers while watching. The children did not see advertising for goldfish crackers. Additionally, parents completed a survey of their children's television viewing and eating habits and other potential moderators of eating behavior. An effect size of .78 was observed, with children in the food condition consuming 55% more crackers (30.9 grams) than children in the non-food advertising condition (19.5 grams). No potential moderator variables, including food preference, child's body mass index, hunger, appetite, amount of regular television viewing, or habitual eating while watching, were related. These results demonstrate that eating while watching television may occur largely independently of hunger, appetite or food liking, and that food advertising may serve as a cue to motivate greater consumption of any available food.

D4

TIME URGENCY/IRRITABILITY AS A PERSONALITY-BASED HEALTH RISK *Kenneth Hart; University of Windsor* – Research involving the notion of 'coronary-prone personality' has relied heavily on the Jenkins Activity Survey (JAS), a paper-and-pencil assessment tool that yields three subscale scores: (a) Global/Total Type A; (b) Time Urgency/Irritability; (c) Hard Driving/Competitive. Recent reviews have suggested that Global/Total Type A scores are unrelated to risk of cardiovascular disease. The present study sought to provide further evidence to support the notion that health risk status may be uniquely related to the Time Urgency/Irritability subscore of the JAS. One hundred and fourty undergraduates completed the student version of the JAS (Glass, 1977) and the Cook & Medley (1954) Hostility (Ho) scale, which yields a psychological measure of illness susceptibility. Results showed the time urgency/impatience subscale of the student JAS was uniquely and positively related to Ho scores ($r = .35$, $p < .001$). Importantly, Ho scores were unrelated to either the global JAS score or the hard/driving competitive subscale score. This constellation of findings is highly consistent with the results of two other studies (Swann, Carmelli & Rosenman, 1990; Wadden, Anderson, Foster & Love, 1983), both of which have reported differential correlations between cynical-hostility (Ho) scores and scores on the JAS. When considered in the aggregate, the emerging pattern of data convincingly suggests it may be premature to abandon the use the JAS in psychosocial research linking personality to health risk and ill health. Results indicate the Time Urgency/Irritability facet of the JAS may represent a non-specific vulnerability factor for general ill health.

D5

HATE AND INTERGROUP PREJUDICE: MULTIPLE PATHS TO SIMILAR OUTCOMES *Adam R. Pearson, John F. Dovidio, Aaron Smith-McLallen, Felicia Pratto; University of Connecticut* – Hate is often conceptualized as an important element of intergroup prejudice, discrimination, and violence. Criminal offenses that are deemed motivated by intergroup bias are classified as hate crimes, implicating hate as a key mediator. In contrast, we argue that whereas hate and prejudice may often coincide, they represent distinct psychological forces. Here, we present experimental evidence in support of such a model. Participants (nonBlack; N=182) were asked to read a newspaper article in which a White or Black

assailant was described as having brutally attacked a White student with little provocation. Measures included implicit (IAT) and explicit racial prejudice, Sternberg's (2003) three components of hate (passion, devaluation, and negation of intimacy), self-reported hate, and recommended sentence for the perpetrator (length of imprisonment, support for the death penalty). Passion (e.g., anger, fear), and devaluation (e.g., attributions of evil), but not negation of intimacy (e.g., disgust), were found to uniquely predict self-reported hate and sentencing; the multiple correlation was substantially greater than the contribution of any single component. Expressed hate was found to be primarily cognitively based (devaluation) when the assailant was White, and largely affectively based (passion) when the assailant was Black. Neither implicit nor explicit prejudice predicted hate or its components. However, explicit prejudice predicted racial bias in sentencing; Blacks were sentenced more severely relative to Whites by participants higher in prejudice. Analyses considering prejudice and hate simultaneously as predictors of sentencing supported the notion that they can operate independently to contribute to the same harmful outcomes.

D6

PERCEPTIONS OF ENTITATIVITY AND STIGMA FROM THE PERSPECTIVE OF THE STIGMATIZED AND THE NON-STIGMATIZED *Sara Crump, Brenda Major; University of California, Santa Barbara* – Perceptions of groups are guided by a variety of factors. For example, one's impression of a group may be based on cues to entitativity (i.e., whether a collection of people is thought to form a meaningful group) as well as the stigmatized status of the group. These perceptions, in turn, may be influenced by whether one is or is not part of the group in question. The current study examined whether membership in a stigmatized group influenced perceptions of entitativity and whether stigmatized individuals think of their stigmatized status differently than non-stigmatized individuals. Stigmatized and non-stigmatized participants made entitativity and stigma ratings of African Americans, Jews, Latinos, overweight individuals, and smokers. Based on Jones et al.'s (1984) dimensions, the stigma items assessed whether there were any differences between stigmatized and non-stigmatized participants' perceptions that membership in a stigmatized group was concealable, could change over time, disrupted normal interactions, was upsetting to others, was thought to be dangerous, and whether members were responsible for their stigmatized status. The results showed that the five stigmatized groups varied in level of perceived entitativity and on the dimensions of stigma. In addition, (although there were some meaningful exceptions) stigmatized and non-stigmatized individuals perceived each stigmatized group in similar ways. These results suggest that an individual's stigmatized status has little effect on perceptions of stigmatized groups, yet there remain important differences between groups in terms of perceived entitativity and the dimensions of stigma.

D7

REJECTED PEOPLE AVOID FUTURE SOCIAL INTERACTIONS WITH FRIENDS. *Kathleen R. Catanese[1], Roy F. Baumeister[2]; [1]Saint Leo University, [2]Florida State University* – Baumeister and Leary's (1995) theory of belongingness predicts that rejected people should be motivated to re-establish belongingness. The present experiment tested the prediction that rejection would lead to a desire to re-establish belongingness through affiliation with friends. Each participant arrived to the laboratory with one personal friend. The experimental session consisted of several pairs interacting together. After the groups became aquainted, participants privately chose two people beside their friend with whom to work on a subsequent task. Participants were then given false feedback indicating that either everyone or no one wanted to work with them. A control group was told that their partner had been disqualified for already completing the experiment. All were told that because of these circumstances, the participant would not have to continue the experiment. Participants then chose between waiting alone for their friend to finish or joining their friend. The overall chi-squared for this choice was significant, $X2\ (2, 88) = 9.41$, $p < .01$. Contrary to our predictions, rejected participants more frequently chose to be alone (54%) than to affiliate, whereas those who had been accepted (69%) or in the control condition (84%) overwhelmingly chose to affiliate rather than be alone. The rejection condition differed significantly from the control condition ($p<.01$) and marginally from the acceptance condition ($p=.08$). These results suggest that rejection does not cause a desire to re-establish affiliation with friends.

D8

FORGIVENESS IN THE ISRAELI-PALESTINIAN CONFLICT: ISRAELI SAMPLE *Tal Nir[1], Everett Worthington Jr.[2], Michael Lyons[1]; [1]Boston University, [2]Virginia Commonwealth University* – Research on forgiveness suggests that certain responses (e.g., rumination about the hurt, holding a grudge) bring about negative emotions such as bitterness, resentment, hostility, hatred, anger, and fear that constitute unforgiveness. The current study evaluates the impact of intergroup conflict on feelings of forgiveness (decisional and emotional) and unforgiveness that Israelis hold towards Palestinians. Participants were 132 Jewish-Israeli students from the Academic college of Tel Aviv-Yaffo. Levels of decisional and emotional forgiveness, and levels of unforgiveness, were obtained using questionnaires. Despite high negative correlations between forgiveness and unforgiveness, there is some suggestion that they are not merely reciprocals of one another – each construct seems to capture at least some unique variance. In addition, results support the view that decisional and emotional forgiveness are two distinct constructs. This is the first study to attempt to empirically evaluate the putative distinction between unforgiveness and forgiveness in the context of an intergroup conflict, and it is also the first one to empirically measure decisional and emotional forgiveness as two distinct constructs.

D9

THE CONTEXTUAL NATURE OF PERSONALITY: INCREASING SELF-REPORTED EXTROVERSION THROUGH IMPLICIT PRIMING *Leah Reisz[1], Jennifer Steele[1], Brian Siekierko[1], Daniel Heller[2]; [1]York University, [2]University of Waterloo* – Although personality theorists originally focused on the stability of personality over time and across situations, theory and research over the last 37 years suggests that an individual's variability in behavior is an essential part of the expression of personality (Mischel, 2004; Mischel & Shoda, 1995). Furthermore, a wealth of research has shown that when particular cognitive categories are made accessible via subliminal priming, participants' self reported attitudes and behavior can be altered (Bargh et al., 1996; Kawakami et al., 2003; Steele & Ambady, in press; Wheeler et al., 2001). The present study attempts to shed light on the contextual nature of personality by examining whether differences in self-reported personality could emerge by priming participants with extroversion trait terms. Forty-one undergraduates were subliminally primed with extroversion or neutral concepts, and then in a seemingly unrelated task were asked to complete a personality inventory (IPIP). Consistent with previous theory and research on the malleability of personality across varying contexts (Fleeson, 2004; Roberts & Donahue, 1994), there was a main effect of prime, with participants in the extroversion prime condition reporting greater levels of extroversion than participants in the neutral prime condition. As expected, no differences on any other personality dimension emerged. This effect was not moderated by self-concept-clarity or by self-monitoring, as might be expected based on past research (Wheeler et al., 2004). The malleability of attitudes and behavior across contexts, as well as the theoretical implications for the role of the self in trait priming effects are explored.

D10

MULTILEVEL ANALYSES OF PERSONALITY, SOCIAL, AND GENDER EFFECTS ON GROUP CLIMATE AND EFFICACY *Susannah Paletz[1], Judith Orasanu[1], Yuri Tada[2,1], Roberta Bernhard[2,1], Ute Fischer[3], Norbert Kraft[2,1]; [1]NASA Ames Research Center, [2]San Jose State University Foundation, [3]Georgia Institute of Technology* – Positive socioemotional outcomes are important measures of team success. True multilevel explorations of these outcomes and their determinants are rare. We examined the effects of the Big Five personality dimensions, team goals, gender, and gender composition on reported cohesiveness, freedom of expression, and group efficacy in 23 four-person teams. The teams worked for four days on a computerized search and rescue task and were composed of either all male, all female, or evenly mixed groups. Half were given cooperative team goals; the others were instructed to compete. We used hierarchical linear modeling (HLM) to analyze the data simultaneously and appropriately at the individual and group levels. Cooperative groups had higher group cohesion and group social efficacy than competitive groups. Homogeneous female teams had lower group social efficacy than other teams. At the individual level, female participants reported lower group communication efficacy, but this was due to a negative interaction effect with team goals: Females in the competitive condition rated group communication efficacy lower than females in the cooperative condition or males in either condition. Average team Agreeableness was negatively associated with a more expressive climate, and average team Openness was negatively correlated with group social efficacy. These were team level effects: Individual level Openness and Agreeableness were not associated with the dependent variables. This research demonstrates the value of HLM in accurately determining the effects at different levels of personality, gender, and team goals in small groups. Future analyses will address outcomes such as performance and physiological reactions over time.

D11

ANXIETY AND AUTOMATIC STEREOTYPE ACTIVATION *Andrew Becker, Galen V. Bodenhausen; Northwestern University* – Past findings have shown that anxious states facilitate stereotyping. In particular, early findings demonstrated that anxious perceivers utilize stereotypic information during judgment to a greater extent than neutral-mood perceivers (Baron et al., 1992). More recently, research has revealed that, compared to neutral mood states, anxious states orient social perceivers to focus more on basic demographic categories, such as race and sex, and to activate corresponding stereotypic knowledge to a greater degree (Hugenberg, Bodenhausen, Perrott, & Becker, 2005). One question about these findings concerns whether anxiety increases stereotype activation per se or instead inhibits controlled processes that would otherwise dampen stereotypic responses. Because recent research has shown that efforts to overcome stereotypic bias can happen quite rapidly (e.g., Conrey et al., in press), it is possible that previous effects have more to do with impairments of controlled processing than with changes in stereotype activation. We addressed this question using a process-dissociation procedure (Payne, 2001). Following a mood induction, participants completed a sequential priming task that examined both positive and negative stereotypic associations about African Americans (Judd et al., 2004; Payne, 2001). Process-dissociation analysis revealed that participants in an anxious state engage in more automatic stereotyping than neutral-mood participants, but only when stereotypes were ostensibly positive. No differences were found in controlled processing components of task performance. Thus, anxious emotional states appear to increase the activation of basic, stereotypic information, at least under some circumstances. Discussion will focus on the implications of these results for theories of anxiety and cognition.

D12

EGO-DEPLETION REDUCES SOCIALLY DESIRABLE BEHAVIORS *Liqing Zhang[1], Roy Baumeister[2]; [1]Carnegie Mellon University, [2]Florida State University* – The present research explores how ego-depletion impacts the performance of socially desirable behaviors. The theoretical logic is the following: a) The resource for self-control is limited and self-regulation in diverse spheres shares the same restricted resource (Muravan & Baumeister, 2000). Ego-depletion refers to the state when the self-regulation resource is used by exerting self-control in one task, resulting in deterioration of the performance of self-regulation in the subsequent task. b) The ego regulates the conflict between socially unacceptable impulses (id) and socially desirable demand (superego) (Freud, 1923, 1933). In other words, performing socially desirable behaviors may require self-regulation. c) Therefore, we hypothesized that ego-depletion may reduce the tendency to behave in a socially desirable way. The results of two experiments supported such a hypothesis. In Experiment 1, participants in the ego-depletion condition were asked to taste radishes while cookies were placed in front of them, thus having to exert self-control to not eat the cookies. The results showed that ego-depleted participants scored lower on the Marlowe-Crowne Social Desirability Scale. In Experiment 2, ego-depletion was induced by thought suppression: specifically, participants in the ego-depletion condition were told not to think of a white bear. The results showed that ego-depleted participants were less likely to volunteer time for a Student Emergency Fund. The findings of both experiments supported the hypothesis that ego-depleted participants were less likely to perform socially desirable responses than non-depleted participants. Such an effect was not mediated by mood.

D13

THE SNOWBALL EFFECT OF SOCIAL SUPPORT: CUMULATIVE INFLUENCE OF TEACHERS, PARENTS AND FRIENDS ON ACADEMIC MOTIVATION *Isabelle Green-Demers; Université du Québec en Outaouais* – It has long been known that support from key social figures has a beneficial impact on academic motivation. Yet, the compound effect of manifold sources of support remains to be investigated. The present study aimed to examine the cumulative impact of support from teachers, parents and friends on self-determined academic motivation in high school students (N=6885). Students completed a questionnaire assessing perceived social support and academic motivation. Eight mutually exclusive groups were formed by dividing the sample into all possible combinations of low and high support from each of the three target support figures. Mean motivation levels within each group were assessed and groups were compared. Results revealed a striking cumulative effect of social support. Students with high support from any single source displayed higher motivation than students with overall low support. The motivation of students with two combined sources of support was almost twice as high as that of students with one source of support. Moreover, the motivation of students with high support from all three sources was twice as high again as that of students with two sources of support. Interestingly, within high individual support groups, friends had a higher influence than teachers or parents. Also, within pairs of high support groups, friends and teachers, as well as friends and parents, had a more positive influence than teachers and parents. The cumulative effect of social support and the unexpected strong influence of friends on academic motivation are discussed in terms of their fundamental and applied implications.

D14

OPTIMISM AND COPING IN EARLY PREGNANCY *Lise Solberg-Nes, Suzanne C. Segerstrom, Theresa E. Spencer, Jennifer L. Snedeker, Frank C. Miller; University of Kentucky* – Existential coping strategies such as finding meaning and turning to religion have the potential to reduce anxiety under stressful circumstances. However, recent evidence suggests that such strategies may not be equally effective for everyone and specifically

that dispositional optimism may moderate the effectiveness of existential coping strategies. The present study examined the relationship between dispositional optimism, religious coping and anxiety in a sample of women in their first trimester of pregnancy (N = 100). Dispositional optimism related significantly to pregnancy anxiety ($r = -.34$, $p > .01$), implying that more optimistic beliefs can benefit women specifically when facing motherhood and dealing with the challenges of pregnancy. High optimism was also significantly related to less negative religious coping ($r = -.21$, $p < .05$), which includes questioning one's faith and attributing stressful events to punishment from God or influence from the devil. Optimism also moderated the effects of religious coping on anxiety ($p < .02$) as positive religious coping, which involves a sense of working together with God, reduced anxiety for pessimistic but not optimistic women. Although higher anxiety during pregnancy has previously predicted worse birth outcomes, psychosocial factors did not predict birth weight or gestational age in the current study. Overall, these findings indicate that dispositional optimism, coping and anxiety are related in early pregnancy, and that optimistic beliefs and coping can contribute to better psychological adjustment when facing the many demands of pregnancy.

D15

DECONSTRUCTING THE SOCIAL ENVIRONMENT IN HIGH SCHOOL: INTERRELATIONS BETWEEN SOCIAL SUPPORT, SCHOOL CLIMATE, AND ACADEMIC MOTIVATION *Marie-Renée Laframboise, Line LeBlanc, Isabelle Green-Demers; Université du Québec en Outaouais* — Social interactions are a focal aspect of high school experience. Moreover, students are part of a complex relationship network comprising benevolent and hostile peers and authority figures. Such interactions are liable to influence their inclination to work hard and to succeed academically. The goal of the present study was to test a three step model composed of associations between (1) support from teachers, parents, and friends, (2) school climate, and (3) academic motivation. School climate variables (e.g., safety problems, consistency of rules and regulations, student commitment, etc) were hypothesized to mediate the relationship between social support and motivation. Eight hundred and sixty eight high school students completed a research questionnaire designed to assess perceived social support from teachers, parents and friends, school climate, and self-determined academic motivation. Hypothesized relationships were tested by means of a path analysis. Results revealed direct associations between social support from teachers, parents and friends and academic motivation. Moreover, partial mediation was obtained for the following school climate variables : safety problems, overall quality of student interactions, and student commitment. Finally, although the school climate dimensions of instructional innovation, harsh discipline, and negative peer interactions did not act as mediators, they displayed significant direct effects with academic motivation. Results are discussed in terms of their contribution to the understanding of complex school dynamics. Applied implications regarding the academic and psychosocial adaptation of students are also outlined.

D16

SELF-IDENTIFICATION AND COMMITMENT IN THE CONTEXT OF THE THEORY OF PLANNED BEHAVIOR. *Mark Manning, Icek Ajzen; University of Massachusetts, Amherst* — The potential inclusion of a self-identification variable (the extent to which one identifies as someone who will engage in a particular behavior) as a predictor variable within the theory of planned behavior (TPB) is a topic of current debate. The present study examined whether the addition of self-identification and commitment to engage in a particular behavior improved the prediction of behavioral intentions as defined in TPB. Measures of attitudes, subjective norms and perceived behavioral control regarding donating blood, as well as measures of intention to donate blood, commitment to donating blood and self-identification as a blood donor were collected in the month prior to three blood drives. Behavioral measures were assessed by contacting participants following the blood drives and discovering whether or not they attended. Overall, a small percentage (12%) of those who replied attended blood drives. Commitment to behavioral engagement had unique predictive ability when introduced into the TPB regression predicting behavioral intentions. Self-identification was wholly mediated by commitment to engage in the behavior when predicting intention in TPB. Second-order confirmatory factor analysis revealed self-identification as a construct that is distinct in origin from behavioral intention and commitment to a behavior, suggesting that the self-identification variable is not capturing something motivational, as has been suggested, though it is related to it. Results raise questions concerning the inclusion of self-identity within TPB. The relationship between commitment and intention warrants further exploration with regards to their prediction of behavioral engagement.

D17

RELATIONAL SELF-VERIFICATION IN THE CONTEXT OF TRANSFERENCE *Michael Kraus, Serena Chen; UC Berkeley* — Extending research on the relational self and transference (Andersen & Chen, 2002), it was hypothesized that self-evaluative motives that are typically pursued with significant others are stored in memory as part of the relational self and thus are activated and applied to new others in the context of transference. Research suggests that people are especially motivated to seek self-verifying feedback from their significant others, or feedback that verifies their existing self views (Swann, De La Ronde, & Hixon, 1994). Thus, when transference occurs, people should seek self-verifying feedback from new others. Idiographic and nomothetic methods were used in a two-session design. In the first session, participants described a significant other and then identified attributes that were high and low in importance in characterizing their relational self with this other. In the second session, participants were exposed to descriptors about an upcoming interaction partner such that the partner either did or did not resemble the significant other they had described earlier, thereby eliciting transference or not, respectively. Participants then made self-ratings and ratings of how they would like to be viewed by their partner; the correspondence between these ratings was used as a measure of self-verification. The results showed that upon the activation of a significant-other representation (i.e., transference), the relevant relational self was activated, along with self-verification motives. That is, participants sought self-verifying feedback from their partner, particularly for their high-importance, relational-self attributes. These results are the first to show the activation of self-evaluative motives in the context of transference.

D18

I'D RATHER YOU THINK I AM STUPID THAN DISHONEST: THE PRIMACY OF SOCIAL-MORAL REPUTATION IN SELF-PRESENTATION *Emily Chan[1], Oscar Ybarra[2]; [1]Colorado College, [2]University of Michigan* — When perceivers form impressions of others, the contents can mostly be categorized into two domains-- social-morality (e.g., honesty) and competence (e.g., intelligence), with more interest generally directed at social-morality. How might this tendency influence people's self- presentation strategies? In 2 studies, we test the hypothesis that when people monitor their own reputations, they are more concerned about maintaining a positive social-moral reputation than competence reputation. The concern over one's social-moral reputation is functional for two reasons: (1) negative social-moral reputation is likely to spread because perceivers are more sensitive to social morality information, and (2) negative social-moral reputation, once established, is more resistant to change. In Study 1, participants were asked to imagine their reaction if others thought they were immoral (e.g., dishonest) or incompetent (e.g., stupid). Participants reported that they feel greater psychological distress when their social-moral reputation was at stake than when their competence reputation was at stake. Study 2 showed that people were willing to expend more effort to correct a mistaken

impression regarding social-morality than competence. Participants first completed a bogus personality test and then were given false feedback that they ranked below average in terms of social-morality or competence. They were then told that the experiment has ended and they were free to leave, but they could choose to complete additional personality questionnaires. As hypothesized, participant who received false negative feedback about their social-morality were more interested in "correcting" the negative impression by filling in more optional questionnaires than those who received negative competence feedback.

D19

AN INVESTIGATION OF THE LATINO APPEARANCE TYPICALITY SCHEMA: THE INFLUENCE OF PHYSIOGNOMY AND SKIN TONE ON THE ETHNIC CATEGORIZATION OF LATINOS *Francine Segovia[1], William Perez[2], Jorge Barraza[2]; [1]University of Michigan, [2]Claremont Graduate University* – What are the defining physical characteristics of being a Latino in the United States? Is it having brown skin, almond-shaped eyes, tinges of indigenous features? The subjective perception literature posits that no individual perception is ever interpreted objectively but contextualized within a web of meaning which the perceiver uses to discern, systematize and regularize his or her experiences. As with other racial/ethnic group members, it was hypothesized that Latinos, have a template of what they believe another Latino looks like (a Latino Ethnic Typicality Schema). A total of 152 Latinos evaluated stimulus pictures of other previously ambiguous identified Latinos on typicality of appearance, skin tone, and facial features. Information on participants' social history characteristics, ethnic identities, perceptions of their own ethnic typicality and physical characteristics were also collected to better understand the subjective lenses which influence a Latinos' Latino Appearance Typicality Schema. Path analysis revealed that perceptions of Latino Ethnic Typicality was primarily based on skin tone and indigenous features. Additionally, the two predictors most influencing perceptions of Latino Typicality were participant's own characteristics as skin tone and ethnic identity. Results from this study support theories of subjective perception that stipulate individuals' perceptions of others are influenced by his/her own experiences, biases, personal histories, and stereotypes of a particular group or group member's typical appearance. Given the growing demographic diversity in the United States, results from the present study are increasingly vital for understanding social categorization processes.

D20

SKIN COLOR, PHYSIOGNOMY, AND PERCEIVED DISCRIMINATION AMONG FIRST AND SECOND GENERATION LATINO YOUNG ADULTS *William Perez[1], Francine Segovia[2], Jorge Barraza[1]; [1]Claremont Graduate University, [2]University of Michigan* – Existing research on phenotype differences amongst Latinos shows that lighter skinned or more European featured (i.e. thin lips, aquiline nose, blue eyes, blond and straighter hair) individuals are perceived as more attractive and fare better economically and educationally than their dark-skinned counterparts (Arce, Murguia, and Frisbie,1987). In light of such studies, this investigation examined the relationship between skin color, facial characteristics, perceptions of discrimination and ethnic identity among Latinos from immigrant households. 150 Latinos answered questions about issues as perceived discrimination, ethnic identity and linguistic factors. Additionally, because previous studies have been limited due measurement precision, special attention was focused on a multi-method approach to skin tone and physiognomy measurement. In addition to participants own perceptions of physiognomy, blind raters evaluated digital photographs of each participant. Using a spectrophotometer device, researchers further overcame the difficulties of obtaining reliable measures of skin tone by measuring the reflectance of skin at specific wavelengths, yielding objective and reproducible measurements. Controlling for socioeconomic characteristics, linear regression analyses of self-reported measures of perceived discrimination alongside ratings of participant facial-physical characteristics, revealed that Latinos having blue, green, or hazel eyes reported lower levels of perceived discrimination. Conversely, darker- skin- toned Latinos, those with accented English and those reporting high levels of ethnic identity perceived the greatest levels of discrimination. This study's implications are vital in researchers' understanding of the heterogeneity of experiences amongst Latinos, further pointing to the importance of examining phenotype when investigating methodological and conceptual issues for researching Latinos.

D21

DISTANCING FROM DOMINANCE: THE EFFECT OF UNEARNED PRIVILEGE ON WHITES' RACIAL IDENTITY *Rosalind M. Chow, Brian S. Lowery, Eric D. Knowles; Stanford University* – Most theories of social identity assume that membership in a dominant group boosts members' self-esteem. However, there are instances in which membership in a dominant group may incur psychological costs, and in these circumstances, dominant group members may disidentify with their group. In two studies, we provide evidence that Whites disidentify with their racial group, and that this effect may be a strategy undertaken by individuals to manage the threat posed by the possibility that unearned advantage, rather than personal merit, underlies their success. In Study 1, Whites who believed in the existence of unearned White privilege were less likely to identify with their racial group when they also held a strong belief in meritocracy. In contrast, Whites who did not hold a strong belief in meritocracy did not disidentify with their group, even if the group was seen as possessing unearned racial privilege. In Study 2, Whites who endorsed the existence of White privilege and held a strong belief in meritocracy were more likely to have low implicit associations between the self and their racial group.

D22

WHAT DO YOUR OPPONENTS THINK OF YOU IF YOU ADOPT A TIT-FOR-TAT STRATEGY? THE EFFECT OF NEGOTIATION STRATEGIES ON TRUST AND IMPRESSIONS *Oliver Sheldon[1], Yuichi Shoda[2], Jason Plaks[2]; [1]Cornell University, [2]University of Washington* – The tit-for-tat strategy is generally considered effective in mixed-motive interactions such as negotiations over the distribution of limited resources. But what is the effect of employing a tit-for-tat strategy on the trust and impressions people have for those who adopt the strategy? A review of past literature showed that little work to date has investigated potential social consequences of negotiation strategies, such as "tit-for-tat", for trust-building and impression formation. As an initial step to investigate this question, the present study developed an experimental procedure that incorporated basic features of the Prisoner's Dilemma. This procedure was then used to examine the perceived trustworthiness of teams that employ a systematic, tit-for-tat strategy, relative to those that adopt no strategy, but engage in the same frequency of cooperative and competitive behavior. In addition, emotional reactions to and behavioral intentions toward such partners were investigated. Results revealed that participants perceived opponents who employed a tit-for-tat approach to be significantly more trustworthy than teams employing no-strategy. In addition, participants felt significantly less negative about tit-for-tat teams (e.g., were less annoyed by and frustrated with them), as well as significantly more inclined to negotiate with these teams again in the future. The study illustrates a new paradigm for studying psychological reactions to various negotiation strategies, one which proved to be efficient, highly controlled, and at the same time high in experimental validity (Aronson, et al. 1990).

D23

COUNTERACTIVE SELF-CONTROL: WHEN MAKING TEMPTATIONS AVAILABLE MAKES TEMPTATIONS LESS TEMPTING *Kristian Ove R. Myrseth[1], Ayelet Fishbach[1], Yaacov Trope[2]; [1]University of Chicago, [2]New York University* – We explored the hypothesis that values of objects or activities reflect the presence of conflicting

motives in self-control dilemmas and the operation of counteractive self-control strategies. Specifically, self-control increases the value of goal-related items and decreases the value of interfering tempting alternatives. Across four studies, we find support for our hypotheses that evaluations are influenced by self-control when (a) the goal- and temptation-objects are available (vs. unavailable) and when (b) evaluations are made prior to choosing between these objects (vs. after choosing). In study 1, participants in committed relationships discounted the attractiveness of targets of the opposite sex and boosted the attractiveness of their own partners only when participants perceived targets as available. Participants in Study 2 discounted the value of available movies when primed with academic goals, but did not discount the value of unavailable movies. In Study 3, participants who had to choose between internet leisure activities and studying gave lower ratings to the internet activities before choosing than after the choice was made. Finally, participants in Study 4 were dieters who chose between an apple and a chocolate. Among participants who chose the apple, those who evaluated the apple prior to choosing found it more attractive than did those who evaluated the apple after choosing. This pattern was reversed for participants who chose the chocolate. Together, these studies support the hypothesis that the value of objects reflects the presence of goal conflict and the operation of self-control.

D24

RACE DOES MATTER: THE ROLE OF RACIAL SALIENCE, RACE AND RACIAL IDENTITY IN PERCEIVING POSSIBLE INSTANCES OF DISCRIMINATION *H. Robert Outten, Richard Lalonde, Ben Giguère; York University* — This study investigated the relationship between racial salience, racial group membership and racial identity on the perception of ambiguous situations of discrimination for Black and White Canadians. Three brief vignettes (workplace, bus, restaurant) were presented to Black participants (N=60) and White participants (N=60). Following each vignette participants rated the likelihood that the protagonist had been discriminated against because they were a student or because of their race. They also completed racial identification measures (e.g., MIBI). In each scenario the protagonist was treated differently than others in the situation. In race salient versions of the vignettes, an opposite race discriminator was depicted (e.g., a White discriminator for Black participants), whereas in non-race salient conditions a same race discriminator was depicted. Two significant three-way interactions were found; an interaction between race of the participant, scenario and the type of discrimination attribution, and an interaction between racial salience, scenario, and the type of discrimination attribution. The findings indicated that when race was salient, participants perceived significantly more racial discrimination than did those in the non-salient conditions, with the effects being more pronounced for Black participants. With regards to racial identification, results indicated that Black Canadians who feel that they are viewed negatively by the rest of society and those who see the "Black experience" as unique may be more inclined to attribute negative situational outcomes to racial discrimination. The differential effects associated with the scenarios are also discussed. Findings suggest that both situational and dispositional factors influence perceptions of racial discrimination.

D25

THE EFFECT OF HUMILIATION ON ACCEPTANCE FOR RETALIATORY AGGRESSION. *Vani Murugesan, David O. Sears; University of California, Los Angeles* — A vignette study using 51 undergraduate students at a large, public university was conducted to examine the relationship between varying types of provocation and acceptance for retaliatory aggression. Vignettes presented situations in which characters were provoked. Subjects were then asked to rate the acceptability of responses the aggressed-against character could take, ranging from passive nonviolence to disproportionate violent aggression. Situations of provocation in the vignettes varied by 3 factors: humiliation (absence or presence), type of aggression (nonviolent or violent), and gender of the aggressed-against character (female or male). Humiliating treatment, violent aggression, and male characters produced the highest levels of acceptance for retaliatory aggression. In the non-humiliating condition, acceptance for retaliatory aggression did not differ across genders, while in the humiliating condition, male characters produced much higher levels of the DV. Additionally, while violent aggression predictably produced higher levels of acceptance for retaliatory aggression than nonviolent aggression in non-humiliating cases, this gap disappears in the humiliating condition. Results indicate that normal rules of reciprocity do not hold in cases of humiliating treatment. Findings are discussed with respect to honor culture, gender stereotypes, and violence justification. Humiliation is discussed as a powerful emotion often overlooked in psychology.

D26

INTERGROUP IMAGES AS A FUNCTION OF RACE AND PERCEIVED POWER *Tattiya Kliengklom, Robert Livingston; University of Wisconsin, Madison* — Previous research has mainly framed prejudice as a one-dimensional attitude towards all outgroups - psychologically similar and associated with the same discrimination patterns (e.g., Crandall, Eshleman, & O'Brien, 2002). However, Intergroup Image Theory (IIT; e.g., Alexander, Brewer, & Hermann, 1999) argues the nature of prejudice is a function of the structure of environment in which groups exist. Specifically, perceptions of out groups on three structural dimensions (status, power, and compatibility) interact to produce different outgroup images (ally, dependent, barbarian, and imperialist). For example, Whites viewed Blacks as having a barbarian image and Blacks viewed Whites as having an imperialist image. The paradox is both images are associated with the perception of the out-group as being higher in power. The goals of the current investigation are replicate previous research with Blacks and Whites, explore the images associated with Asian Americans, and to explore the nature of "power" as a structural dimension. 86 Participants self-reported racial attitudes towards Whites, Blacks, and Asian Americans. Of primary interest are endorsements of the four images, perceived social status, compatibility, and three types of power (political, economic, and physical). In accordance with previous research, results indicate that there are different images held for each race. Blacks were predominately seen as possessing the barbarian image, Whites as possessing the imperialist image, and Asian Americans as possessing the ally image. Additionally, the patterns of structural dimensions, specifically power, predict different images depending on which race is being evaluated. Implications for intergroup relations and discrimination patterns will be discussed.

D27

EXPRESSION AND PERCEPTION OF EMOTIONS AT MINIMAL ACQUAINTANCE *Tessa West, David Kenny; University of Connecticut* — Human perceivers often make judgments of others based on minimal information, and use these judgments to guide their future interpersonal interactions. Research on interpersonal perception has consistently shown both consensus and agreement between target and perceiver on trait characteristics (Albright, Kenny, & Malloy, 1988), sexual orientation (Ambady, Hallahan, & Conner, 1999), and intelligence (Borkenau, Mauer, Riemann, Spinath, & Angleitner, 2004) at minimal acquaintance. However, person perception researchers have yet to extend these findings to judgments of emotions. Using a round-robin design, twenty mixed-gender groups of 4 to 6 individuals each took a turn in the "hot seat" speaking about a past relationship break-up for 2 minutes in front of group members. Following each speech, individuals made self-ratings of felt and expressed emotions of anxiety, depression, and hostility (MAACL; Zuckerman, Lubin, Rinck, & Soliday, 1986), and 8 social emotions (e.g., jealous, humiliated, and arrogant), after which other group members made ratings of the target. Analyses were conducting using Kenny's Social Relations Model (Kenny & La Voie, 1985). Results

indicate statistically significant actor and partner variance on all emotions: perceivers both agree on what emotions individual targets express, and judgments of emotions are also "in the eye of the beholder." Statistically significant self-actor correlations indicate that individuals tend to see themselves as they see others, and statistically significant self-partner correlations indicate that individuals tend to see themselves as others see them. Further analyses did not reveal gender differences, and little effect of norms for expressiveness.

D28

INDIVIDUAL DIFFERENCES IN SELF- VERSUS OTHER-FOCUS AND RISKY BEHAVIOR AMONG HIV+ ADULTS *Kelvin Van Manen, Carey Ryan; University of Nebraska at Omaha* – Efforts to prevent the spread of HIV have begun to target persons who are already HIV+. Some work suggests that other-focused prevention messages, which stress the consequences of AIDS for others, are more effective than self-focused messages. We examined whether other-focus (e.g., empathic concern) versus self-focus (e.g., personal distress) personality characteristics predict less risky behavior (i.e., less of those behaviors that increase the risk of transmitting HIV) among people who are HIV+. Seventy-nine clients (73% male) of the Nebraska AIDS Project completed a questionnaire. The sample was 48% White, 33% African American, 8% Hispanic, and 11% mixed/other; 47% were gay, 16% bisexual, and 34% straight. Their mean age was 41.8 years (s=9.84). The questionnaire included measures of empathic concern, perspective-taking, personal distress, exaggerated belief in personal control, general knowledge about HIV/AIDS, number of risky behaviors during the past year, and willingness to engage in risky behaviors. As expected, empathic concern (r(75)=-.23, p=.03) and perspective-taking (r(75)=-.36, p=.001) predicted less risky behavior, whereas personal distress (r(75)=.20, p=.07) and an exaggerated belief in personal control predicted riskier behavior (r(74)=.29, p=.01). These effects were consistent across risk measures and remained when gender, age, sexual orientation, ethnicity, and HIV/AIDS knowledge were controlled. Although men and younger people reported riskier behavior than women, t(67)=-2.36), and older people (r(71)=-.24), these effects disappeared when personality characteristics were controlled. HIV knowledge did not predict risk behavior. Thus, people who were more other- versus self-focused were less likely to engage in behaviors that place others at risk of contracting HIV.

D29

SELF-EVALUATIONS OF COMPETENCE DEPEND ON CULTURAL DIFFERENCES IN MODESTY *Huajian Cai[1], Jonathon Brown[2], Mark Oakes[2], Ciping Deng[3]; [1]Sun Yat-Sen University, [2]University of Washington, [3]East China Normal University* – Earlier research has shown that cultural differences in perceived competence underlie cultural differences in self-esteem (Cai & Brown, 2005). The present research examined the cause of the cultural difference in self-evaluation of competence. We argue that it is modesty that leads to the difference. Two studies were conducted to examine the hypothesis. In Study 1, scales of modesty and self-evaluation of competence were administered to Chinese and American college students. Results revealed that (1) Chinese showed significantly lower self-evaluation of competence but higher modesty than did Americans; (2) when modesty was statistically controlled, the nation difference in self-evaluation was eliminated. In Study 2, we measured self-evaluations using the Implicit Association Test (IAT), an indirect measures of attitudes designed to be resistant to self-presentational concerns (Greenwald, Banaji, Rudman, Farnham, Nosek, Mellott, 2002). Three self-evaluation IATs were constructed by using the same target stimuli (self vs. others) but different attributive stimuli. IAT1 used global evaluation attributes, IAT2 used specific evaluation attributes, and IAT3 used affective but non-evaluative attributes. For both Americans and Chinese, IAT2 produced the greatest effect and correlated with self-esteem and self-evaluation, suggesting that it is a valid measure of implicit self-evaluation (Oakes & Brown, 2005). No cultural differences in IAT2 were found. In summary, despite using different ways to control the effect of modesty, both studies provide convergent evidence that modesty produces cultural difference in self-evaluation of competence.

D30

ASSIGNING CONTROLLABILITY: ATTRIBUTION OF PERSONAL RESPONSIBILITY AND WEIGHT EVALUATION *Gregory Kerwin, Gayle Bessenoff; University of Connecticut* – Belief in the controllability of weight contributes to the preponderance of anti-fat attitudes in America (Crandall, 1994), and has been shown to have a detrimental effect on the self-concept of overweight women (Amato and Crocker, 1995). The present study examined self-discrepancy as a moderator of these effects. Specifically, we hypothesized that women possessing a body image self-discrepancy would be most vulnerable to negative psychological effects because their weight, which is a source of distress, would be attributed to personal factors. Female undergraduates (N = 60) with high and low body image self-discrepancy were primed with vignettes claiming obesity is caused by either genetic (uncontrollable) or lifestyle (e.g., diet and exercise; controllable) factors. Dependent measures included self-esteem, body dissatisfaction, anti-fat attitudes, and belief in the controllability of weight. Although no effects of prime were found for self-evaluations, results replicated previous findings showing that belief in the controllability of weight is positively correlated with anti-fat attitudes, r(60) = .42, p< .01. Regression analyses on belief in weight controllability revealed a significant prime X self-discrepancy interaction, ß = .30, p< .05. Interestingly, high and low self-discrepant participants reacted in opposite ways to the prime manipulation. Low self-discrepant participants were more likely to attribute personal factors to weight gain when primed with the lifestyle vs. genetics essay (B = .86), while high self-discrepant participants were more likely to attribute personal factors to weight gain when primed with the genetics vs. lifestyle essay (B = -.33) suggesting reactivity to the contention that weight is uncontrollable.

D31

THE SPYGLASS SELF: A THEORY OF VICARIOUS SELF-PERCEPTION *Noah J. Goldstein, Robert B. Cialdini; Arizona State University* – We propose a novel theory of behavioral conformity that is particularly likely to operate when an observer feels a sense of shared identity with an actor. Self-perception theory posits that we sometimes infer our traits and attitudes from observations of our own behaviors. But what psychological processes occur when we observe the behaviors of close others? In light of research demonstrating that individuals' self-concepts often expand to include close others, we suggest that when observing a behavior carried out by a close other, the attitudes and traits inferred from that person's behavior should carry over to inferences about one's own attitudes and traits—almost as if one had observed oneself performing that behavior. If true, these observations should lead to a change in self-perception, driving one to behave consistently with these new attitudes and traits, and ultimately leading to behavioral conformity. Two studies were conducted to test these hypotheses. In Study 1, participants listened to an interview in which the interviewee either agreed to help the interviewer or was not given an opportunity to be helpful. Half of the participants were informed that their and the interviewee's brain waves were highly similar, creating a sense of merged identity; the other half were given no similarity information. Consistent with predictions, participants who heard the highly similar interviewee being helpful were more helpful toward the experimenter than were other participants. Study 2 demonstrated that these increases in helpful behaviors are mediated by a change in self-perception, specifically in self-reported generosity.

D32

THE AUTOMATIC PROCESSING OF PSYCHOLOGICAL DISTANCE: SPATIAL DISTANCE INTERACTS WITH TEMPORAL DISTANCE, SOCIAL DISTANCE AND HYPOTHETICALITY IN A STROOP TASK *Yoav Bar-Anan[1,2], Nira Liberman[1], Yaacov Trope[3], Daniel Algom[1]; [1]Tel-Aviv University, [2]University of Virginia, [3]New-York University* – We used a Stroop task to measure the interrelations between stimuli that pertain to four different psychological distance dimensions: spatial distance, temporal distance, social distance and hyptheticality. In Experiments 1-4 participants sorted spatial stimuli to either spatially proximal or distal, and were instructed to ignore the words that were printed on the target stimuli ('tomorrow' or 'year' in Experiment 1, 'friend' or 'enemy' in Experiment 2, 'we' or 'others' in Experiment 3 and 'sure' or 'maybe' in Experiment 4). In Experiments 5-9 participants responded to the words, and were instructed to ignore their spatial location. In 8 out of 9 experiments, participants performed faster when the distance denoted by the word matched the spatial distance of the stimulus (e.g., 'tomorrow' on a spatially proximal stimulus and 'year' on a spatially distal stimulus, in Experiments 1 & 5) than when the word's relative distance did not match the spatial distance of the stimulus (e.g., 'tomorrow' on a spatially distal stimulus and 'year' on a spatially proximal stimulus, in Experiments 1 & 5). The findings were interpreted as reflecting a tendency to assess the psychological distance of stimuli automatically, even when it is not directly related to people's current goals. It is suggested that this tendency implicates psychological distance as an important dimension of meaning, reflecting the commonality of the four different dimensions, in their effect on the construal level in which people construe targets.

D33

GOAL PRIMING AND CHRONIC GOAL ACCESSIBILITY: THE CASE OF ACHIEVEMENT PRIMING *William Hart, Dolores Albarracin; University of Florida* – Past research suggests that human behavior can be affected by semantic primes by way of a goal-mediated motivational route. However, this past research has not specified the conditions that promote goal activation. Thus, Experiment 1 tests the notion that idiosyncratic differences in goal accessibility moderate goal activation following supraliminal primes. When primed with achievement related synonyms, people who are high in achievement motivation activate a goal to achieve, whereas people who are low in this need do not. Experiment 2 discredits an alternative explanation that the findings from Experiment 1 are the result of differential levels of concept activation among people chronically high and low in achievement motivation, rather than differential activation of an achievement goal.

D34

THE EFFECTS OF PRIMING OF HETEROSEXUAL ROMANTIC RELATIONSHIPS ON MEN'S ATTITUDES TOWARD HOMEMAKERS AND CAREER WOMEN *Makoto Numazaki[1], Kumiko Takabayashi[2], Yoichi Amano[1]; [1]Tokyo Metropolitan University, [2]Hitotsubashi University* – Ambivalent sexism theory (e.g., Glick & Fiske, 2001) has proposed that one of universal characteristics of human groups that creates ambivalent sexism is sexual reproduction and that one way to cope with feeling conflicted is to split women into good subgroups (e.g., homemakers) and bad subgroups (e.g., career women). The present study examined the effects of priming of heterosexual romantic relationships on men's attitudes toward homemakers and career women. We hypothesized that individuals primed with romantic relationships would be more favorable to homemakers and less favorable to career women and that the influences of romantic-relationships priming would vary according to what dimension individuals usually use to evaluate women. Sixty-two male participants, who had completed Scale of Egalitarian Sex Roles Attitudes (ESRA) in advance, were instructed to memorize either a list of words with or without romantic-relationships-related words (romantic-relationships priming condition vs. control condition). Then, participants read a profile of a homemaker or a career woman and rated the target on several dimensions. As a romantic partner, homemaking target was preferred regardless of priming or ESRA. For general likeability ratings, in the control condition, while low ESRAs preferred homemaking target to career target, high ESRAs did not. In the romantic-relationships priming condition, however, high ESRAs preferred homemaking target to career target. These results suggest that high ESRAs evaluate women not only as a romantic partner. But when the concept of heterosexual romantic relationships is activated, they evaluate women as a romantic partner like low ESRAs normally do.

D35

SOCIAL JUDGMENT GOALS AND CHRONIC EXPECTANCIES INFLUENCE PERCEPTIONS OF A JOB APPLICANT *Robert D. Mather, Darcy A. Reich; Texas Tech University* – Research has examined the influence of social judgment goals on the social inference process (Mather & Reich, 2004) and has shown that expectancies can influence an employer's likelihood of hiring an applicant (Uhlmann & Cohen, 2005). We examined the effects of prior social judgment goals and chronic expectancies (optimism/pessimism) on subsequent judgments of a job applicant to investigate whether "rebound effects" might occur. On an initial social judgment task, participants with sufficient cognitive resources watched a target performing a spatial ability task. Participants (n = 96) were asked to avoid thinking negative things regarding the target's performance (negative suppression), to focus on the positive things about the target's performance (positive concentration), or to simply form an impression of the target (nonmotivating control). After a filler task, participants evaluated a job applicant in an audiotaped interview. Consistent with Newman et al. (1996), judgments of the applicant were not assimilated to the content made accessible by perceivers' goals, indicating no simple rebound effect as a function of goal. Participants perceived applicants as possessing more positive characteristics when they had previously pursued a negative suppression goal than when they had pursued a positive concentration goal. Although participants corrected for the influence of their chronic expectancies on the first task, pessimistic perceivers made more negative assessments of the job applicant in the second task only when they had previously pursued a negative suppression goal. These results suggest that chronically accessible negative expectancies may enhance perceivers' susceptibility to rebound following suppression of negative thoughts.

D36

PAST SUCCESS VERSUS FUTURE EXCESS: OPTIMISTIC EXPECTATIONS INFLUENCE THE PROCESSES OF GOAL PURSUIT *Ying Zhang, University of Chicago, – Ayelet , ,* – This research studies how intention to pursue a goal may influence current choice of goal-related actions. We propose that, due to the optimism bias, future plans (vs. past actions) have greater effect on motivating congruent actions when plans signal commitment to an overriding goal, but motivate more incongruent actions when plans signal a goal has been progressed and partially attained. The hypothesis was tested in four studies. In Study 1 participants elaborated on past vs. future workout and we manipulated the framing of workout as signaling goal commitment vs. progress. As expected, participants under commitment framing were more interest in healthy food (another means toward keeping in shape) when elaborating on future workout than on past workout, but the reverse was true for those under progress framing. Study 2 assessed individual variations in optimism bias and action framing (commitment vs. progress) and found that they significantly interact to predict self-regulation. Study 3 further manipulated the magnitude of optimism bias through mental simulation and found that greater optimism increased interest in subsequent goal pursuit under commitment framing but reduced interest under progress framing. Finally, Study 4 replicated the combined effect of optimism and action framing on actual food choice. Together, the studies support our hypothesis that future plans either

motivate more goal pursuit or more goal-disengagement in the present, depending on their mental framing. Implication for research on self-regulation will be discussed.

D37

EXAMINING THE RELATIONSHIP BETWEEN SELF-CONTROL AND SOCIAL INCLUSION *Catherine D. Rawn[1], Kathleen D. Vohs[2], Darrin R. Lehman[1]; [1]University of British Columbia, [2]University of Minnesota* – We examined whether high or low self-control leads to social inclusion, and conclude that although most people say they like others who exhibit high self-control, people will also admit to behaving in a low self-control manner to gain social acceptance. In Study 1 (N=282) participants read scenarios describing a target person behaving in a manner indicative of high or low self-control. Participants rated the target on perceived personality traits and likability. Overall, targets portrayed as having high self-control were liked more than those portrayed as having low self-control. Targets described as having high self-control were perceived as cautious, hardworking and responsible; those described as having low self-control were perceived as easygoing, outgoing, lazy, and irresponsible. In Study 2 (N=174) participants described under what conditions, if at all, they had exerted high or low self-control to gain acceptance. In reports of changing behavior to exhibit low self-control in order to gain acceptance, social situations among peers were mentioned in almost all cases. When participants reported changing their behavior to exhibit high self-control, they mentioned both social- and performance-related contexts that included both hierarchical and peer relationships. Participants' reports of low self-control behaviors included more deleterious repercussions (e.g., lost study hours, illness from drunkenness, anxiety, lost respect, lost money) as compared to reports of high self-control behaviors. These results suggest that although high self-control is often seen as the best way to achieve acceptance, people may strategically lose self-control when social inclusion takes priority.

D38

EXPLORING THE MODEL MINORITY MYTH: EXAMINING ETHNICITY-RELATED FACTORS IN THE ACADEMIC ACHIEVEMENT OF ASIAN AMERICAN COLLEGE STUDENTS *Melissa L. DiLorenzo[1], Sabine E. French[2]; [1]University of California, Riverside, [2]University of Illinois, Chicago* – According to the United States Census Bureau (2000), Asians have experienced growth rates of 96% and 63%, from 1980-1990 and 1990-2000, respectively, making them the fastest growing ethnic group over the past few decades. Media reports have referred to Asians as the "model minority" due to their high level of academic success (Ying, et al, 2001). Research on Asians has increased in an attempt to uncover the possible reasons behind their academic success. The main goal of the present study is to explore the possible role of ethnicity-related factors - specifically ethnic identity (Phinney, 1992) and racial socialization (Fischer et al., 2000) - on the academic achievement, as measured by SAT scores and GPA, of Asian Americans. While these concepts have been attributed to positive academic outcomes for other groups (i.e., African Americans), they have yet to be explored for Asian Americans. A sample of 190 Asian American (22% Korean, 21% Vietnamese, 15% Chinese, 14% Taiwanese, 14% Filipino, 14% other Asian) undergraduate students from a multi-ethnic college campus was recruited. In order to control for the effect of language use, it was included as a covariate in all regression analyses. Proactive racial socialization messages were positively predictive of SAT-Verbal scores, while reactive messages were negatively predictive of SAT-Verbal scores. Ethnic behavior was marginally negatively predictive of GPA, while ethnic identity achievement and other-group orientation were positively predictive of SAT-Verbal. These results provide greater insight into the ethnicity-related factors that play a role in the academic achievement of Asian Americans.

D39

THE ROLE ON SOCIAL INTERACTION IN THE EMERGENCE OF GROUP-BASED EMOTIONS *Vincent Yzerbyt, Bernard Mathieu; Catholic University of Louvain at Louvain-la-Neuve, Belgium* – In line with Smith's (1993) intergroup emotion theory, the impact of category membership on emotional experience has been extensively demonstrated (e.g. Gordijn, Wigboldus, & Yzerbyt, 2001; Yzerbyt et al., 2002, 2003, in press). It is however less clear how social interaction may contribute to the emergence of social emotions. We examined this issue in two experiments in which students in their last year of high school read a text pertaining to the implementation of a Dutch exam in order to filter access to college in Belgium. Because the exam concerned aspects normally mastered by any Belgian student, it should only hurt foreign students planning to attend Belgian universities. In Experiment 1, participants were assigned to one of three conditions (social identity [as a future college student] salient and discussion on the issue vs. personal identity [you personally] and discussion on the issue vs. personal identity and discussion on another issue) before reporting their affective reactions. Results showed that discussion on the issue led to more intense emotions. In Experiment 2, participants had to indicate their reactions both before and after the discussion. As expected, making social identity salient led to more pre-discussion anger. Replicating results of Experiment 1, post-discussion measures revealed that discussing the topic (vs. another one) led to more angry reactions. Together, these studies suggest that appraising events when social identity is made salient or discussing with group members about these events lead to similar reactions. We discuss the implication of these findings for group-based emotions.

D40

HEURISTICS AND BIASES ACROSS THE LIFE SPAN: GENDER DIFFERENCES IN JUDGMENT AND DECISION MAKING *Michaela Huber[1], Karl-Heinz Bäuml[2]; [1]University of Colorado at Boulder, [2]Regensburg University* – A central question in the study of aging and information processing is whether there are developmental differences in judgment and decision making among adults. One view is that because mental capacity declines with age, older people should exhibit more heuristics and biases. An opposing view is that because experience increases with age, older people should exhibit fewer heuristics and biases. We measured various biases including base rate neglect, conjunction effect, framing effect, certainty and reflection effect in adults aged 19 to 82 years with an average age of 42 years. Participants across all ages generally exhibited all of the previously demonstrated judgmental biases. Regression analyses yielded two additional findings. First, different developmental patterns were observed among men and women: whereas older men exhibit more biases than younger men, this pattern was reversed for women. Second, education was negatively related to judgmental bias such that more educated individuals exhibited fewer biases. In contrast to previous research that looked at age differences within a small set of biases, we took a more comprehensive measure of various heuristics and biases which allows us to draw more general conclusions about heuristic processing and its development over lifetime.

D41

IDENTIFYING FAKING ON THE IMPLICIT ASSOCIATION TEST *Dario Cvencek, Anthony G. Greenwald; University of Washington* – Measures of automatic cognition such as the Implicit Association Test (Greenwald, McGhee and Schwartz, 1998) have been previously found to be much less susceptible to individual distortions and voluntary control of responses than explicit tests (Steffens, 2002). Previous research has also shown that people can effectively fake their scores on the IAT once they are instructed how to do so (Kim 2003). In the present study, we had 25 male and 25 female participants complete a series of three gender self-concept IATs, one of which they were instructed to perform as if they were a person of the opposite gender. The participants' faking status was then used as a criterion in a regression model with several candidate pre-

dictors. The best performing predictor incorporated the sum of the two difference scores, each of which was obtained by subtracting the average response latencies in the single task blocks from those in the two combined task blocks. This predictor, not only outperformed other candidate measures in the regression model, but it also had a sizeable hit rate in identifying faking from non-faking groups. Furthermore, we developed an additional measure using the magnitude of absolute change in individual response latencies on a trial-to-trial basis. Among several variants examined, the measure computed as a difference score between two combined task blocks was most effective in predicting participants' faking status. On average, faking participants had scores that deviated more considerably from the mean regression line. Several practical guidelines for users of the IAT are briefly discussed.

D42

THE WASON SELECTION TASK – IS IT ALL A MATTER OF TRUST? DISTRUST PRIMING REDUCES CONFIRMATION BIAS *Erin M Burgoon, Ruth Mayo, Norbert Schwarz; University of Michigan* – Numerous studies using the Wason selection task documented a pervasive confirmation bias. This bias is most pronounced when the task is framed as "finding the truth" and strongly attenuated when a logically equivalent task is framed as "finding rule violations." In the former case (truth testing), participants seek to confirm the conditional 'if P then Q" by selecting P and/or Q; in the latter case (violation testing) they seek to disconfirm the conditional (e.g. Not Q). We tested the influence of induced distrust on a "truth testing" version of Wason task. In an allegedly unrelated first task, participants formed an impression of two people portrayed with trustworthy (wide eyes) or untrustworthy faces (narrow eyes; see Schul, Mayo, & Burnstein, JPSP, 2004). The Wason selection task was introduced as an unrelated filler and participants were asked to test whether the following rule is correct: "if a folder is marked D, it must have a 3 on the other side." As expected, distrust reduced the usually observed confirmation bias: Participants exposed to untrustworthy faces were more likely to select the "not Q" card than those exposed to trustworthy faces.

D43

IS CHANGE FOR THE BETTER ACTUALLY WORSE? TEMPORAL VS. INTERGROUP COMPARISONS OF GENDER INEQUALITY *Jennifer R. Spoor[1], Michael T. Schmitt[2]; [1]Purdue University, [2]Simon Fraser University* – Social comparisons help us understand our group's place in the social structure. Temporal comparisons indicate whether our group's status has changed (or not) since the past, while intergroup comparisons tell us our group's position relative to other that of other groups. In terms of gender, temporal comparisons generally suggest that women's status has improved, while intergroup comparisons show that women's status is lower than men's status. We examined how intergroup versus temporal comparisons affect men and women's perceptions of the social structure and the consequences of these perceptions. Participants listed examples of how women's status is inferior to men's status today (intergroup comparison) or how women's status has improved compared to the past (temporal comparison). Participants then completed measures of sexism, ingroup identification, and group-based emotions. Compared to the intergroup comparison, participants in the temporal comparison condition reported more sexism. The comparison frame also reliably affected both ingroup identification and group-based emotions, and these effects also depended on participant gender. Women reported stronger ingroup identification and more negative group-based emotions in the intergroup comparison than in the temporal comparison condition, while men showed the opposite pattern. Content analysis indicated that participants listed similar topics (e.g., employment differences) in both conditions. We interpret our results in terms of social identity theory (Tajfel & Turner, 1979), which suggests that the motivation for a positive social identity interacts with subjective perceptions of the social structure to affect group identification.

D44

MY WIFE VERSUS OUR WIFE? IT DEPENDS ON CULTURAL ORIENTATION. *Jinkyung Na[1], Incheol Choi[2]; [1]University of Michigan, [2]Seoul National University* – The purpose of the present research was examining the effect of culture on first-person pronoun use. The Korean word, 'wuri' is a first-person plural pronoun corresponding to 'our' in English. Contrary to 'our,' 'wuri' can be used in place of the word, 'nae,' which corresponds to 'my' in English. Thus, a husband can refer to his wife as either 'my wife' or 'our wife.' Although it is grammatically wrong in English for a husband to refer to his wife as 'our wife,' it is ok in Korean. Hence, when Koreans use first-person singular pronouns such as my, they must choose between 'nae' and 'wuri.' We hypothesized that the choice between 'nae (my)' and 'wuri (our)' would be affect by one's cultural orientation, such that collectivists would choose 'wuri' over 'nae' while individualists would show the opposite pattern. Four studies tested this hypothesis. In Study 1, collectivistic participants use more 'wuri' than individualistic ones when they translated 'my' into Korean. Study 2 replicated the result of Study 1. But the participants' cultural orientation was experimentally manipulated by using priming procedure. In Study 3, collectivistic Koreans made more errors of translating 'wuri' into 'our' in English. In study 4, collectivistic participants evaluated an essay using 'wuri' better than their individual counterparts. Thus, four studies converged to support the relation between culture and the use of first-person pronoun.

D45

RACISM, CLASSISM, AND ATTITUDES TOWARD AFFIRMATIVE ACTION *Jonathan Iuzzini[1], Madeleine Fugere[2]; [1]University of Tennessee, [2]Eastern Connecticut State University* – Recent research has demonstrated that individuals who are high in implicit and explicit racial prejudice are more likely to oppose affirmative action programs. In addition, these individuals typically hold less favorable impressions of affirmative action beneficiaries. The present research builds on those findings by examining the degree to which classist attitudes (i.e., negative beliefs about members of low socioeconomic groups) may also be related to anti-affirmative action beliefs. We asked participants to examine and provide ratings of mock college applications. We also told participants that all of these applications were being considered under a variety of preferential treatment programs (i.e., affirmative action, and legacy admissions). The content of the applications was manipulated by (a) applicant race and (b) socioeconomic background. Our results indicate that the well-documented affirmative action stigma may actually be a stigma of race and class, such that white applicants, regardless of socioeconomic background, are evaluated more favorably than African American applicants. However, African American applicants of lower socioeconomic backgrounds are evaluated even more negatively than African Americans of higher socioeconomic backgrounds. These results indicate that although opposition to affirmative action is clearly driven by racial prejudice, it may be further exacerbated by negative attitudes toward low-status individuals perceived to be in greater need of assistance.

D46

STEREOTYPE REBOUND FOLLOWING DIRECT AND INDIRECT CUES: A CROSS-CULTURAL STUDY *Shen Zhang[1], Jennifer Hunt[1], Shu-wen Huang[1], Yunhui Huang[2]; [1]University of Nebraska, Lincoln, [2]Peking University* – Research has demonstrated the stereotype rebound effect following direct suppression instructions: People who attempt to suppress stereotypes are more likely to use them subsequently than are people who do not. We compared stereotype use and rebound following direct suppression instructions and indirect anti-bias cues in U.S. and Chinese individuals. We hypothesized that, like direct instructions, indirect anti-bias cues would lead to stereotype suppression and rebound. Because they have more experience suppressing unwanted thoughts, Chinese participants would be less likely than U.S. participants to experience stereotype rebound regardless of instruction type. Further, because

they prefer indirect communication, Chinese individuals would show more effective suppression following indirect cues. Participants from the U.S. and China wrote two stories about individuals from a stigmatized group following direct suppression instructions or indirect anti-bias cues. As predicted, both direct suppression instructions and indirect cues elicited stereotype suppression. U.S. participants showed the rebound effect regardless of instruction type. In contrast, Chinese participants almost always maintained stereotype suppression. Only Chinese participants with low internal motivation to avoid prejudice in the direct instruction condition showed the rebound effect. The lack of stereotype rebound among Chinese participants following indirect cues suggests the effectiveness of such cues for Chinese individuals. Thus, stereotype rebound was found to be culturally specific and moderated by motivation to avoid prejudice. This study also provided initial evidence suggesting the effects of motivation to avoid prejudice on stereotype use vary across suppression contexts.

D47

THE PERCEIVED INFORMATIVESS OF PERSONALITY FEEDBACK: THE ROLE OF IMPLICIT THEORIES, PERSONALITY, SELF-ESTEEM, AND REGULATORY FOCUS *Jennifer Boldero, Leah Kaufmann; University of Melbourne, Australia* – Two studies examined the impact that individuals' implicit theories of personality (i.e., the extent to which they believe personality traits to be fixed or malleable) on the informativeness of negative and positive personality feedback. In Study 1, undergraduate students completed a computer-presented version of Levy, Stroessner, and Dweck's (1998) measure of implicit theories, focusing on beliefs about the malleability of personality traits. They completed a measure of the Five-Factor Model (Costa & McCrae, 1992) and received one of two types of the personality feedback, purportedly reflecting their personality profile, one positive and one negative. Participants rated the positivity and negativity of the feedback, and its informativeness and accuracy. The extent to which they held incremental theories predicted the informativeness of negative, but not positive, feedback, independent of its accuracy. In addition, scores on the openness to experience personality factor were associated with feedback informativeness, regardless of valence. Study 2 replicated and extended Study 1, including measures of promotion- and prevention-focused self-regulatory success (promotion and prevention pride) and self-esteem. Study 1 results were replicated. In addition, greater prevention pride was associated with perceiving negative feedback less informative whereas greater promotion pride was associated with perceiving all feedback as more informative. Similarly, higher self-esteem was related to perceiving positive feedback as more informative and negative feedback as less informative. Together, the results demonstrate the independent impact of a number of factors on responses to negative personality feedback and provide an explanation of why some, but not all, find negative feedback informative.

D48

OBSERVE AND WONDER: A DUAL PROCESS APPROACH TOWARDS SEX DIFFERENCES IN MATING PREFERENCES *Ischa van Straaten[1], Rutger Engels[1], Rob Holland[1], Catrin Finkenauer[2]; [1]Behavioural Science Institute, Nijmegen, [2]Free University, Amsterdam* – Ample studies have pointed out sex differences regarding the importance of attractiveness (for men) and social status (for women) in potential mates. Much evidence has derived from studies using vignettes or surveys, but few studies have looked at real-time social interactions. Therefore, differences between unconscious (largely innate) and conscious (partially normative) preferences remain unclear. The current study investigated whether sex differences in explicit partner preferences also emerge in automatic behavior towards opposite sex partners. This type of behavior is largely without conscious control and therefore reasoned to be more subject to innate impulses. In an observational experiment, a pub-like lab was used to create a naturalistic setting. 125 single participants interacted with a confederate of the opposite sex. Attractiveness and social status of the confederate were manipulated. Mimicry (automatic behavior positively correlated with interpersonal liking) was observed during the 20-minute interaction and reliably coded by trained observers. Afterwards, participant's explicit behavioral intentions towards the confederate (i.e. dating) were assessed. As expected, men showed a strong preference for attractive women and women a preference for high-status males. Men's preference for attractive women was visible in both mimetic behavior and explicit intentions (i.e. to date). In contrast, women's preference for high-status males was only visible in mimetic behavior, but not in explicit intentions. This suggests that women's automatic behavior does not correspond to their explicit preferences. Taken together, these findings provide evidence for a dual process of innate impulses on the one hand, and culturally embedded, normative behavior on the other hand.

D49

THE ROLE OF IMPLICIT WORTHLESSNESS IN NARCISSISTIC AGGRESSION *Stephan Horvath, Thomas D. Zimmermann, Yolanda Huber, Carolyn C. Morf; University of Bern* – After an ego-threat narcissists typically react with hostility and aggression. Clinical theory postulates that it is the paradoxical coexistence of underlying narcissistic feelings of worthlessness with more explicit self-perceptions of grandiosity that bring about such aggression. This implicit vulnerability component, however, to date has not been directly demonstrated or empirically validated. The present study examined the role of worthlessness in narcissistic responding at an implicit level of self-relevant cognition. Participants (N = 155) performed a go/no-go lexical decision task (LDT) with an integrated subliminal priming manipulation. Each trial consisted of a subliminal prime word, from the categories "worthlessness", "neutral", or "negative" (but unrelated to worthlessness), which was followed by the presentation of a target word, from the categories of "aggression", "sadness", or non-word. Participants responded by pressing a button, as soon as they recognised a word. In addition, half of the participants received a negative feedback manipulation before they started the LDT. As predicted, for high narcissistic males priming worthlessness (relative to neutral, or negative) decreased reaction times to aggression, but not to sadness targets following ego-threat. Unexpectedly, low narcissistic males responded slower to both aggression and sadness targets preceded by worthlessness. As has been found in some other previous research on narcissism, there were no effects for women in this study. Results are discussed in the framework of the reflective-impulsive model (Strack & Deutsch, 2004) and implications for a theory of the dynamics and processes involved in the vulnerability of male narcissists are considered.

D50

PSYCHOLOGICAL ADJUSTMENT TO CHRONIC ILLNESS: THE ROLE OF PROTOTYPE-EVALUATION IN ACCEPTANCE OF ILLNESS *Arie Dijkstra, Gabriella Toth, Nienke Jager, Bram Buunk; University of Groningen* – Chronic physical illnesses force people to make adjustments to their lives. The psychological state of optimal psychological adjustment is often characterized as acceptance of an illness. In the present study we theorized that optimal acceptance of a chronic illness is related to adopting the new patient-self. One mechanism that is involved in this process is the prototype perception. In cross-sectional Study 1 (N=182), diabetic patients' prototype-evaluations (their evaluation of the typical diabetic patient) predicted acceptance and self-evaluations. In cross-sectional Study 2 (N=182), these findings were replicated in a heterogeneous sample of patients who had to use a diet because of their (non-diabetic) chronic illness. In addition, the prototype-evaluation was related to an affective measure of self-evaluation, thereby further supporting the notion that prototype-evaluation is related to self-evaluation. Study 3 was a field-experiment (N=255) conducted to test whether the prototype perception is a cause of acceptance of illness. Diabetic patients were offered information designed to enhance the self and information on a positive diabetic patient prototype. The results showed that among patients who had a negative prototype-evaluation at pretest, a strong

social comparison orientation led to lower acceptance of the illness while a weak social comparison orientation led to higher acceptance of the illness. These results are interpreted in terms of social comparison theory and they are in line with the notion that the prototype perception is involved in the process of acceptance of a chronic illness.

D51

DEFINING TRAITS DIFFERENTLY FOR SELF AND OTHERS *Jerzy J. Karylowski[1], Jakub Niewiarowski[2], Stacie Davis[1]; [1]University of North Florida, [2]Warsaw School of Social Psychology* – Comparing how individuals rate themselves and others on the same set of traits has been a focus of numerous studies in personality, social, clinical, and developmental psychology. Making such direct comparisons assumes that participants define trait-labels the same way, regardless of the target person. However, traits are multifaceted entities that can be manifested in a variety of ways. Thus focusing on different trait manifestations may lead to different trait-definitions for self and others. The distinction that seems particularly relevant is between observable, overt, and unobservable, covert, manifestations. We hypothesized that that when making self-judgments, individuals define traits primarily in terms of unobservable manifestations (e.g., how one feels). However, in making other-judgments, particularly in making judgments about relatively unknown others, individuals define traits primarily in terms of observable manifestations (e.g., how one looks). This prediction was tested in three experiments. Participants were asked to perform a generic trait-judgment task followed by a modified trait-judgment task in which the same traits were preceded by a qualifier "feels" or "looks". Thus, if in a regular trait-judgment task participant judged a target-person on a trait of "depressed", in the specific trait-judgment-task, the same target was judged with respect to "feeling depressed" or "looking depressed". As expected, in the case of self-judgments, generic judgments predicted "feels" judgments better than they predicted "looks" judgments. This pattern did not occur for other-judgments, and was reversed in the case of others that were relatively unfamiliar.

D52

CHOICE SCHEMAS IN EUROPEAN-AMERICAN AND INDIAN CULTURAL CONTEXTS *Krishna Savani, Hazel Markus; Stanford University* – European-American cultural contexts are replete with requirements and opportunities for choice and in these contexts, people derive numerous psychological benefits from choice. We predicted that European-Americans develop schemas to identify and process choice. In contrast, Indian contexts seem to place less emphasis on choice and people engaging in these contexts are less likely to attend to and focus on choice. As a consequence, we predicted that Indians may not develop choice schemas. In our study, European-American and international Indian students at Stanford University came to the lab and were subtly induced to make four choices: 1) which cubicle to sit in; 2) which of two different colored consent forms to sign; 3) which of 2 pens and 2 pencils to sign the consent form with; and 4) whether to eat 3 different candies. After making these choices, participants completed filler tasks and then listed all choices that they made since coming in the lab and all choices that they made today, for 3 minutes each. Although all participants necessarily made the same choices in the lab, European-Americans recalled making nearly twice as many choices as Indians; they also recalled making more choices during the day. These findings suggest that choice may not be an equally salient category of experience in all cultural contexts. People in relatively independent cultural contexts of the American middle class may construct their behavior in terms of choice, while people in the more interdependent cultural contexts of India may construct the same actions in other ways.

D53

THE ATTACHMENT THEORY PARADOX: HOW CAN SO MANY OF US HAVE NOTHING BUT DISADVANTAGES? *Tsachi Ein-Dor, Mario Mikulincer; Bar-Ilan University* – There is a paradox in Bowlby's attachment theory: Whereas approximately half of the human population shares insecure attachment patterns (either anxious or avoidant), these persons have nothing but adaptational disadvantages compared to securely attached persons. We conducted two studies in order to explore a model that attempts to deal with this paradox. This model postulates that attachment insecurities convey two major survival and adaptational advantages. Highly avoidant persons are believed to show fast fight-flight responses to danger, because they are not concerned with others' responses and welfare. Anxiously attached persons are believed to be highly sensitive to minimal signals to danger, thereby warning others and preparing them for dealing with the incoming danger. In Study 1, 69 Israeli undergraduates completed an attachment orientation scale, saw a video clip showing a confederate describing responses that denote high sensitivity to danger and a tendency to warn others, and, then, after a distracting task, they performed a memory recognition task about the confederate's sentence. Findings revealed that self-reported attachment anxiety, but not avoidance, was significantly associated with better sentence recognition and faster reaction times. In Study 2, 57 Israeli undergraduates undergo a similar procedure, but this time the videotaped confederate described responses denoting a tendency to act alone and with no hesitation in times of danger. Findings indicated that self-reported attachment avoidance, but not attachment anxiety, was significantly associated with better sentence recognition and faster reaction times. We discuss the possibility that insecure attachment patterns serve social defense functions.

D54

QUALITY OF RELATIONSHIPS AS SOCIAL CONCEPT: THE EFFECT OF DYADIC-LEVEL INTERACTION PATTERN ON ROMANTIC RELATIONSHIPS. *Hiroshi Shimizu, Ikuo Daibo; Graduate School of Human Science, Osaka University* – In this research, quality of relationships was considered as social concept and was examined with factors measuring romantic relationships. In traditional studies on close relationships, quality of relationships was explained and analyzed with psychological variables of individual level, such as a concept of commitment in Investment model (Rusbult, 1980). This study researched the effects of social interaction patterns on quality of romantic relationships were examined on dyadic level using a pair-wise correlation analysis (Griffin & Gonzalez, 1995). Kelley, Berscheid, Christensen, Harvey, Huston, Levinger, McClintock, Pelau, & Peterson (1983) argued that interdependence of intimate dyad can be described by social interaction patterns, i.e. frequency, strength, and diversity of their interaction. Those three properties of social interaction patterns were scored using 30 categories of couple behavior selected from a preliminary study with an open-ended question. Also, quality of relationships was measured by Reps (Relationship-perception scale; Shimizu & Daibo, 2004). 192 romantic couples answered to the questionnaire, and the analysis revealed significant their intra-class correlations in all measured variables. Therefore, the following dyadic level analysis was conducted (Griffin & Gonzalez, 1995). Multiple regression analysis on dyadic level clarified that strength and diversity of social interaction patterns had significant effect on quality of relationships, while, on individual level, only strength predicted it. These result suggested that quality of relationships as social concept was formed by two important factors; the depth and breadth of activities which were shared by couples in romantic relationships.

D55

THE PSYCHOLOGICAL CORRELATES OF BAYESIAN RACISM *Jamaal J. McDell[1], Eric Uhlmann[2], Heather Omoregie[1], Mahzarin R. Banaji[1]; [1]Harvard University, [2]Yale University* – Incidents termed "racial profiling" have spurred much public discourse and evoked a wide range of

reactions from scholars and laypersons alike. Some argue that racial profiling and other forms of "statistical discrimination" are motivated by rational concerns (i.e. personal and public safety) and do not reflect personal animus or prejudice. Others argue that profiling represents a threat to civil liberties, and is motivated by prejudice. Psychologists cannot speak directly to questions concerning policy but can shed light on the nature of "rational discrimination" by understanding its correlates. We investigated attitudes and beliefs about statistically-based judgments in racially charged contexts as well as statistical judgments more generally. We also created a scale to measure Bayesian Racism, the idea that it is rational and morally acceptable to discriminate against individuals of particular race groups based on their group membership. We then examined the relationship between Bayesian Racism, explicit prejudice, logical reasoning, and other ideologies. Bayesian Racism was positively related to modern racism, political conservatism, and social dominance, but negatively related to need for cognition. It was unrelated to actual ability to reason logically. Finally, those scoring high on Bayesian Racism are not particularly better Bayesians and not consistently Bayesian in judgments of all social groups, e.g., dominant groups. Bayesian Racism may indeed be the postmodern form of racism.

D56

EXPLAINING SELF-REGULATORY FAILURE AND SUCCESS

Christine Stich, Bärbel Knäuper, Lee Mozessohn; McGill University – Individuals constantly have to self-regulate temptations – choosing between fulfilling an immediate desire or adhering to a long-term goal. The present research aims at identifying determinants of self-regulatory successes (resisting the temptation to eat) and self-regulatory failures (failing to resist the temptation to eat) in naturally occurring temptation situations. It was hypothesized that success is the more likely the weaker the immediate desire, the stronger the commitment to the long-term goal, and the higher the self-regulatory capacity (as indicated by people's emotional state at the time of the temptation). Using experience sampling methodology (ESM), dieters reported on their eating behavior 7 times a day for 7 days. 23 participants provided N = 143 data points for successes and N = 396 data points for failures. Consistent with hypotheses, resisting a temptation (i.e. not eating) was perceived to be easier the less the persons craved the food, the less good they expected the food to taste, and the less hungry, fat, upset, sad, anxious, lonely, or nervous they felt. Failure to resist a temptation (eating) was more likely the less participants cared about their diet goal, the more they craved the food, the better they expected the food to taste, and the more fat, emotional, lonely, or bored they felt. The results demonstrate when self-regulatory successes and failures take place and may help explaining the frequent occurrence of low goal-attainment, for example in the area of dieting.

D57

THE EFFECTS OF NEWSPAPER MEDIA PRIMING POSITIVE AND NEGATIVE ASYLUM-SEEKER STEREOTYPES ON THE THOUGHTS AND BEHAVIOURS OF BRITISH CITIZENS

Catherine Lido[1]*, Raffaele Calitri*[2]*, Alain Samson*[1]*, Rupert Brown*[2]*;* [1]*Thames Valley University,* [2]*University of Sussex* – We will report two studies which examine stereotype activation and behavioural application following exposure to positive and negative newspaper articles concerning asylum-seekers in the UK (Study 1) and portraying them as honest or dishonest (Study 2). The studies were conducted at 2 UK Universities (at University X with a primarily homogenous student populations, N= 76/ 60, and at University Y with a diverse student population, N=68/ 58). Stereotype activation was measured using both pictorial category cues (Study 1) and category labels (Study 2) in a Lexical Decision Task (LDT). Study 1 showed stereotype activation overall at Y and application effects in rating whether asylum seeker applications were viewed as legitimate. Study 2 showed 'honest' or 'dishonest' stereotype activation, and a decrease or increase in implicit prejudice, in the relevant conditions at X, as well as quasi-behavioural effects on a measure of application (matching dishonest/ honest jobs with asylum seekers, and behavioural imitation (acting honestly or dishonestly when offered extra payment for the study). However, the behavioural imitation effects appeared in contrast to the predicted direction. The studies both illustrate that explicit measures of prejudice moderate the media priming effects (using split file ANOVA and moderated regression interactions). This suggests that there are some direct effects of exposure to newspaper media stereotypes, but they are not unambiguous, and may be dependent on explicit prejudice level, the content of the newspaper media article itself, the individuals' newspaper preference and the diversity of the sample under study.

D58

REPETITIVE PRIMING OF ATTACHMENT SECURITY INFLUENCES LATER VIEWS OF SELF AND RELATIONSHIPS

Katherine Carnelley[1]*, Angela Rowe*[2]*;* [1]*University of Southampton,* [2]*University of Bristol* – Research shows that priming attachment security results in positive relationship expectations and affect (Rowe & Carnelley, 2003). Our goal was to examine whether repetitive priming of attachment security would have more long-lasting effects on relationship- and self-views. Participants were 64 undergraduates (71.9% female; age M = 21, SD = 4.9). At Time 1 trait-level self-liking and self-competence (Tafarodi & Swann, 2001) and general feelings of self-worth and relationship expectations were assessed. On three occasions (across 3 days), participants were primed with attachment security (e.g., writing about a secure relationship) or a neutral prime (e.g., writing about their route to university) and completed state-level measures of relationship- and self-views. Two days later (Time 5), participants completed trait-level measures not preceded by a prime. We expected those in the attachment security prime group to report more positive relationship- and self-views in comparison to the control prime group two days after the final priming session (i.e., at Time 5). Our analyses examined the effect of the priming sessions while controlling for Time 1 levels of the dependent measures. As expected, at Time 5 those repeatedly primed with attachment security reported more positive relationship expectations, more self-liking, and marginally more self-competence and feelings of self-worth than controls. These priming effects last longer than those typically found (Bargh, 1989). Our results have clinical implications and suggest that interventions with insecure individuals – especially those with relationship problems and negative self-views - might focus on invoking mental representations of available, security-enhancing relationships.

D59

THE MODERATING ROLE OF PERSONAL INTEREST ON THE EFFECTS OF SITUATIONAL FACTORS ON TASK INTEREST

Amanda Durik[1]*, Judith Harackiewicz*[2]*;* [1]*Northern Illinois University,* [2]*University of Wisconsin-Madison* – Two experiments tested situational factors that affect motivation to engage in a math task, and examined the moderating role of individual differences in personal interest in math (PIM). The focal situational factors were based on Berlyne's (1960) theorizing about collative motivation and Eccles' and colleagues' (e.g., Eccles et al., 1983) theorizing about utility value. Collative variables and utility value coincide with conceptualizations of situational interest concerning task features that catch and hold task interest, respectively. In Experiment 1, 96 college students learned a math technique with materials enhanced with collative variables (catch) versus not. The instructional materials in the catch condition contained colorful pictures and varied fonts, whereas the materials in the non-catch condition were in plain text. The results indicated that catch promoted motivation among participants with low PIM, but hampered motivation among those with high PIM. These effects were mediated by how much participants valued competence and became involved in the activity. In Experiment 2 (n=145), catch was crossed with a hold manipulation, emphasizing how the math technique could be personally useful. The effects of each manipulation depended on PIM. The catch effects replicated the results of Experiment 1. In contrast, hold promoted motivation among participants with high

PIM and undermined it among participants with low PIM. These effects were mediated by competence valuation and task involvement, as well as perceived competence. Overall, catch increased willingness to return for another session. Results are discussed in terms of interest theory and self-determination theory.

D60

WHAT ARE DEAL BREAKERS IN A POTENTIAL MATE? *Brandy Burkett, Leda Cosmides; University of California, Santa Barbara* – Research has shown that men and women have computational mechanisms designed to assess preferred characteristics of potential mates, and assign mate values accordingly (Buss, 1989; Li et al., 2002). But positive preferences are only part of the puzzle. However many positive characteristics an individual may have, that person may have some negative ones that are "deal breakers." Thus, humans should have evolved computational mechanisms designed to cue into negative characteristics and avoid mates with negative characteristics that could pose large fitness costs. Participants ranked as well as rated how intolerable a variety of characteristics would be in a potential mate. For the ranking data, the median test for independent samples was used to look at sex differences. In general, women ranked and rated the items more negatively than men did. Women found the characteristics "beats me up," "chronically unemployed," and "poor" significantly more intolerable than men. Men ranked the characteristic "below average attractiveness" as significantly more intolerable than women. For the rating data, independent samples t-test also revealed significant sex differences. Women rated the characteristics "beats me up," "emotionally abusive to me," "mean to me," "chronically unemployed," and "poor" as more intolerable than men did. Interestingly, relative to women, men did not rate any items as significantly more negative. This results support Parental Investment theory (Trivers, 1972) that females are the choosier sex. In addition, this research suggests that intolerances in a mate are not necessarily the opposite of preferences in a mate.

D61

MINDFULNESS MEDITATION: LEARNING TO LET GO OF EMOTIONS *Catherine N M Ortner, Philip David Zelazo; University of Toronto* – Mindfulness has been defined as "enhanced attention to and awareness of current experience or present reality" (Brown & Ryan, 2003, p. 822). Studies of mindfulness-based interventions have demonstrated a variety of beneficial effects (see Baer, 2003, for review). However, few studies have investigated the mechanisms underlying these effects—using an experimental approach with conditions that control for nonspecific effects of mindfulness training (e.g., expectancy, relaxation). In this experiment, we tested the hypothesis that mindfulness meditation (MM) improves emotional flexibility by helping participants to disengage from negative emotions, freeing up attentional resources. Sixty-eight participants were randomly assigned to a MM condition, a wait-list control (WLC) condition, or a relaxation meditation (RM) condition. Participants received a battery of affective, cognitive, and psychophysiological measures before and after a 7-week intervention period, during which participants in the MM and RM conditions took weekly 1.5-hour meditation classes (plus daily practice). To assess emotional flexibility, we used a dual task paradigm in which participants categorized a tone as high or low while viewing unpleasant and neutral pictures. Only MM participants showed reduced interference effects of unpleasant pictures (unpleasant-neutral reaction time difference, before intervention M = 53 ms, after intervention M = -1 ms). They also showed reduced physiological arousal (both baseline Skin Conductance Levels and Skin Conductance Responses to emotional pictures), rated unpleasant stimuli as less intense, and reported increases in mindfulness, psychological well-being, and self-compassion. These findings demonstrate that MM leads to improved emotional flexibility, with possible consequences for psychological well-being.

D62

DOES FORGIVENESS PREDICT MENTAL AND PHYSICAL HEALTH? RESULTS FROM A 3-MONTH LONGITUDINAL STUDY *Michelle Green, Nancy DeCourville, Stan Sadava; Brock University* – For both mental and physical health outcomes, research generally supports a moderate, positive association between forgiveness and health. However, this research is limited in that the only longitudinal study of this relationship was short, included a small sample, and explored an inadequate number of health outcomes. The present study examined whether dispositional forgiveness was associated with the extent to which mental health and general health changed over a 3-month study period. Participants in the baseline sample were 783 first-year undergraduate students (578 women, 205 men), ranging in age from 17 to 25 years (M = 18.6, SD = .85). Participants completed a battery of measures including measures of dispositional forgiveness, mental health, and physical health. A second battery of measures was administered 3 months later. Longitudinal analyses were conducted on the data from the 615 participants who provided data at both baseline and at the 3-month follow-up. Regression analyses were conducted, which adjusted for baseline levels on the outcome variables (mental health and physical health) and included baseline levels of forgiveness as the predictor. Controlling for baseline levels of mental health, dispositional forgiveness was related to mental health at follow-up, such that individuals reporting higher levels of dispositional forgiveness tended to maintain higher levels of mental health over the 3-month study period. Controlling for baseline levels of general health, the association between forgiveness and general health was not significant. The present study supports the notion that forgiveness has a beneficial, causal effect on self-reported mental health, but not physical health.

D63

QUALITY AND STYLE OF CROSS-RACE PERFORMANCE FEEDBACK DEPENDS UPON DUAL CONCERNS OF ACCOUNTABILITY AND APPEARING NONPREJUDICED *Janet B. Ruscher, Kristin M. Walker, Lindsay H. Bell; Tulane University* – Majority group members who provide feedback to students or subordinates from minority groups often are concerned about appearing prejudiced. This concern can encourage positively-biased feedback about mediocre performance, which may not ultimately facilitate improvement. But merely reducing this concern may produce a dismissive feedback style, which is unhelpful and demoralizing. Instead, feedback-deliverers also must be accountable for giving appropriate feedback. Combining accountability with reduced concerns about appearing prejudiced should engender feedback that is respectful of recipients and also facilitates significant improvement. In two experiments, White college students, who were assigned randomly to one of four conditions created by the cross of prejudice concern and accountability, emailed feedback to a high-school student on her substandard college admissions essay. Accountability involved alleging that feedback would be compared to that of Ph.D. school psychologists (high) or freshmen (low). In Experiment 1, prejudice concern was manipulated by varying the race of the feedback recipient (White/low; Black/high). In Experiment 2, prejudice concern was manipulated through false feedback on an IAT-type task. In both Experiments, analyses revealed that accountable individuals with low concern about prejudice provided more sophisticated structural advice (e.g., reorganize by topic), evinced an appropriate accommodation level (i.e., neither too gushing nor too aloof), and expressed more favorable remarks about essay quality (e.g., good ideas). Without accountability, individuals low in concern about prejudice provided little sophisticated advice, were underaccommodating, and expressed few favorable remarks. Finally, unaccountable individuals with high concern about prejudice were overaccommodating and expressed positive remarks, but provided little sophisticated advice.

D64

INFORMING ABOUT THE NORMING OF RECYCLING *Paul Story, Donelson R. Forsyth; Virginia Commonwealth University* – The current investigation seeks to increase recycling behavior using descriptive norms ("is" of behavior) and injunctive norms ("ought" of behavior), both of which have been influential in deterring deviant behaviors such as littering and theft. Additionally, the manner in which norms are framed is also important as violations or adherence to norms holds different consequences. Prescriptions are positively framed messages that encourage behavior (e.g. "Please recycle") whereas proscriptions are negatively framed and discourage behavior (e.g. "Do not litter"). The current investigation examines the impact of using social norms (descriptive / injunctive) and messaging framing (prescriptions / proscriptions) to increase recycling behavior. The sample includes 264 households in two local neighborhoods which were observed for four recycling periods before and after the intervention. We recorded resident's participation levels and amount of material recycled. Households in the experimental groups received a flyer before that manipulated two factors: message framing and norm focus. Data were analyzed in a 2 (social norm: descriptive vs. injunctive) X 2 (message framing: prescriptive vs. proscriptive) X 2 (time: pretest-posttest) mixed analysis of variance (ANOVA) with repeated measures on the final factor (time). Results suggest that how a normative message is presented can determine its effectiveness. Flyers that appealed to residents' sense of morality towards recycling (injunctive) or simply informed them on what most people do (descriptive) were not as effective as how the message was framed. Flyers that were positively framed and encouraged recycling behavior (prescriptions) tended to increase the amount of material residents recycled.

D65

MEANING MAKING AS VITAL COGNITIVE RESERVE IN ADVERSITY: SARS AS A NATURAL MORTALITY SALIENCE INDUCTION IN HONG KONG *Natalie Heung-Hung Hui[1,2], Cecilia Sin-Sze Cheung[2]; [1]University of Maryland, College Park, [2]The Chinese University of Hong Kong* – In spring 2003, the severe acute respiratory syndrome (SARS) clouded Hong Kong by bringing not only life loss but also threats and stresses to all the citizens who lived their lives behind facemasks for months. The natural mortality salient condition provided a window to understand the interplay of cognitive and affective processes that influenced life satisfaction. College students from Hong Kong participated in a prospective longitudinal study spanning one month before and eight months after the epidemic. They reported their positive and negative emotions, perception of future time, and satisfaction of life intermittently throughout the nine-month period. A questionnaire of meaning making on the SARS experience (adapted from Tugade & Frederickson, 2002) was administered to participants three months after the SARS outbreak. Results show that although 88.1% of the participants actively engaged in the meaning making process only 22.5% found positive meanings in the epidemic. Further analyses suggested that meaning making prospectively predicts life satisfaction measured eight months after the SARS outbreak after controlling the effect of positive emotionality. These findings echo with previous research suggesting the benefits of positive meaning making on psychological adjustment during stressful life event (e.g., Antonovsky, 1987; Frederickson, Tugade, Waugh, & Larkin, 2003). The present study advances our understanding of the human search for meaning in a natural adverse condition, such as SARS, and its impacts on well-being. Discussions on how this current work can contribute to theory building and guide future research in the area of positive psychology will also be presented.

D66

GENDER, SOCIAL CLASS AND EMPLOYMENT STATUS AS DETERMINANTS OF STEREOTYPE CONTENT *S. Gokce Gungor[1], Diane Sunar[2], Bilge Ataca[3]; [1]University of Kansas, [2]Istanbul Bilgi University, [3]Bogazici University* – Stereotypes of 16 groups varying on the dimensions of gender, social class and employment status were examined in a test of the Stereotype Content Model (Fiske, Cuddy, Glick, & Xu, 2002) in Turkey. Participants rated groups on status, competition, stereotypes. It was predicted that (1) status and competition would explain competence and lack of warmth, respectively; (2) competence and warmth dimensions would explain stereotype contents; (3) mixed stereotypes (high competent-low warmth or low competent-high warmth) would be explained by status and competition. The mixed stereotype content hypothesis was supported as the target groups differed in perceived competence and warmth in ways that were largely consistent with the suggested four combinations of competence and warmth. In terms of the relationship between social structural variables and competence and warmth, status predicted competence and both competition and status predicted lack of warmth. These results are explained in terms of cultural factors and the need to include causal attributions in the model.

D67

TRADITIONAL RACISM: ALIVE AND WELL IN A MODERN WORLD *Ann Beaton[1], Rupert Brown[2], Stéphane Proulx[1]; [1]Université de Moncton, [2]University of Sussex* – Authors have raised doubts as to the appropriateness of traditional racist measures (Henry & Sears, 2002).Subtle racism has been found to be more prevalent than blatant forms (Pedersen & Walker, 1997). These findings call for a better understanding of factors conducive to the expression of traditional racism and its behavioral outcomes. The object of this two-part study is to investigate the dual effect of traditional racism and behavioral suppression (Maass, Castelli & Arcuri, 2000), a measure of the motivation to monitor racist beliefs, on overt and covert evaluations of a crime committed by a member of an ethnic minority. In the first study, 170 White British high school students completed a measure of traditional racism, behavioral suppression, overt and covert measures of discrimination. Multiple regression analyses revealed a significant traditional racism and behavioral suppression interaction on the perceived severity of a crime committed by a Black rather than White felon ($b = -.24$, $p<.01$). Traditional racism predicted certainty of stereotypical judgments ($b = .25$, $p<.01$). A second study among 117 White Canadian high school students was conducted to investigate whether traditional racism and behavioral suppression explained the positive-negative asymmetry effect (Mummendey, Otten & Blanz, 1994). A traditional racism and behavioral suppression interaction accounted for the allocation of negative outcomes to an Aboriginal rather than a White assailant ($b = -.19$, $p=.07$). Traditional racism was associated with the allocation of positive outcomes to a White rather than an Aboriginal felon ($b= .27$, $p<.05$). Implications of these studies are discussed.

D68

MOTIVATIONS FOR EXERCISE MODERATED BY INDIVIDUAL DIFFERENCES IN SENSORY PROCESSING SENSITIVITY AND INTROVERSION *Jadzia Jagiellowicz, Elaine Aron, Arthur Aron; State University of New York at Stony Brook* – Individual differences in personality and temperament may moderate motivations for health, specifically running as a widely practiced form of exercise. Aron and Aron (1997) found a relationship in several adult samples between attempts to decrease arousal and sensory processing sensitivity, a temperamental trait related to, but partially independent of introversion and neuroticism. The present study focused on exercise, which has been shown to reduce arousal and anxiety levels (Kamijo et al., 2004; Motl et al., 2004). We recruited runners through organized running groups, referrals from other runners, and an Internet running chat room. Participants completed a brief questionnaire assessing sensory processing sensitivity (a shortened HSP Scale), introversion, and neuroticism, plus items on theoreti-

cally relevant aspects of running motivation and styles. As hypothesized, sensory processing sensitivity had strong, significant correlations with running as a calming activity (r = .61); running as a coping mechanism (r =. 53); and keeping a rhythm when running (r = .35). These correlations remained strong and significant after partialling out introversion and neuroticism (partial rs .54, .53, and .31). Also, consistent with theory, preferring to run alone was significantly correlated with introversion (.38; .37e controlling for sensory processing sensitivity and neuroticism). Implications for understanding motivations for exercise and more general implications for the role of sensory processing sensitivity and introversion in shaping goal orientations are discussed.

D69

THE EFFECTS OF FEELING GOOD ON BAD NEWS: AN EXPLORATION OF ACCEPTANCE AND PROCESSING OF NEGATIVE HEALTH INFORMATION *Amanda J. Dillard, Kevin D. McCaul; North Dakota State University* – Most individuals react defensively when confronted with information that their health is at risk. Although self-affirmation reduces defensiveness (Sherman et al., 2000), the effects of positive emotions (e.g., joy) are unclear. In this experiment, we explored whether individuals who experienced positive emotion were more likely to a) accept, and b) carefully process negative information about their health. Female coffee (n = 39) and non-coffee (n = 37) drinkers read an article describing a strong link between drinking coffee and developing fibrocystic disease (Liberman & Chaiken, 1992). Before reading the article, one-half of the women watched a positive film and the other one-half watched a neutral film (Fredrickson & Branigan, 2005). Results showed the mood induction was successful, $F(1, 74) = 8.25$, $p < .01$. Compared to coffee drinkers in the neutral condition, coffee drinkers in the positive emotion condition were a) more likely to agree with the negative information and rate it as important (composite score), $F(1, 72) = 4.92$, $p = .03$, b) more likely to rate the research findings as accurate, $F(1, 72) = 6.81$, $p = .01$, and c) just as likely to expend energy processing the message. The positive emotion manipulation produced similar effects on non-coffee drinkers. The results of the present experiment are incompatible with the popular notion that positive affect leads to superficial, "lazy" processing of negative information, and instead suggest that experiencing positive emotion leads to greater acceptance of negative health information with no deficit in processing behavior.

D70

STABILITY AND CHANGE IN ACHIEVEMENT GOALS *James W. Fryer, Andrew J. Elliot; University of Rochester* – The present research was designed to identify mechanisms through which endorsement of achievement goals may change over time in response to competence-relevant feedback, making use of the 2x2 achievement goal framework (Elliot & McGregor, 2001). In Study 1, 254 undergraduates in an introductory psychology class reported their achievement goals before and after an exam. Several measures of change were calculated (e.g., rank-order, mean-level, individual-level, and ipsative), showing that while correlations between achievement goals over time are highly significant, individuals shift their patterns of goal endorsements in response to competence feedback. In Study 2, 221 undergraduates completed measures of achievement goals, perceived competence, and challenge/threat appraisals before and after an exam. Regression analyses revealed significant interactions between achievement goals and perceived competence, such that initial performance-approach and performance-avoidance goals, combined with low perceived competence, each led to greater endorsement of performance-avoidance goals for a second exam. The relationship between initial performance-avoidance goals and subsequent performance-avoidance goals was partially mediated by threat appraisals, and the relationship between initial performance-approach goals and subsequent performance-avoidance goals was partially mediated by both challenge and threat appraisals. No significant interactions were observed between initial mastery-approach goals and perceived competence. Implications for the cyclical relationship between achievement goal adoption and task performance are discussed.

D71

DEATH AND POLITICS: MORTALITY SALIENCE INCREASES PREFERENCE FOR AND AFFILIATION WITH BIGGER POLITICAL PARTIES. *Diederik Stapel, Lennart Renkema, Marcus Maringer; University of Groningen* – Terror Management Theory (TMT) is useful in interpreting and clarifying responses to mortality threats. That is, the cultural worldview hypothesis of TMT suggests that people seek support for their existing values and norms in order to cope with mortality threats. We propose that there are also situations in which mortality salience can affect preference for and identification with political parties. We propose that maximizing affiliation with majority groups (e.g. big political parties) serves as a buffer against terror threats by providing a sense of safety and security. In this case it is group size rather than ideology (worldview) that matters. In two studies we tested whether people have a greater preference to belong to and affiliate with majority groups (big political parties) when mortality is salient. The studies were done in the Netherlands. The Dutch political system has a lot of parties ranging from very big to very small and is therefore an ideal setting to test our hypothesis. In the first study we show that mortality salience caused participants to increase their identification with bigger political parties and vote for bigger political parties more often. The second study shows that mortality salience leads to increased support for a policy proposal, if the proposal is made by bigger political parties. Our findings extend previous terror management research by showing that group size matters. Mortality salience increases affiliation with big rather than small groups. Thus, in times of crisis people go with the majority parties instead of smaller ones.

D72

AFRICAN AMERICANS' IMPLICIT RACIAL BIASES: SYSTEM JUSTIFICATION OR MERE PREFERENCE? *Leslie Ashburn-Nardo, Nathan J. Johnson; Indiana University, Purdue University Indianapolis* – Many African Americans exhibit implicit associations that favor Whites relative to Blacks (e.g., Livingston, 2002). System justification theory (SJT; Jost & Banaji, 1994) suggests that such biases reflect an internalization of negative ingroup stereotypes due to people's tendency to rationalize social hierarchies. Consistent with SJT, Ashburn-Nardo, Knowles, and Monteith (2003) found that to the extent that Black participants (Ps) implicitly favored Whites they more strongly preferred a White partner on a task that made stereotypes of intellectual ability salient. The purpose of the present research was to determine whether Blacks' implicit preferences predict social judgments only in domains in which their ingroup is stereotyped negatively, thereby providing stronger evidence for SJT—rather than a more general preference for Whites—as the root of their implicit biases. One hundred Black Ps (in counterbalanced order) completed the Implicit Association Test (IAT) and rated a Black vs. White partner with whom they believed they would work on a task that was stereotypically associated with White (e.g., intelligence) vs. Black (e.g., physicality) success. Results indicated that in the "White" task domain, Ps who implicitly favored Whites liked their partners more when they were White vs. Black. In the "Black" task domain, Black partners were liked more than White partners regardless of Ps' IAT scores. The present findings complement those of Ashburn-Nardo et al. (2003) and provide stronger support for the role of SJT in intergroup judgment. Ps who implicitly favored Whites "penalized" other Blacks, but only in a domain stereotypically associated with Whites' success.

D73

INFORMATION AS AFFECT: USE OF SITUATIONAL CUES BY PARTICIPANTS LOW IN TRAIT EMOTIONAL INTENSITY *Grant Corser, Michael Kitchens, Carol Gohm; University of Mississippi* – Individual differences in the experience of affect that might influence reports of mood in the absence of an affective state were investigated. Specifically, we expected persons whose emotions are typically very mild to have

developed a tendency to rely on situational cues when deciding how they feel. Thus, dissimilar reliance on available situational cues between high and low emotional intensity participants was expected to appear in reports of their current affective state. To test this, participants estimated the probability of mildly valenced (positive, negative) or neutral events. These events were such that they should not have caused an affective response. Participants then reported their momentary affective state and typical emotional intensity. Results indicated differences between high and low emotional intensity participants. Specifically, high emotional intensity participants were unaffected by the valence of the events as cues to influence their mood reports. Low intensity participants, however, relied on the valence of the events to report their current affective state, indicating more positive affect after estimating the positive events and more negative affect after estimating the likelihood of the negative events; low intensity participants, who estimated the neutral events, reported affect states falling between the positive and negative event participants. We believe these results are due to differences in affective availability and add to a literature indicating inaccuracies in reports of retrospective (Robinson & Clore, 2002) and prospective (Gilbert & Wilson, 2002) affective experiences and suggests that individual difference should be taken into consideration because of the apparent differences in emotional availability.

D74

HOW DO FEAR OF AGING AND AGE GROUP IDENTIFICATION INFLUENCE INTERGENERATIONAL RELATIONS? *Alison Chasteen, Dominic Packer; University of Toronto* – Prior research on age-based prejudice suggests that people's own feelings about aging and their level of identification with their age group influence their age-based attitudes (Chasteen, 2000, 2005; Packer & Chasteen, 2005). These two age-related constructs, however, have not been examined together within an inter-group context. In the present study, young and older adults were led to conclude that their age group was either superior (high status condition) or inferior (low status condition) to the other age group. Participants next completed measures of out-group stereotyping regarding competence and warmth as well as measures of general group attitudes and feelings of closeness with the out-group. Replicating prior research, older adults were more positive toward young adults than young adults were toward them. Older adults were unaffected by the manipulation of group status, but young adults in the low status condition perceived the out-group as less warm and strongly identified young adults in the low status condition perceived the out-group as less competent. Among all participants, fear of aging was negatively related to perceptions of out-group competence and to feelings of closeness to the out-group. Age group identification was influential only in young adults' perceptions of out-group competence. No effects were found for the general group attitudes measure. These results confirm that young adults are more susceptible to heightened age stereotyping in the context of group threat than are older adults. As well, these findings suggest that people's fear of aging is an important determinant of their age-based perceptions.

D75

MEXICAN AMERICAN EMOTION: A DIFFERENT KIND OF INTERDEPENDENCE? *Dustin Albert[1], Batja Mesquita[1], Kristin Bianchi[2]; [1]Wake Forest University, [2]American University* – Many cross-cultural studies comparing interdependent East Asian with independent North American samples have associated independence with higher levels of positive affect than interdependence (e.g. Mesquita & Karasawa, 2002; Tsai & Levenson, 1997). These differences in affect have been loosely explained from independence and interdependence, such that independent cultural models would emphasize the attainment of self esteem, evidenced by positive feeling, whereas interdependent models would encourage a focus on the fulfillment of roles and duties, best served by moderated feelings. The results of recent cross-cultural research have called the general connection between interdependence and affect into question, finding relatively high positive affect scores for Mexican Americans, an interdependent group (Scollon et al, 2005). The current study sought to replicate the finding of high positive affect in Mexican Americans, and to relate this finding to Mexican American interdependence. Forty Mexican American and 40 European American working class respondents, matched on age and education, rated a current affect scale and scales related to independence and interdependence. As predicted, Mexican Americans reported positive affect at levels as high as or higher than European Americans. In addition, not only did Mexican Americans report significantly higher levels of interdependence and family connectedness, these variables also predicted both positive and negative affect, whereas European American affect was primarily predicted by independence-related variables. We conclude that Mexican American emotion practices may represent a different kind of interdependence, one more comfortable with the display of positive affect and rooted in family relationships.

D76

AUTOMATIC SELF-REGULATION AGAINST TEMPTATIONS: THE INTERPLAY OF GOAL, TEMPTATION AND SELF-CONTROL ABILITY. *Masanori Oikawa; Hitotsubashi University* – It has been well documented that persistence towards ongoing goal in face of alternative goals or temptations is a critical part of successful self-regulation. Recent findings point to the possibility that repeatedly pursued goals form associative link with temptations that come to mind simultaneously (Fishbach, Friedman, Ronald & Kruglanski, 2003). The present study explores the role of goal-temptation link in automatic self-regulation. It was assumed that individual differences in self-control ability would moderate the effects of academic goal priming or amusement goal priming via scrambled sentence procedure (Srull & Wyer, 1979). One hundred and twenty-two students were recruited based on the scores on Japanese version of self-control scale (Gibbs et al, 1998), and were randomly assigned to academic goal priming, amusement goal priming, or control (no goal) priming condition. After completing the priming task, participants were given quasi academic ability ("concentration") test, which was a variation of word search puzzle, designed to measure performance as well as activation levels of academic goal and amusement goal. As predicted, among those who scored high on self-control scale, academic goal priming effects were shown to promote the search for academic-related words, and inhibit the search for amusement-related words. Interestingly, more academic-related words were also found in amusement goal priming condition. On the other hand, among those who scored low on self-control scale, amusement goal priming effects were shown to inhibit academic goal activation.

D77

RELATIONSHIPS BETWEEN PERSONALITY AND PERCEPTIONS OF SEXUAL INTERACTIONS *E. Layne Paddock[1], C. Veronica Smith[2], Gregory D. Webster[3], John B. Nezlek[4]; [1]University of Florida, [2]University of Delaware, [3]University of Colorado at Boulder, [4]College of William and Mary* – Personality researchers have suggested that since personality traits have been found to be related to various life dimensions, ranging from health behaviors to job satisfaction, it stands to reason that they should also be related to various aspects of sexuality (e.g., Costa et al., 1992). Eysenck (1947) originally hypothesized a link between extraversion and positive, increased sexual behaviors and attitudes and a link between neuroticism and negative, problematic sexual behavior and attitudes. However, subsequent research using the Five Factor Model (FFM) has yielded mixed results. The current research compared the predictive ability of the FFM with two more sexual domain-specific measures of personality, Sociosexuality Orientaiton (SOI; Simpson & Gangestad, 1991) and the Sexy Seven (Schmitt & Buss, 2000). For three weeks, 118 undergraduates described and rated each of their sexual interactions on nine dimensions (e.g., intimacy, guilt, desire) using a variant of the Rochester Interaction Record. Participants also completed the personality measures. Correlation analy-

ses revealed some overlap between the FFM and the other sexually-specific typologies, however no correlations exceeded .50. A series of multilevel random coefficient modeling analyses found that the Sexy Seven typology had greater explanatory power than either the FFM or the SOI in predicting people's responses to their sexual interactions. The results suggest that domain-specific measures of personality may be better predictors of sexual outcomes, compared to more general personality measures. However, this study also reveals that there are differences between domain-specific personality measures, with the Sexy Seven being more predictive than the SOI.

D78

IN PURSUIT OF "GOOD" SEX: SELF-DETERMINATION THEORY AND THE INTIMATE EXPERIENCE *C. Veronica Smith; University of Delaware* – Self-Determination Theory (SDT) (Deci & Ryan, 1985, 2000) posits that psychological well-being stems from the satisfaction of three fundamental needs: the need for autonomy, competence, and relatedness. Prior research (Sheldon, Ryan, & Reis, 1996; Reis, Sheldon, Gable, Roscoe, & Ryan, 2000) has shown on days in which these needs are met, people report having "good days," as evidenced by increased positive affect and vitality and fewer physical symptoms. The current study was designed to compliment existing SDT research by examining the role played by need satisfaction in sexual interactions. More specifically, this study hypothesized that having a sexual interaction in which one feels competent, autonomous, and related will result in having a more positive and satisfying experience, or "good sex." For three weeks, 164 undergraduates described and rated each of their sexual interactions using a variant of the Rochester Interaction Record. Participants also completed measures of chronic sexual need satisfaction. A series of multilevel random coefficient modeling analyses found that greater feelings of competence, autonomy, and relatedness are associated with more positive sexual interactions, as evidenced by increased satisfaction and relaxation and decreased guilt and regret. Further, trait measures of chronic need satisfaction (i.e., people who generally feel competent and autonomous in their sex lives) reported greater need satisfaction in their individual interactions. The results of the present study provide support for the importance of need satisfaction in fostering well-being (in this case, sexual well-being). In addition, this research introduces a new area in which SDT can be applied.

D79

"WOMEN ARE WONDERFUL" ALSO IN THE WORKPLACE: ASSESSING WHETHER WARMTH AND COMPETENCE ARE GENDER-BASED OR ROLE-BASED STEREOTYPES. *Tamar Saguy, Felicia Pratto, John, F Dovidio; University of Connecticut* – Gender stereotypes fundamentally involve differential perceptions of competence and warmth, which tend to be inversely related (Fiske, Cuddy, Glick & Xu, 2002). Associations of women and men with warmth and competence, respectively, are hypothesized to be based on the social roles they occupy (Eagly, 1987). However, people can occupy multiple roles simultaneously. Therefore, the present research examined how portraying men and women in different role combinations, independently varying targets as high or low both in care-giving (family commitment) and in resource-acquisition (occupational commitment) roles, affects perceptions of their competence and warmth. A 2 (target's gender) x 2 (care-giving: high/low) x 2 (resource-acquisition: high/low) x 2 (participant's gender) x 2 (perceptions: warmth and competence) ANOVA was conducted with repeated measures on the last factor. Consistent with social role theory, targets were perceived as warmer when they were higher in care-giving and as more competent when they were higher in resource-acquisition. Unlike previous studies where one role was manipulated (Rudman & Glick, 1999), when both roles were defined there were no backlash effects. However, a higher-order interaction revealed that gender did moderate the effect of role on warmth ratings: Women who were high in resource acquisition but low on care-giving were rated warmer than men in the same role category. This finding suggests that hard-working women with low care-giving responsibilities are assumed to still have an ultimate goal of caring for others – a "women are wonderful in the workplace" effect. The influence of social changes on gender stereotyping is considered.

D80

CULTURAL NORMS AND PERSONAL ATTITUDES AS DISTINCT INFLUENCES ON THE IAT SCORES *Jennifer M. Peach, Emiko Yoshida, Mark P. Zanna, Steven J. Spencer; University of Waterloo* – Even if people do not accept cultural norms they are likely to be exposed to them. Such people may have very different representations of their personal attitudes and society's norms. We attempt to measure these concepts using revised versions of the IAT. In Study 1, we had feminists and non-feminists complete 3 versions of the IAT (feminist/housewife paired with standard [pleasant/unpleasant], personalized [I like/I don't like], and normative [most people like/most people don't like]), each one week apart. For feminists (whose positive views of feminists are generally discrepant with society's negative views), the personalized and normative IAT were not correlated, but both independently predicted the standard IAT in multiple regression. In contrast, for nonfeminists (whose negative views of feminists are generally consistent with society's views), the personalized and normative IAT were highly correlated, $r(40) = .74$, but only the normative IAT marginally predicted the standard IAT (possibly because of multicollinearity). Thus, as predicted, for nonfeminists their representations of society's norms and their personal attitudes were highly correlated, whereas for feminists their representations of society's norms and their personal attitudes were unrelated. Study 2 was a conceptual replication. For people low in prejudice (whose positive views of Blacks are generally discrepant from society's negative views) there was a loose connection between their representations of attitudes and norms, whereas for people high in prejudice (whose negative views of Blacks are generally consistent with society's views), there was not. These results suggest that implicit measures of norms and attitudes should be carefully distinguished.

D81

CONDITIONING SELF-ESTEEM IN CHILDREN AND ADOLESCENTS *Jodene Baccus, Marina Milyavskaya, Mark Baldwin; McGill University* – Recent research has shown that implicit self-esteem can be conditioned by repeatedly pairing self-relevant information with photographs of smiling faces (Baccus, Baldwin, & Packer, 2004). The current study explored the effects of a modified version of this conditioning task on a younger sample. Participants were children and adolescents between the ages of 10 and 16 who were attending a summer day camp. At the beginning of the study, pre-measures of self-esteem were obtained. At the end of each day, over the course of 6 days, participants played either an experimental or control version of the conditioning task on a handheld Hewlett-Packard personal digital assistant. In the experimental version of the task, self-relevant target words (e.g., first name, "I", "me") were always paired with photographs of smiling faces, while non-self-relevant target words (e.g., "they", "them") were always paired with photographs of neutral faces. In the control version, both self-relevant and non-self-relevant information was randomly paired with both smiling and neutral photographs. On the final day, participants completed a battery of questionnaires. While no results were found on implicit self-esteem, results showed that participants who began the study with low explicit self-esteem and subsequently played the experimental version of the conditioning task had higher post-measured explicit self-esteem compared to their counterparts in the control condition. Furthermore, participants who completed the experimental version of the conditioning task expressed less aggressive thoughts and feelings compared to participants in the control group.

D82

DECIDEDLY UNDECIDED: AMBIVALENCE, DISSONANCE AND A ROLE FOR PREFERENCE FOR CONSISTENCY *Verena Graupmann, Paul Sparks; University of Sussex, UK* – How does ambivalence relate to cognitive dissonance in decision making? In two studies we examined how ambivalence about a decision affects the reduction of post decisional dissonance through selective exposure to information. In Study 1, participants were asked to make the decision about which of two charity organizations would receive a donation. Before deciding, they were asked to indicate how ambivalent they felt about the decision alternatives. After making the decision, they selected and evaluated articles containing arguments in favor of or against the decision alternatives. Preference for consistency was assessed with the Preference for Consistency (PFC) scale (Cialdini, Trost, & Newsom, 1995). High PFC / high ambivalence participants showed a balanced information search but high PFC / low ambivalence participants displayed a confirmation bias. However the opposite was the case for participants low in PFC: they sought information in a more confirmatory manner when ambivalence was high but not when ambivalence was low. In Study 2, we varied the order of measures using the same design, i.e. ambivalence was assessed either before or after making the decision. Besides finding a generally higher preference for confirmatory information when ambivalence was assessed after making the decision, we found a similar pattern of results as in Study 1 regarding participants high and low in PFC. Overall the results suggest that awareness of ambivalence before making a decision can reduce a confirmation bias when faced with decision-related information, and that this seems to be the case especially for people high in PFC.

D83

OUR LITTLE OBSESSIONS: NEED TO BELONG AND THE DEVELOPMENT OF FIXATIONS *Christopher Jaeger, Colleen Sinclair; University of Missouri-Columbia* – According to need to belong theory (Baumeister & Leary, 1995), humans are constantly motivated by a fundamental need for stable, meaningful relationships. The desire to meet this innate need is connected with numerous social behaviors (Baumeister & Tice, 1990; Gardner, et al. 2000; Sommer & Baumeister, 2002; Twenge, et al. 2001). The present research uses need to belong theory to explain, at least in part, the occurrence of pseudo-obsessive behaviors. Pseudo-obsessions can take the form of infatuations with material objects (e.g. collecting dolls), activities (e.g. video games), or fictional relationships (e.g. fixations with celebrities). These fixations can interfere with everyday behavior by consuming considerable amounts of time and money, as well as by steering individuals away from real social relationships. In our first study, participants were asked about their motives for engaging in pseudo-obsessive behaviors. Our findings indicated that relational motives (e.g. because others were doing it, to "fit in"), as opposed to individual/internal motives, accounted for nearly half of the motives for engaging in obsessive behaviors. In our current study, we experimentally manipulate participants' perceptions of whether their need to belong is satiated via false feedback. We then examine the effect of this perception on participants' interest in two types of pseudo-obsessions: parasocial relationships and collecting behavior. We expect to find that participants experiencing a threat to belongingness will show a greater inclination towards pseudo-obsessive activities. The presentation will review findings from both studies and discuss implications for research on need to belong motives.

D84

THE HEDONIC CONTINGENCY MODEL: INTERPERSONAL IMPLICATIONS *Lezlee Ware, Matthew Lindberg, G. Daniel Lassiter; Ohio University* – According to the hedonic contingency model (HCM, Wegener et al., 1995) different reward contingencies operate for people experiencing sad and happy moods. That is, during a sad mood, nearly any activity individuals could perform should improve their mood; people therefore learn that while they are sad the experience of reward (i.e., improved mood) is not contingent on careful scrutiny of their affective environment. Conversely, during a happy mood, performing only a narrow range of activities will maintain or elevate people's mood; therefore when happy, individuals learn that they must carefully select activities in which to engage. Support for the HCM can be found in the persuasion literature. For example, participants induced into a happy mood carefully processed a message when it was framed in an uplifting manner, but not when it was framed in a depressing manner. Participants induced into a sad mood processed the message the same regardless of the affective framing (Wegener et al., 1995). We believe the HCM also has interpersonal implications that have yet to be explored. Specifically, we hypothesized that people in a happy mood should be more selective in terms of whom they wish to interact in a social situation. Participants (N = 103) were induced into a sad, happy, or neutral mood and then viewed a videotape (no audio) of a woman in an interaction whose face oscillated between positive, neutral, and negative expressions. As predicted, happy participants later expressed significantly less interest in meeting the woman than did neutral or sad participants.

D85

SOCIAL INFLUENCES ON CREATIVITY: THREAT, GROUP AFFILIATION, AND NORMS *Andre Walton, Markus Kemmelmeier; University of Nevada, Reno* – This research addresses a contradiction in the creativity literature. Studies show that threat and stress undermine individuals' creative performance by disrupting cognitive processes. On the other hand during times of threat (e.g. war) creative products and innovations continue to emerge. To reconcile this contradiction I propose that creativity be viewed as a social phenomenon occurring within the tension between individual and group. Further, I argue that group norms play a critical role in the emergence of creativity by supporting or suppressing individual creativity. Although there is evidence that threat influences individuals' responses to their ingroup and its norms, in the context of creativity, how threat and norms interact is ambiguous. Two predictions were tested regarding this interaction. Social identity theory suggests that threat should encourage norm consistent behavior, enhancing creativity when norms encourage individualism and undermining creative performance when norms discourage individual expression. The group affiliation model, however, predicts that threat should foster a closer association between individual and group, reducing creative motivation regardless of prevailing norms. In two studies participants were cued into either an individualistic or collectivistic norms environment that was either under threat or not. Males cued as individualists were more creative than those cued as collectivists. In the second study the target of the creative behavior was also varied as either altruistic or for self-benefit. Those cued as individualists performed better when others, and not the self, were beneficiaries of their creative efforts, and vice versa for those in the collectivist condition.

D86

ATTENTIONAL BIAS REDUCTION TRAINING INCREASES SELF-ESTEEM AND IMPROVES SALES PERFORMANCE *Stéphane Dandeneau, Mark Baldwin; McGill University* – Low self-esteem is known to be associated with a set of counterproductive cognitive processes, involving self-evaluative and attributional styles. Recent research has highlighted the centrality of experiences of social rejection in creating and perpetuating feelings of exclusion and low self-esteem. At the core of a self-perpetuating cycle of low self-esteem is the propensity to be vigilant for socially negative information is the environment. Individuals with low self-esteem have been shown to display an attentional bias toward rejection (as measured by a Stroop task and a Visual Probe Task) whereas individuals with high self-esteem do not. Other studies have demonstrated that modifying people's attentional bias is possible with repetitive training tasks. The current study investigated the impact of a rejection-inhibiting attentional training task on self-esteem and sales performance in telemarketing representatives. Specifically, we asked participants to

complete a bias reduction task before the beginning of their workday shift for five consecutive days, and measured their self-esteem and sales performance. Results indicated that participants with low self-esteem in the bias reduction condition had significantly higher explicit self-esteem at the end of the week compared to their control counterparts, and that their sales performance during the testing week was 18% higher. These results suggest that training beneficial habits of automatic attention deployment, in this case involving ignoring social rejection, can have later-stage effects on people's feelings of self-esteem and performance.

D87

PHYSIOLOGICAL RESPONSE TO POSITIVE AND NEGATIVE EVENTS IS MODERATED BY REGULATORY FOCUS *Norman Farb, William A. Cunningham, Adam K. Anderson; University of Toronto* – Traditional hedonic models of emotion associate any emotional experience with an increase in physiological arousal, a prediction which seems at odds with homeostatic self-regulatory models, which predict that individuals will seek to avoid high levels of arousal regardless of the type of valence accompanying such arousal. One avenue for resolving the conflict between these models may lie in the regulatory focus model of motivation, which suggests that people tend to focus alternatively on maximizing goal rewards (promotion orientation) or minimizing threats to these goals (prevention orientation), with differing values of arousal between the two orientations. Regulatory focus may therefore act as a moderating factor in determining the optimal peripheral nervous system response to evoked affective states. The present study evaluated the effects of state regulatory focus on physiological arousal in response to positive and negative feedback. State regulatory focus was experimentally manipulated through a behavioural task that consisted of either potential gains/non-gains (promotion condition) or losses/non-losses (prevention condition). Participant affect was then manipulated through a fixed feedback categorization task that alternately provided positive and negative feedback so that physiological arousal could be monitored under positive and negative affective states. To measure physiological arousal skin conductance and finger electromyography data were collected. An interaction between regulatory focus and arousal to specific goal relevant stimuli supported our hypothesis that goal achievement style is associated with changes within a peripheral nervous system control system, and that flexibility in goal orientation may be an important component in maintaining homeostasis.

D88

ANTICIPATING OLD AGE: HOW THOUGHTS ABOUT AGING AFFECT CURRENT AGE-GROUP IDENTITIES *Dominic J. Packer, Alison L. Chasteen; University of Toronto* – Individuals' attitudes toward older adults are, in part, affected by awareness of their own aging. From a social identity perspective, aging represents a transition between membership in a current in-group and an out-group. Previous research by Packer & Chasteen (2005) found that young adults who were strongly identified with their current age-group reacted to thoughts about their own aging by expressing more negative attitudes toward older adults. The current research was designed investigate whether these attitudinal shifts could be explained by changes in young adults' age-group identities. Fifty-three young adults were asked to imagine a future self either at the age of 70 or next year (control). Three measures of overlap (between representations of self and in-group; self and out-group, in- and out-group) were calculated from trait ratings of the self, the young in-group and the old out-group. We obtained a significant condition-by-identification interaction on the self/in-group overlap measure; specifically, highly identified young adults showed less overlap between the self and the young adult in-group after writing about an older future self. Interestingly, self/in-group overlap was reduced among these participants for both positive and negative traits. There were no effects for self/out-group overlap or overlap between the age groups. We suggest that reductions in overlap between the self and a highly valued in-group may pose a social identity threat and account for the increase in ageist attitudes among strongly identified young adults observed by Packer & Chasteen (2005).

D89

WORKING WOMEN: INTEGRATION OF CONFLICTING PROFESSIONAL AND GENDER IDENTITIES *Vera Sacharin, Fiona Lee; The University of Michigan at Ann Arbo* – This study examined identity integration (II), or the perceived compatibility or conflict between two conflicting social identities. We focused on business women as having conflicting gender and professional identities, as gender stereotypes of women (e.g., cooperative, relational) conflict with stereotypes of successful business persons (e.g., competitive, task oriented). We studied a sample of 93 female business students. We found that business women with high II (women who saw their professional and gender identities as compatible) showed assimilation effects to identity cues; specifically, they showed higher task orientation when primed with their professional identity, and showed higher relationship orientation when primed with their gender identity. The reverse was true for business women with low II (women who saw their professional and gender identities as conflictual); they exhibited a contrast effect, revealing a task/relationship orientation opposite to the primed identity. Further, when asked to write about wither their professional or gender identity, low II women were more likely than high II women to write about both their gender and professional identities, and also more likely to give negative accounts. The study showed that negative associations with their gender and professional identities, as well as a chronic linking between the two conflicting identities, may partially explain the contrast effect. This study suggests that II has implications for understanding how individuals manage their social identities across domains, and can be a useful tool for understanding discrimination against, and professional success for, women in managerial and professional occupations.

D90

SUPPRESSING EMOTIONS TOWARD STEREOTYPED TARGETS: THE IMPACT ON WILLINGNESS TO ENGAGE IN CONTACT *Kathleen C. Burns, Linda M. Isbell, James M. Tyler; University of Massachusetts, Amherst* – Previous research suggests that focusing on one's emotions can increase the desire for intergroup contact (e.g. Esses & Dovidio, 2002). This study explored whether suppressing one's emotions toward a negatively stereotyped target could also increase the desire for intergroup contact for participants who were high in prejudice. Sixty-nine heterosexual male participants watched a video of a gay couple with emotional suppression instructions or no instructions. Following a filler task, participants rated their emotional responses while watching the video and their desire to befriend the gay couple. Similar to findings in the emotional regulation literature, low prejudice participants reported less positive emotion under emotional suppression whereas high prejudice participants reported more positive emotion. Emotional suppression was also found to increase the desire for intergroup contact for those who were high in prejudice; positive emotion mediated this relationship. These results suggest that suppressing one's emotions towards stereotyped targets may be an effective strategy for those who are high in prejudice. Results are contrasted with the typical thought suppression findings showing rebound after suppression.

D91

THE IMPACT OF APPROACH-AVOIDANCE ORIENTATIONS ON ATTITUDES AND NONVERBAL BEHAVIOR *Curtis Phills, Kerry Kawakami, Jennifer Steele; York University* – Research has demonstrated a close relationship between approach-avoidance orientations and attitudes towards nonsocial objects (Cacioppo, Priester, & Berntson, 1993). Specifically, approach orientations have been found to facilitate positive evaluations and avoidance orientations have been found to facilitate negative evaluations. The current research examined this relationship in the context of racial bias. Across two studies we investigated the impact of

approach-avoidance orientations related to Blacks and attitudes and nonverbal behaviors towards that group. In Study 1, participants' racial attitudes toward Blacks was measured after extensive training to either approach Blacks, avoid Blacks or a control (sideways) training condition. In Study 2, participants' nonverbal behavior (i.e., body orientation and distance) towards a Black confederate was measured after completing one of the three extensive training programs utilized in Study 1. The results show that participants trained to approach Blacks had less implicit racial bias against Blacks in Study 1 as well as more positive nonverbal behavior toward Blacks in Study 2 compared with participants trained to avoid Blacks or participants in a control training condition. These findings suggest that approach orientations can not only decrease racial bias but that they may also be an important strategy to increase positive intergroup interactions.

D92

PROFANITY AND PERSUASION 2: MEDIATORS AND MODERATORS OF THE EFFECT *Cory R. Scherer, Brad J. Sagarin; Northern Illinois University* – A previous study demonstrated that judiciously used profanity increased persuasion in a pro-attitudinal speech, with the effect partially mediated by perceived increases in the speaker's depth of feeling. However, a confound in this previous study prevented a test of the moderating effect of the placement of the swear word. The present study eliminated this confound by holding constant the use of the swear word (as an exclamation: "Damn it!") while manipulating its placement (beginning, middle, or end of the speech). The present study also examined another factor that may mediate the effect of profanity on persuasion: dynamism (the degree to which the audience admires and identifies with the source's attractiveness, power, or energy; Larson, 2004). Participants listened to one of four versions of a pro-attitudinal speech that manipulated where the profanity occurred (beginning, middle, end, or none). Participants then completed a series of scales assessing perceptions of the speech and the speaker. Results showed that profanity at the beginning or the end of the speech significantly increased attitudes about the topic and perceptions of the speaker's depth of feeling and dynamism. Profanity in the middle of the speech was ineffective. A factor that may contribute to this finding is salience of the swear word. A marginally significant finding showed that profanity in the beginning or end of the speech was recalled better than profanity in the middle. In addition, the study found both depth of feeling and speaker dynamism mediated the relationship between profanity and persuasion.

D93

THE ACTIVE VS. THE INACTIVE SELF: IMPLICIT TESTS OF MENTAL CONSTRUAL OF SOCIAL ROLES *Ryan Moyer, Michael D. Sagristano; Florida Atlantic University* – Traditional research using the Implicit Association Test (IAT) has looked at implicit preferences towards various social categories and constructs. The current study is designed to measure implicit preferences for level of representation of different social roles, as a function of whether the role is considered active or inactive. It is predicted that active roles will display greater accessibility for lower level terms in comparison to the higher level terms and that the inactive roles will display greater accessibility for the higher level terms in comparison to the lower level terms. Participants were all undergraduate students enrolled in general psychology. Participants completed a short questionnaire assessing the individual's involvement with 26 different social roles (Ex: baseball player, reader, boyfriend/girlfriend). Participants then randomly completed an IAT for 5 different social roles. These five consisted of an IAT for a role in each of the three involvement categories (Active, Inactive, and Uninvolved), an IAT for the role of 'student', and another randomly chosen social role. The IAT measured representation preferences by assessing automatic associations of self with higher or lower level terms relating to each role. Overall, the results showed that active roles, in comparison to the inactive roles, displayed more of an implicit preference for the lower level terms in relation to the higher level terms.

D94

AUTOMATIC JUSTICE IS SELF-CENTERED: THE INFLUENCE OF SELF-RELATEDNESS ON IMPLICIT MEASURES OF SOCIAL JUSTICE INFERENCES *Jaap Ham, Kees van den Bos; Utrecht University* – Inferences about social justice are important in many day-to-day situations. Corroborating this notion, recent research shows that people can activate concerns for social justice automatically (unintentionally and spontaneously). However, inspired by several theorists, we argue that spontaneous justice inferences occur strongest when the justice-relevant situation is self-related. To test this general hypothesis, in two studies, we assessed the influence of self-relatedness on the spontaneous activation of inferences about social justice. In both studies, participants read short descriptions, several of which described just or unjust events. Spontaneously and automatically, participants might make justice judgments while reading these descriptions, since instructions to do so were not given. In both studies, we used implicit measurement paradigms (the probe recognition paradigm) to test whether justice-related concepts (e.g., "just" or "unjust") were activated while reading each description. In the first study, participants read several short descriptions of just or unjust situations in which the actor is either themselves ("You...") or somebody else ("He..."). In the second study, again self-relatedness is manipulated, now by using descriptions of either a friend or a stranger being treated fair or unfair. As expected, results of both studies show stronger activation of spontaneous justice inferences for self-related descriptions. Furthermore, in both studies, explicit measures of justice judgments showed no effect of self-relatedness. Thereby, these findings suggest a self-related nature for implicit processes in justice inferences. Fundamental consequences for recent process-oriented theories of social justice and moral psychology are discussed.

D95

PREDICTING THE EMOTIONS OF AN OPPOSING GROUP: INGROUP PROJECTION OR INTERGROUP SOPHISTICATION? *Charles R. Seger[1], Eliot R. Smith[1], Diane M. Mackie[2]; [1]Indiana University, [2]University of California, Santa Barbara* – Emotions are often part of people's reactions to social groups and their members. Intergroup Emotions Theory (Mackie, Devos, & Smith, 2000; Smith, 1993) holds that, when they identify with a social group, individuals take on the emotions associated with that group. Furthermore, the emotions that people feel when thinking about a particular in-group tend to converge toward an average or prototypical profile of emotions for that group (Seger, Smith, & Mackie, 2005). In social interactions, both one's own emotions and the emotions one attributes to others are important determinants of behavior. The goal of the present research was to determine how people perceive the group-based emotions of out-groups. In Study 1, participants (N= 402) reported how they felt as either Democrats or Republicans, and then predicted how members of the opposite group felt. Despite differences in 'prototypical' Democratic and Republican emotions, participants were generally accurate in predicting the emotions of the opposite group even when controlling for each participants' individual emotions and in-group emotions. In Study 2, men (N = 113) and women (N = 67) predicted the emotions felt by the opposite gender. Men were generally accurate in predicting emotions felt by women. However, women were largely inaccurate in predicting emotions felt by men. Surprisingly, females generally predicted male emotions by projecting their own group-based emotions as women. Implications of these results for intergroup relations and interaction are discussed.

D96

SINGLE CATEGORY AND COMPARATIVE MEASURES OF IMPLICIT SOCIAL COGNITION *Stephen Poteau, Andrew Karpinski; Temple University* – The Implicit Association Test (IAT) has proven to be a useful measure of implicit social cognition in a variety of contexts and

domains. However, the IAT is limited to measuring the relative strengths of pairs of associations rather than absolute strengths of associations with a single concept. Recently, a Single Category Implicit Association Test (SC-IAT) has been developed to assess the evaluative associations with a single attitude object (Karpinski & Steinman, 2005; see also the Single Target-IAT, Wigboldus, Holland, & Knippenberg, 2005). To investigate the predictive utility of the IAT and the SC-IAT, participants completed a Bush-Kerry IAT, Bush and Kerry SC-IATs and explicit attitude measures. Participants also indicated their current level of satisfaction with President Bush and indicated whom they would vote for if a presidential election were today. The IAT was only modestly correlated with the difference between the Bush and Kerry SC-IATs, $r = .284$, $p < .05$. Controlling for explicit attitudes, the IAT predicted voting preferences, $p < .01$, whereas the SC-IAT measures did not, $ps > .62$. On the other hand, controlling for explicit attitudes, the Bush SC-IAT significantly predicted job satisfaction ratings for Bush, $p = .05$, whereas the IAT did not, $p > .10$. These results suggest that the IAT is particularly well suited to investigate constructs that are inherently comparative, whereas the SC-IAT is well suited to investigate constructs that are not inherently comparative.

D97

PRIMING MOTIVATION: AS EASY AS TWO PLUS TWO *Ron Friedman, Andrew Elliot; University of Rochester* – The notion that visual stimuli can prime mental representations and influence behavior has been well established within social psychology (Dijksterhuis & Bargh, 2001). To date, most priming studies have used words or images to manipulate the accessibility of cognitive constructs. This study tested a novel method of priming, by exposing participants to simple math problems featuring either addition or subtraction to determine whether solving the two sets would affect subsequent behavior differently. Specifically, we hypothesized that addition and subtraction would prime associations related to approach and avoidance motivation, respectively, influencing participants' performance on an intelligence test taken after exposure. Participants were first read a cover story leading them to believe the experimenter was pilot-testing a new measure of intelligence. Before completing the measure, they were presented with an ostensible "warm-up trial" consisting of ten basic math examples (e.g. two plus two in the addition condition, six minus two in the subtraction condition). Following the manipulation, participants were asked to complete an Intelligence Structure Test (Amthauer, Brocke, Liepmann & Beauducel, 2000), a spatial figures task commonly used to measure intelligence. Results confirmed our prediction, showing that participants assigned to the addition problem set better performed on the I-S-T 2000, $F(1,36) = 5.361$, β = .26, $p < .03$. The findings provide preliminary evidence for the notion that mathematical calculations activate nonconscious goal pursuits in much the same way as do other environmental cues.

D98

EXPLANATORY MODELS OF CROSS-CULTURAL VARIANCE IN SELF-ESTEEM *Dianne A. Van Hemert[1], Natalie H. H. Hui[2]; [1]University of Amsterdam, [2]University of Maryland* – A meta-analysis is presented that compares countries in self-esteem, covering both global measures of self-esteem as well as more specific instruments. The aim of this meta-analysis was twofold: (1) describing the size of cross-national differences in global and specific self-esteem and (2) explaining cross-cultural variance in self-esteem by both study-related characteristics (e.g., the type of instrument, sample, and the design) and country characteristics (e.g., economic indicators, societal variables such as human rights and democracy), and psychological variables (e.g., aggregated personality and social beliefs). Thus, besides providing an overview of self-esteem studies across cultures, this meta-analysis allowed us to specify factors that influence the size of cultural differences in self-esteem, i.e., moderating variables, thereby unpacking culture. In total, 32 studies were coded, consisting of 70 comparisons. Many significant correlations were found between effect size (reflecting the size of the cultural difference in self-esteem) and societal and psychological indicators. It could be concluded that Christian, democratic, happy countries show higher levels of self-esteem than non-Christian, less democratic countries with lower levels of subjective well-being, independent of economic wealth. Further, the mediating role of psychological variables such as social beliefs will be discussed and the percentages of cross-cultural variance in self-esteem that can be attributed to different sets of indicators will be assessed. It is concluded that the use of the individualism versus collectivism dimension in cross-cultural self-esteem research is not in agreement with the actual explanatory value of this dimension.

D99

WHEN IT MATTERS WHAT YOU CALL IT: THE RELATION BETWEEN WILLINGNESS TO CALL A DESCRIPTION OF FORCED SEX "RAPE" AND ATTRIBUTIONS OF RESPONSIBILITY. *Amy Brown, Erin Kearns; Miami University* – Research (Harned, 2004) has shown that whether or not a woman labels herself as having been raped bears little impact on mental health outcomes, and what matters is the experience of unwanted sexual activity. Labeling may be very important for observers, however, which could impact how a victim is treated. A related construct is rape myth acceptance. Rape myths are stereotyped ideas about what is and is not rape, and serve to justify sexual aggression or deny the possibility (Lonsway & Fitzgerald, 1995). Data from three studies was used to examine the impact of labeling per se on judgments of victims and perpetrators. In Study 1, men and women read a vignette in which a victim described her own acquaintance rape, in Study 2, men read vignettes in which they imagined themselves in a scenario in which they eventually had sex with an unwilling woman (including both stranger and acquaintance scenarios), and in Study 3, women read vignettes in which they imagined themselves in a scenario in which an acquaintance had sex with them despite their protests. Across studies, greater agreement that the event was indeed a rape predicted lower attributions of responsibility to the woman (Studies 1, 2, and 3), higher attributions of responsibility to the man (Studies 2 and 3), greater appreciation for the traumatic nature of the event (Study 1), and greater willingness to be sympathetic and supportive toward the victim (Study 1). These effects were observed even when controlling for the effects of rape myth acceptance.

D100

AN EXAMINATION OF BALANCE IDENTITY THEORY USING THE SINGLE CATEGORY IMPLICIT ASSOCIATION TEST (SC-IAT) *Jonathan M. Lytle, Andrew Karpinski; Temple University* – A unified theory of balanced identity suggests that individuals are motivated to possess a balanced, consistent set of cognitions about the self and others, particularly at the implicit level (Greenwald et al, 2002). For example, in the case of gender attitudes, balanced identity predicts that individuals will exhibit consistency between their implicit self-esteem, implicit gender identity, and implicit gender attitudes. Tests of balanced identity have generally been supported, although it is still unclear where balanced gender identity applies to men as well as it does to women and whether balanced identity effects will be observed on implicit measures other than the IAT. The current study was designed to test balance identity theory using the Single Category Implicit Association Test (SC-IAT; Karpinski & Steinman, 2005), a modification of the IAT that eliminates the need for a complementary category. In the current study, 93 students (51 women, 42 men) completed SC-IATs measuring self-esteem, gender-identity, attitudes toward men, and attitudes toward women. Surprisingly, the results revealed no evidence of implicit balanced identities for men ($ps > .69$), and significant evidence for implicit imbalance for women (ps ≤ .05). In other words, the more positive a woman's implicit self-esteem and the more she associates herself with the female gender, the less positive she is toward women. These results suggest that further studies are necessary to determine whether balance identity theory is a phenomenon unique to the IAT and highlight the importance of replicating findings with multiple measures.

D101

WILL THE REAL ATTITUDE PLEASE STAND UP? THE DISTINCTION BETWEEN AFFECT, COGNITION AND OVERALL EVALUATIONS *Helma van den Berg[1], Antony Manstead[2], Joop van der Pligt[1], Daniel Wigboldus[3]; [1]University of Amsterdam, The Netherlands, [2]Cardiff University, UK, [3]Radboud University, the Netherlands* – Multi component models of attitudes identify not only cognitive, affective and behavioral components, but also an overall -, or summary evaluation. Whereas this overall evaluation can be seen as the combined affective, cognitive (and behavioral) responses, we argue that it also can become an association with the attitude object in its own right. This latter option could be especially valid for existing attitudes. The present studies investigate the validity of the distinction between cognitive and affective evaluations and overall evaluations. First, several conditions to create valid verbal measures of these components were identified. Important conditions were that positive and negative responses should be measured separately,and that the components must be scaled on a common evaluative continuum. Second, structural equation analyses were used to test several theoretical models. We found strong support for the distinction between overall evaluations and cognitive and affective evaluations, with for each evaluation a separate positive and negative factor. Consistently over several domains, the proposed attitude structure model was found to be statistically acceptable. By comparison, the proposed alternative models were found to have a poor fit. In a second study we demonstrated that overall evaluations and the cognitive and affective evaluations predicted donor relevant decisions differently. Whereas the overall evaluation did not predict donor relevant decisions, the more ambivalent affective evaluation did. In sum, our results suggest that an overall evaluation can indeed become an association with the attitude object in its own right.

D102

RESISTANCE TO HOMOPHOBIA IN A HOMOPHOBIC SOCIETY *Rebecca Stotzer, Margaret Shih; University of Michigan* – The prevalence of homophobia and negative attitudes toward gays and lesbians in the United States was clarified in the last presidential election, when eleven states passed a variety of laws that refused members of the LGBT community the right to marry. Studies about homophobia have focused on correlations with other personality variables, however, little research has focused on people who have little to no homophobia, and also HOW people arrive at their beliefs, attitudes, and cognitions towards alternative sexualities. Though it is important to understand how people with negative attitudes arrive at their beliefs, it is also vitally important to understand how people with positive attitudes toward minority sexualities also create their attitudes toward sexuality. Thus, this study was a qualitative interview study of men and women who were prescreened for low levels of negative attitudes toward gay men. Results suggest that although many individuals cited friendships with LGBT members as a factor that solidified their beliefs, many were already forming positive attitudes prior to meeting any LGBT community members. The sources of these burgeoning attitudes come from a variety of surprising sources. For example, one participant grew up in a highly homophobic area, and formed rebellious attitudes that contradicted the attitudes in her town. Others formed their beliefs based on activism in other humanitarian causes, and saw sexuality-based prejudice as another human rights issue. In conclusion, there are many ways that young people's attitudes toward minority sexualities can be formed, and not necessarily through routes indicated in correlational studies.

D103

THE RELATIONSHIP BETWEEN IMPLICIT AND EXPLICIT SELF-ESTEEM OF AMERICANS COMPARED TO JAPANESE: THE INVESTIGATION USING AN IAT/GNAT PARADIGM. *Kimihiro Shiomura[1], David Dalsky[2,3], [1]Iwate Prefectural University, [2]Shinshu University; [3]The University of Mississippi* – This study separately examined the components of implicit preference for SELF and OTHERS of Americans compared to Japanese using an IAT-related paradigm, the Go/No-go Association Task (GNAT). In contrast to previous work on self-esteem, the present research employs the GNAT paradigm to investigate implicit self-esteem. The GNAT is conceptually very similar to the IAT and can measure implicit associations to each category absolutely (e.g., SELF and OTHERS). Participants were 105 students (47 males and 58 females) at The University of Mississippi. Participants were asked to complete a set of implicit and explicit measures mainly concerning self-esteem. In addition, participants completed the Revised Scale of Independent and Interdependent Construals of Self (Kiuchi, 1999) to measure the individual differences of interdependent/independent self. The results showed 1): For American participants, both implicit associations for SELF and OTHERS were not predicted by the score of interdependent self, though for Japanese participants as shown in our previous study, the score of interdependent self predicted implicit associations not with SELF but with OTHERS. 2) For American participants, implicit measures concerning self-esteem were not correlated with explicit self-esteem, though for the half of Japanese participants who are relatively high in interdependent self, explicit self-esteem correlated not with implicit associations for OTHERS but with implicit associations for SELF. We discussed the intervening effect of interdependent self for the relationship between implicit and explicit self-esteem. In addition, we reviewed the findings in terms of the general nature of interdependent self for Americans compared to Japanese.

D104

SEEING FUTURE SUCCESS: DOES VISUAL PERSPECTIVE INFLUENCE TASK MOTIVATION? *Noelia Vasquez, Roger Buehler; Wilfrid Laurier University* – People's thoughts about themselves in the future can influence their current feelings, motives, and intentions. The present research examined a perceptual factor – the visual perspective that people adopt to imagine their future selves – that may moderate the impact of a desired future self on current motivation. Although visual perspective has been studied extensively in the realm of memory, it has been relatively overlooked in research examining future selves. We hypothesized that people would feel more motivated to succeed on a task when they envisioned a successful performance from a third-person perspective (seeing events unfold from an observer's point of view) rather than a first-person perspective (seeing events through their own eyes as if they were actually occurring). Events generally take on larger meaning when they are envisioned from a third-person perspective, and thus a future task would be construed as having greater personal significance. To test the hypothesis, we experimentally manipulated visual perspective and assessed its impact on task motivation. Undergraduates identified an upcoming academic project, imagined themselves performing it successfully from either a first- or third-person perspective, and then rated both their motivation to succeed on the task and its personal importance. As hypothesized, participants reported greater motivation when they envisioned their successful performance from a third-person rather than a first-person perspective, and this effect was mediated by the perceived importance of the task. These findings suggest that imagining future accomplishments from a third-person perspective heightens their personal significance and, consequently, increases people's motivation to succeed.

D105

EXPLICIT AND IMPLICIT MORAL JUDGMENTS OF LIBERALS AND CONSERVATIVES: HOW DEEP IS THE "MORAL VALUES" DIVIDE? *Jesse Graham, Brian Nosek, Jonathan Haidt; University of Virginia* – Liberals and conservatives differ in explicit moral beliefs, but do they differ in implicit moral judgments as well? Haidt's (2001) Social Intuitionist Model states that moral judgments are the result of quick moral intuitions, not deliberate moral reasoning. This theory has been expanded to propose five basic sets of moral intuitions, related to concerns of Suffering, Reciprocity, Ingroup, Hierarchy, and Purity (Haidt & Bjorklund, 2005). Liberal morality is hypothesized to rely primarily on Suffering and Reciprocity, whereas conservative morality is hypothesized to rely on all five sets of intuitions. We tested this by presenting liberals and conservatives (N=1613) with questions about their moral judgments within these five domains, as well as modified IATs (Greenwald, et al., 1998). IATs paired Gay/Straight items with the evaluative dimensions of fair/unfair (Reciprocity) or pure/impure (Purity). As hypothesized, liberals reported relying more heavily on considerations of Suffering and Reciprocity in making moral judgments, and conservatives reported relying equally on Suffering, Reciprocity, Ingroup, Hierarchy, and Purity. IAT results showed a large main effect of political orientation on implicit prostraight/antigay bias (higher for conservatives), and a small effect of evaluative dimension (slightly higher bias when evaluations made in terms of Purity, relative to Reciprocity). No interaction was found, and the effect of evaluative dimension was too small to account for the large liberal-conservative difference in implicit bias. At the explicit level the main hypothesis was supported; at the implicit level conservatives demonstrated more prostraight/antigay bias than liberals on average, regardless of evaluative dimension.

D106

STEREOTYPE SUPPRESSION: CONSEQUENCES OF EGALITARIAN NORM INDUCTION VIA INTERNAL AND EXTERNAL MEANS. *Haruka Kimura; University of Tokyo* – Past findings have suggested the importance of distinguishing between externally and internally motivated suppressions, because externally imposed suppressions (over internalized standard) are likely to call for extra efforts and be more resource consuming (e.g., Gordijn, Hindriks, Koomen, Dijksterhuis, & Van Knippernberg, 2004). The present study explores if post-suppressional-rebound is especially prominent when stereotype suppression is externally rather than internally motivated. One hundred and thirty Japanese students were randomly assigned to one of four conditions; suppression condition, internal suppression motivation condition, external suppression motivation condition and control condition, and were asked to imagine and write about a typical day of Japanese Mafia (Yakuza) shown in a picture. Before the task, participants in internal suppression motivation condition read and summarized a quasi-psychology article persuading the importance of egalitarianism. Participants in external suppression motivation condition were told that they would be offered \500(equivalent to $5US) for writing in egalitarian manner. All participants were then given another writing task with different picture (but apparently another Yakuza) without any restrictions. The use of stereotypic descriptions in the 1st story written by participants in the internal suppression motivation condition, external suppression motivation condition, and suppression condition were all comparable, and all three conditions showed significantly less stereotypic descriptions than that of participants in control condition. However, participants in suppression condition or external suppression motivation condition showed more stereotyping in the 2nd writing (rebound effect) than control condition, while internal suppression motivation condition did not.

D107

DIFFERENT STRATEGIES USED FOR GETTING TO KNOW SOMEONE IN OUTCOME-DEPENDENT RELATIONSHIPS *Jennifer Zimmerman, Christine Reyna; DePaul University* – We know that those in outcome-dependent relationships will gather more detailed (individuated) and more accurate information when forming impressions of their partner. However, we propose that there are unique strategies used to form and maintain impressions in outcome-dependent relationships based on the type of relationship and the relational goals associated with it. For example, impression-formation strategies used in task-oriented relationships are very different from the strategies used in socially-oriented relationships. In socially-oriented relationships, perceivers should seek detailed information pertaining to many different domains of life that should enable them to develop a more successful interpersonal relationship. Conversely, in task-oriented relationships, perceivers should seek information that is highly circumscribed around a few domains that directly pertain to the task, and that are essential to maximizing success at the task. To test our hypotheses, we asked undergraduates to write ten questions they would ask either a potential roommate (socially-oriented) or lab partner (task-oriented) in order to get to know them better. Independent coders classified these questions into themed categories. Results confirm that participants in socially-oriented relationships gathered information from many more distinct categories than in task-oriented relationships, and were more evenhanded in their sampling of information that was directly relevant to being roommates and therefore more interpersonal. However, those in task-oriented relationships focused their attention on fewer task-relevant categories, but gathered a lot of data in these task-relevant domains. These distinct information-gathering strategies emerged even when the number of questions participants were required to generate was held constant.

D108

MEASURING AND MANIPULATING IMPLICIT RELATIONSHIP IDENTIFICATION. *Lisa Linardatos, John Lydon, Danielle Menzies-Toman; McGill University* – Relationship identification predicts relationship commitment, relationship survival, and behaviors that promote relationship survival (e.g., Linardatos et al., 2005). However, previous studies measuring relationship identification have mainly examined it as an explicit, not implicit, process. In the present study, we sought to validate a measure of implicit relationship identification as well as examine if priming will lead to the activation of this construct. Students in dating relationships (N=138) were randomly assigned to imagine either being with their partner (relationship prime) or having their favorite food (no-prime). Participants then completed an implicit measure of relationship identification based on the Inclusion of Other in the Self scale (Aron et al., 1992), whereby they were presented with two unlabelled circles on a computer screen and asked to move the circles to a position that satisfied them. Participants also completed the Relationship-Interdependent Self-Construal (RISC) scale (Cross et al., 1997) as a premeasure of explicit relationship identification. A 2 (condition) x 2 (RISC) ANOVA was conducted with implicit relationship identification as the dependent variable. The interaction was significant, such that low-RISC no-prime participants exhibited the least amount of implicit identification compared to the other three groups. Implicit relationship identification seemed to be chronically activated for high-RISC participants, but for participants who did not generally identify with their relationships, identification was contextually activated through priming. These findings provide preliminary support for the validation of our implicit relationship identification measure and also demonstrate that priming can activate identification for those who are relatively low on this construct.

D109

MENTAL ILLNESS DISCLOSURE IN PERSONAL RELATIONSHIPS: CLOSENESS MEDIATES OUTCOMES OF SELF-DISCLOSURE *James Wirth, Kip Williams, Michael Schmitt; Purdue University* – Research suggests that individuals who disclose a concealable stigma may benefit from the disclosure by removing stress associated with keeping the condition a secret (Wegner & Lane, 1995). To date, however, little research has examined how the disclosure process affects non-stigmatized individuals' reactions to the stigmatized. We hypothesized that self-disclosing a stigma, by increasing feelings of closeness (Davis, 1976), might attenuate some of the negative reactions that typically occur when individuals become aware of a stigmatizing condition in others. Participants read a vignette that asked them to imagine learning that their roommate was mentally ill (clinically depressed). We experimentally manipulated whether the roommate directly self-disclosed having a mental illness, or a third party indirectly disclosed the roommate's illness. Consistent with predictions, participants expressed greater closeness to the roommate after self-disclosure by the roommate compared to a third party disclosing the roommate's illness. Furthermore, closeness mediated a positive effect of self-disclosure on emotional reactions to the roommate, willingness to help the roommate, and willingness to associate with the roommate. Unexpectedly, the positive effects mediated by closeness also suppressed direct negative effects of self-disclosure on emotional reactions, helping, and willingness to associate. Results suggest that relative to other ways of learning of about a stigmatized condition, self-disclosure can have multiple, and opposing consequences, and that the positive consequences of self-disclosure appear to be mediated by increased feelings of closeness.

D110

THE APPEAL OF MOTHERHOOD: A SOURCE OF IMPLICIT SELF-ESTEEM FOR FEMALE COLLEGE STUDENTS *Priscila Diaz, Thierry Devos, Erin Viera, Roger Dunn; San Diego State University* – When asked to reflect on their self-concept, female college students typically stress their academic ambitions and downplay their aspirations to start a family. In contrast, assessments of thoughts that cannot be consciously controlled reveal that female college students identify more strongly with motherhood than with college education (Diaz, Devos, & Dunn, 2004). The goal of the present research was to test the extent to which, unknowingly and uncontrollably, female college students derive self-esteem from their identification with motherhood. A sample of female college students recruited in a rural setting and including a majority of Latinas completed three Implicit Association Tests measuring the following constructs: 1) identification with the concepts "motherhood" and "college education", 2) attitude toward the same pair of concepts, and 3) self-esteem. Overall, motherhood was more strongly linked to the self and elicited a more positive attitude than college education. As predicted and in line with theories of cognitive-affective consistencies (Greenwald et al., 2002), implicit self-esteem was a multiplicative function of identification with and liking for the target concepts. More precisely, the more female college students identified with motherhood, the more liking for this concept boosted their self-esteem. These findings contrast with explicit responses suggesting that aspirations to start a family are a less important source of self-worth than completing a college degree. The present study demonstrates that individuals lack introspective access to the determinants of their self-esteem. It also draws attention to the persistent influence of gender roles on self-knowledge operating outside of conscious awareness or control.

D111

IF ONLY I HAD THE CORRECT MIND-SET: COUNTERFACTUAL THINKING, CREATIVITY, AND ANALYTICAL REASONING. *Matthew J. Lindberg, Keith D. Markman; Ohio University* – Counterfactual thinking involves the generation of imagined alternatives to reality. Recently, Galinsky and Moskowitz (2000) found that exposure to a scenario that prompted counterfactual thinking (i.e., a counterfactual mind-set prime) facilitated performance on the Duncker candle problem. Importantly, however, these authors did not specifically examine the structure of the counterfactual thoughts elicited by their mind-set prime. The structure of counterfactual thinking can be divided into two types: additive and subtractive. Additive counterfactuals focus on alternative events that could have led to a different outcome ("If only I had…"), whereas subtractive counterfactuals focus on removing antecedent events that led to the outcome ("If only I had not…"). We hypothesized that additive counterfactuals are inherently more creative because they are not limited to the original set of events but, rather, go beyond the events that occurred to generate novel events that did not occur, whereas subtractive counterfactuals are inherently more analytical because they focus on undoing those specific event aspects that would have changed the outcome. Study 1 explored the hypothesis that generating additive counterfactuals should facilitate performance on a creative generation task. Participants primed with an additive counterfactual mind-set generated more novel uses for a brick than those primed with a subtractive counterfactual mind-set. In contrast, Study 2 explored the hypothesis that a subtractive counterfactual mind-set would enhance analytical reasoning. Participants primed with a subtractive counterfactual mind-set solved more syllogisms. In all, the results of these two studies suggest that additive counterfactuals facilitate creative thinking, whereas subtractive counterfactuals facilitate analytical thinking.

D112

NEGATIVITY IN THE EYE OF THE BEHOLDER: REJECTION SENSITIVITY (RS) AND PERCEIVING NEGATIVE AFFECT IN THE FACES OF OTHERS *Rainer Romero-Canyas, Geraldine Downey, Nathan Franco, Julia DiBenigno, Christine Wai, Michael Treadway; Columbia University* – Why do people who anxiously expect rejection (people high in rejection sensitivity [HRS]) readily perceive it in the behavior of significant others? We believe the RS system prepares individuals to detect signs of interpersonal negativity and to use prior expectations to determine whether the danger is self-relevant. This experiment tested if relative to low RS (LRS) people, HRS people: 1) are hyper-accurate at assessing others' emotions; 2) use a more lax criterion to define social negativity, and therefore are biased towards detecting it; 3) have expectations of rejection that lead them to interpret social negativity as rejection. A dating game paradigm was used to test these hypotheses. After completing a dating profile, participants (Ps) watched 6-sec videoclips of actors thinking about a target person. Ps believed that (a) none, (b) all, or (c) some of the actors had just read the participant's profile. Ps' ratings of actors' emotions were compared to actors' ratings of their own emotions to yield assessments of accuracy and bias. A comparison of the self-relevant conditions (b and c) to the self-irrelevant condition (a) indicated that in the self-relevant conditions, relative to LRS people, HRS people were both more accurate at detecting emotions in negatively toned videos and more biased toward detecting negativity. Moreover, in condition (c), where Ps' guessed whether the actor was reacting to their own or someone else's profile, HRS people personalized negative videos more than did LRS people. Implications for understanding HRS people's readiness to perceive rejection are discussed.

D113

PRIMING MONEY LEADS TO HELPING OTHERS LESS *Nicole Mead[1], Kathleen Vohs[2]; [1]Florida State University, [2]University of Minnesota* – In two studies we tested the effects of being primed with the concept of money on helping behavior, which was operationalized as giving help. This hypothesis is derived from a broader theory about the implicit associations between money and constructs such as power and agency, and money's downstream effects on social behavior. In Study 1, participants either de-scrambled sentences involving money or de-scrambled non-money sentences. Subsequently, a confederate asked for help with a difficult task. The results showed that participants who were primed with

money helped the confederate for a shorter amount of time than those who were given a neutral prime. In Study 2, money was primed by giving participants $4000 in play (Monopoly) money, as well as having these same participants write an essay on what life would be like with an abundance of money. Participants in the control group were not given any play (Monopoly) money and were asked to write about their schedule for the next day. Helping was measured by the number of pages of data participants volunteered to code, after the experimenter's request. As predicted, participants in the money group volunteered to code fewer data sheets as compared to participants in the control group. Paradoxically, though, participants in the money condition reported higher motivation to give help on a standard helping questionnaire. Taken together, these studies indicate that the concept of money may invoke behaviors that lead people to help others less, despite increased reports of helping motivation.

D114

TESTING THE SOCIOMETER: A DIARY STUDY OF REJECTION AND SELF-ESTEEM *Susan J. Markunas[1], Kristine M. Kelly[2]; [1]DePaul University, [2]Western Illinois University* — The sociometer model (Leary, Tambor, Terdal, & Downs, 1995) proposes that self-esteem is an internal, psychological gauge that monitors the degree to which an individual is included vs. excluded by other people. Additionally, it alerts the individual via negative affect when cues indicating disapproval, rejection, or exclusion are detected. Thus, when people feel included, their self-esteem should increase, and when people feel rejected their self-esteem should decrease. This phenomenon has been demonstrated in numerous laboratory studies. However, few studies have examined the sociometer longitudinally, which was the purpose of this study. Participants were 30 college students who were each provided with 30 daily diary pages that they filled out every evening before they went to bed. Each diary page consisted of one sheet of paper on which the participant was asked to write about any times today that he/she felt rejected, excluded, or unwelcome as well as any times that he/she felt included, accepted, or welcome. They also completed an assessment of their current self-esteem (modified from Rosenberg, 1965). Multilevel statistical models were used to examine self-esteem as a function of rejection and acceptance. Results indicated that individuals' self-esteem was negatively affected by experiences of rejection during the day ($p < .05$), but self-esteem was not affected by feeling accepted ($p = .60$). These results suggest that self-esteem is more sensitive to rejection cues than to acceptance cues.

D115

THE EFFECTS OF OVULATORY CYCLE ON WOMEN'S CLOTHING PREFERENCES *Kristina Durante, Norman Li; The University of Texas, Austin* — Because the costs of pregnancy and nursing are high for women, and offspring require significant resources, a long-term mating strategy is generally more reproductively beneficial for women than a short-term strategy (i.e., sex with no commitment) is. However, there may be specific conditions or situations in which the reproductive benefits of short-term mating outweigh the costs. Obtaining a partner with good genes is a viable strategy when conception is likely (i.e., near ovulation, Gangestad & Thornhill, 1998). One way for women to signal short-term availability may be to wear more revealing clothing (Grammer et al., 1996). We hypothesized that (a) women's clothing preferences vary across the menstrual cycle such that women near ovulation choose to wear clothing that is sexier and more revealing; and (b) this shift in clothing preference is dependent upon the status of the woman's current romantic relationship. We conducted a study of normal cycling woman not on any form of contraception. Timing of ovulation was measured via urinalysis. Clothing preference was measured using sketches of clothing drawn by the participant to indicate an outfit selected to wear to a social event, as well as digital photos of the participant and hypothetical catalog purchases. Findings suggest that near the time of ovulation, but not during low fertility, how much skin a woman shows is related to her attitudes toward romance outside her current relationship. This study is the first to report a fertility effect on clothing choice using a controlled method of detecting ovulation.

D116

FURTHER DECONFOUNDING THE SOCIOMETER: EXAMINING THE RELATIONSHIP BETWEEN RANKING AND RELATIONAL EVALUATION *Jorgianne Civey Robinson[1], Caitlin A. J. Powell[2], Richard H. Smith[2]; [1]Duke University, [2]University of Kentucky* — The sociometer approach to understanding self-esteem presents that people's feelings of self-worth serve as a barometer for how relationally-valued they are in the important groups to which they belong. There undoubtedly exists a natural confound between rank on valued attributes and the likelihood of being accepted by a group, however. One could argue that people who do not rank highly on at least one valued attribute remain vulnerable to experiencing relational devaluation. Furthermore, people who believe that they have no attribute that provides high ranking will feel like imposters even if group members accept them. We investigated the influence of inclusionary status on state self-esteem as a function of ranking status in two studies. In these studies, college student participants received false ranking feedback on academic and social intelligence tests. Then, they were either included or excluded by group members for a later activity. We predicted that inclusionary feedback would interact with ranking status such that high-ranking participants who were included would report the highest levels of state self-esteem. Moreover, low-ranking participants who were included despite their inferior status would evidence an "imposter" effect, reporting lower state self-esteem than excluded participants. Across both studies, state self-esteem was influenced by both ranking and inclusionary conditions. Though the predicted interaction effect was not revealed, rejection reduced the self-esteem of high-ranking participants and acceptance increased the self-esteem of low-ranking participants. Future studies will focus on the "imposter" effect by exploring how it may depend on performance expectations, and how it may be alleviated.

D117

TOWARD A GREATER INCLUSION OF LATINO AMERICANS INTO THE NATIONAL IDENTITY: ATTENUATING THE IMPACT OF THE AMERICAN = WHITE EFFECT ON NATIONAL ATTACHMENT *Thierry Devos, Kelly Gavin, Francisco Quintana; San Diego State University* — The issue of ethnic diversity and national identity in an immigrant nation such as the United States is a recurrent topic of debate. Recent studies on the implicit relationship between ethnic and American identities have revealed a strong connection between being American and being White (Devos & Banaji, 2005). The goal of this research was to determine the impact of this American = White effect on the strength of national attachment among Latino and Caucasian Americans and to explore factors that may alleviate the consequences of psychological inequality. Sixty-three Latino and 77 Caucasian Americans completed Implicit Association Tests measuring ethnic-American associations and American identification. Before the assessment of American identification, the perception of ethnic hierarchy was manipulated by having participants answer a questionnaire containing statements highlighting either persistent inequalities (hierarchy-enhancing) or increasing equalities (hierarchy-attenuating) in terms of power and status between Latino and Caucasian Americans. Regression analyses indicated that the experimental induction moderated ethnic differences in strength of American identification, but only for individuals who displayed a strong American = White effect. Latino Americans identified less with America than Caucasian Americans only when they excluded their own group from the national identity and ethnic inequalities were primed. The strength of American identification did not vary across ethnic groups when individuals did not display the American = White effect or when increasing equalities were primed. These findings suggest that ethnic hierarchy moderates an important consequence of an exclusionary definition of American identity.

D118

IS KATE WINSLET MORE AMERICAN THAN LUCY LIU ? REDUCING A DISSOCIATION BETWEEN EXPLICIT AND IMPLICIT KNOWLEDGE *Debbie Ma, Thierry Devos, Marianne Noto; San Diego State University* – Previous research indicates that ethnic minorities are implicitly conceived of as being less American than White Americans (Devos & Banaji, 2005). The goal of the present research was to determine whether manipulating the cognitive construal of a target could attenuate this American = White effect. A series of four studies investigated the extent to which an Asian American celebrity (Lucy Liu) was explicitly and implicitly viewed as being more or less American than a White European celebrity (Kate Winslet). Participants indicated to what extent they perceived these targets as being American and they completed Implicit Association Tests (Studies 1 & 3) or Go/No-go Association Tasks (Studies 2 & 4) assessing the extent to which the attribute "American" was linked to these targets. Explicit and implicit measures of American identity revealed quite different effects: on the explicit measure the Asian American target was clearly seen as more American than the White European target; however, this pattern was reversed on the implicit measures. The implicit American = White effect was substantially reduced when the targets were categorized based on their personal (rather than ethnic) identity (Studies 1 & 2). In addition, the tendency to wrongly assign the attribute "American" was attenuated when the stimuli used to represent the targets challenged (rather than perpetuated) stereotypical representations (Studies 3 & 4). These findings provide evidence for both the flexibility of implicit associations and the robust propensity to deny the American identity to members of an ethnic minority.

D119

PERSUASION AND SUBJECTIVE RECOLLECTION JUDGMENTS: EFFECTS OF ARGUMENT QUALITY UNDER CONDITIONS OF HIGH AND LOW COGNITIVE CAPACITY *Jason Reed, Duane Wegener; Purdue University* – The current study examined how persuasion can affect an individual's conscious recollection experiences. 119 participants practiced differentiating "remember" and "know" experiences before memorizing 16 DRM-like word lists, each containing words from two original DRM lists. After completing a filler task, participants saw claims from supposed previous participants, each "remembering" a target word from one of the lists that had never actually been presented. These claims were supported by reports of also remembering 4 other words, supposedly from the same lists. In the strong argument condition, the 4 supporting words had been previously presented but were not semantically related to the target word, supporting the claim that the target was presented. In the weak argument condition, the 4 words were semantically related to the target word but had not been previously presented, undermining the claim that the target was presented. Participants then reported whether the word was old or new. If the target was identified as old, participants rated whether they had a "remember" or "know" recollection experience. While receiving the claims and reporting their recollection experiences, half of the participants were distracted by remembering a nine digit number. There was a significant interaction between argument strength and distraction for know experiences. Participants made more know responses when given strong rather than weak arguments in the no distraction condition, whereas argument quality had no effect on know responses when participants were distracted. These results suggest that reports of recollection experiences may have judgmental components that can be influenced by persuasion processes.

D120

MEASURING AGGRESSION, AROUSAL, AND HOSTILITY IN A FIRST PERSON SHOOTER GAME: IMPLICATIONS FOR THE GENERAL AGGRESSION MODEL (GAM) *Christopher Barlett[1], Ross Baldassaro[1], E. Pete Meunks[2], Richard Harris[1]; [1]Kansas State University, [2]Washburn University* – Research on video games and aggression has yielded findings which suggest that playing a violent video game (versus a non violent video game) can significantly increase physiological arousal, aggressive thoughts, aggressive feelings, and aggressive behavior. These research findings were tested by using the General Aggression Model (GAM). Typically, video game research assesses aggression immediately after and/or before video game play, and while using multiple (violent, non-violent, and control) games. The current study deviated from that paradigm, while utilized the GAM, by measuring aggression within the same violent video game (Time Crisis 3 for PlayStation 2) at three different times. Participants (N=99) were instructed to complete scales measuring aggression, hostility, and physiological arousal (heart rate) before, during, and after video game play. Repeated measures ANOVAs were conducted on all measures taken at the three different times. Significant main effects were found for physiological arousal, $F(2,196) = 6.90$, $p<.05$, η2 = .07, power = .92, aggression (based on story stems), $F(2, 188) = 12.05$, $p<.05$, η2 = .11, power = .99, and hostility, $F(2,196) = 14.97$, $p<.05$, η2 = .13, power = 1.00. Post hoc analyses revealed that each of the aforementioned variables increased across time. Overall, results suggest that the GAM is a useful model for studying video games and aggression, based upon the data showing that aggression, arousal, and hostility significantly increased during video game play. In addition, hostility may be a significant contributor of the GAM.

D121

PRIMARY AND SECONDARY CONTROL IN WORKING CLASS EUROPEAN AMERICANS AND MEXICAN IMMIGRANTS *Kristin Bianchi[1], Batja Mesquita[2], Dustin Albert[2]; [1]American University, [2]Wake Forest University* – One way to understand primary control in North American culture is that it promotes feelings of efficacy, which are highly valued within independent contexts. Conversely, secondary control is more common in East Asian, inter-dependent cultures because it promotes feelings of connectedness (Morling, Kitayama, & Miyamoto, 2002; Weisz, Rothbaum, & Blackburn, 1984). The question driving this research is: Are primary and secondary control general characteristics of independent and interdependent contexts, respectively? Two studies compared the types of control between working class European Americans—an independent cultural group—and Mexican immigrants—an inter-dependent cultural group. In the first study working class European Americans and Mexican immigrants (40 per group) listed situations of influence and adjustment. As expected, Mexican Americans reported more adjustment than influence situations. However, contrary to our prediction, working class European Americans also reported more adjustment than influence. In the second study, the same cultural groups (39 per group) rated Mexican and European American influence and adjustment situations generated in the first study on several dimensions of experience. The findings suggest that whereas adjustment and influence constituted markedly different experiences for European Americans, these conditions were less distinguished in the Mexican experience. The results of the study will be discussed in terms of a Mexican model of agency that places a strong emphasis on role fulfillment and obligation, without much distinction between primary and secondary control, and a working class European American model of agency that is interconnected, but makes a strong distinction between primary and secondary control.

D122

IDEOLOGICAL AND SOCIOSTRUCTURAL INFLUENCES ON DYNAMIC GENDER STEREOTYPES *Amanda B. Diekman[1], Wind Goodfriend[2], Clifford D. Evans[1]; [1]Miami University, [2]Boise State University* – Previous research on dynamic stereotypes (Diekman & Eagly, 2000) demonstrated that stereotypes can encompass visions of a group's past and future characteristics, as well as their present characteristics. Predictions about the future of a group, such as men or women, may be most likely to be affected by personal ideologies (e.g., sexism) and beliefs about the social structure (e.g., social roles). In addition, these beliefs may influence evaluations of perceived changes in a group. The present research examined how personal ideologies and sociostructural beliefs relate to stereotype content. Participants (1385 across three studies) completed measures of different ideological and sociostructural beliefs, and then indicated the likelihood that either men or women in the year 2050 would possess several masculine and feminine personality characteristics. Finally, some participants evaluated the perceived trends for their target sex. Effect sizes summarized the resulting correlations across the three studies. Several ideological and sociostructural beliefs predicted projections of the future traits of men and women. Projections of counterstereotypic traits for men and women tended to be associated with lower levels of sexism and social dominance, as well as with perceived equality in future societal and personal roles. In addition, individuals who endorsed sexism or social dominance orientation or perceived less role equality tended to devalue the adoption of counterstereotypic traits for either target sex. However, broad ideologies (i.e., implicit theories; time perspective) did not reliably predict stereotype content. The implications of examining stereotype content at the intersection of personal ideology and social structure will be discussed.

D123

THE EFFECT OF DISTRIBUTIVE AND PROCEDURAL JUSTICE ON MOTIVATED DENIAL OF HEALTH THREAT *Todd Lucas[1], Pete Grostic[2], Chris Steffke[2], Bobby Terbrack[2]; [1]Wayne State University, [2]Albion College* – Previous research has suggested that psychological justice is important to health. Specifically, justice perceptions may be related to stress reactivity (Tomaka & Blascovich, 1994) and also attributions for health and illness (Braman & Lambert, 2001). In the present study, we explored the hypothesis that both distributive and procedural justice may impact individual health by moderating reactions to (and denial of) a potential health threat. Two hundred and fifty-three introductory psychology students were exposed to a variation of the Thioamine Acetylase (TAA) Deficiency paradigm (Jemmott, Ditto & Croyle, 1986) in which the possibility of obtaining a preventative vaccination to a fictitious illness was presented. Three manipulations were employed in which participants were presented with information concerning 1) the causes of illness (random versus nonrandom); 2) the cost of vaccination (expensive versus inexpensive); 3) participation in setting the cost of vaccination (voice versus no voice). In accordance with theories of motivated denial, participants perceived less personal health risk when vaccination was expensive versus inexpensive. However, this reduction in perceived health risk was significantly greater for participants with voice than those with no voice, and particularly for the nonrandom illness condition. The results of this study are important in suggesting that justice perceptions are relevant to both health cognition and health behavior. In particular, motivated denial of health threat is substantial only in the presence of procedural fairness, as participants exposed to unfair treatment may increase or maintain their perceptions of risk in attempting to obtain or alter access to instrumental health resources.

D124

UNDERGRADUATES PERCEPTIONS OF VIDEO GAMES: A COMPARISON BETWEEN DIFFERING VIDEO GAME SYSTEMS *Ross Baldassaro, Christopher Barlett; Kansas State University* – Video game and aggression researchers have often stated that the most current and up-to-date video games need to be used in order to aid in generalizing their findings to the present video game community. However, there has not been any research to validate the claim that the most modern video games should be used. Therefore, the present study examined the perceptions of the "same" video game (progressed) using three different video gaming systems. Participants (N=88) viewed clips from three different video games, and rated these games on a 1(not a characteristic) to 5 (extreme characteristic) Likert scale on the following dimensions: violence, realistism, graphics, fun, bloody, and excitment. The first video game was Mortal Kombat 2 for Super Nintendo (1994), the second game was Mortal Kombat 4 for Nintendo 64 (2000), and the third game was Mortal Kombat: Deadly Alliance for PlayStation 2 (2004). A one-way ANOVA was used to test the hypothesis that there would be significant differences between the three video games, such that the newer game would be rated the highest on every dimension that was measured. Results show that each of the factors was significantly higher for Mortal Kombat: Deadly Alliance than the other two video games, Wilks Λ = .446, F(7,195) = 13.84, p<.0001, η2 = .33, power = 1.00. These results support the notion that the most current video games need to be utilized in video game studies.

D125

SEXUAL RISK BEHAVIORS OF GAY MEN LIVING WITH HIV/AIDS: ETHNICITY, STIGMA AND SELF-ESTEEM *Carli Straight, Kelly Neff; Claremont Graduate University* – How do ethnicity, stigma and self-esteem relate to sexual risk taking behaviors of HIV positive gay males? The current study investigates this question using survey data from over 150 participants recruited from AIDS services organizations in the Los Angeles area between 2002 and 2005. Preliminary results demonstrate significant positive correlations between self-esteem and condom use during sex, between feelings of HIV-related stigma and unprotected sex after using drugs or alcohol, and significant negative correlations between self-esteem and unprotected sex with someone who has HIV. A one-way ANOVA indicates that Whites are significantly less likely to use condoms than all other ethnic groups. Hierarchical linear regression identifies self-esteem as the strongest predictor of condom use. Stigmatization independently predicts unprotected sex with someone who has HIV and unprotected sex after using drugs or alcohol. Interestingly, regardless of level of experienced stigma, African Americans report the highest levels of condom use and the least likelihood of engaging in unprotected sex with someone with HIV. Finally, high stigma and low self-esteem together predict unprotected sex with a new partner. This study expands current research by analyzing the interaction of ethnicity, self-esteem and stigma to predict risky sexual behaviors. These findings can contribute to our understanding of safer sex practices and can potentially lead to developing more effective HIV awareness and intervention programming.

D126

DIFFERENTIAL EFFECTS OF EXPLICIT VERSUS SUBTLE MORTALITY PRIMING ON SELF-REPORTED FUNDAMENTALISM AND RELIGIOSITY OF RELIGIOUS PARTICIPANTS *Christopher Long[1], Philip Gable[2], Emilia Dewi[1], Robin Dann[1]; [1]Ouachita Baptist University, [2]Texas A&M University* – Terror Management (TMT) studies typically involve participants writing about their deaths so researchers can investigate defensive responses. The present study demonstrates how religious participants deploy religious defenses as a function of mortality salience (MS) priming modality. Religion, rarely a focus of TMT research, often references death-transcendence. Therefore, we hypothesized that explicit MS manipulations would immediately elicit explicitly-religious responses, reducing participants' need for later defensiveness relative to participants exposed to subtle primes, which would not invite explicitly-religious responses. We found that religious participants exposed to subtle death primes defended against MS by subsequently emphasizing their religiosity and fundamentalism, whereas religious

participants asked explicitly about death did not subsequently emphasize these traits--perhaps because they already incorporated religion into their written responses that comprised the priming exercise./// 179 self-identified Christian undergraduates attending a conservative church-affiliated university completed one of four randomly-assigned priming conditions, which varied by content (MS vs. dental pain (DP)) and modality (explicit: describing experiencing death or DP vs. subtle: unscrambling sentences including death- or DP-related words). Following filler tasks, participants completed measures of religiosity and religious fundamentalism. ANOVAs yielded ContentXModality interactions for religiosity ($p<.02$) and fundamentalism ($p=.02$). Contrasts indicated significantly higher religiosity and fundamentalism for the subtle MS group vs. the subtle DP group but no differences between the explicit groups. Also, contrasts showed significantly higher religiosity in the subtle MS group vs. the explicit MS group. Automated text-analysis of the explicit groups' writings showed significantly more religious language in the explicit MS group's essays vs. the DP group's.

D127

EXCUSES AND GROUP PERFORMANCE: THE CONSEQUENCES OF A GOOD EXCUSE *Ryan Johnson, Barry Schlenker; University of Florida* — Using excuses as a buffer from the cognitive, emotional, and interpersonal repercussions of failure can benefit the excuse-maker (Snyder & Higgins, 1988). However, the downsides of excuses have been relatively ignored (Schlenker, Pontari, & Christopher, 2001), including how excuses may affect personal and group productivity. This study examined the impact of an available excuse on performance on a brainstorming task. It was expected that the presence of an excuse moderates the tendency for people to work harder when identifiable (coactive group) than when anonymous (collective group). Participants (N= 193) in collective or coactive groups generated uses for a knife in the presence of background noise that was described as likely (a good excuse) or unlikely (a poor excuse) to be distracting and affect productivity. Those with a good rather than poor excuse reported more distraction and performance problems and less personal responsibility for their performance. Further, those with a good rather than poor excuse actually produced fewer uses, thus demonstrating that a viable excuse can decrease personal and group performance. Gender moderated this effect, as males were less engaged in the task and produced even less when given a viable excuse than females. Unexpectedly, collective groups were more productive than coactive groups regardless of excuse availability. Possible explanations for this reversal of social loafing include social compensation for coworkers who were expected to perform poorly because of the noise and increased group cohesiveness resulting from the presence of the noise.

D128

SPECIFIC-SELF PRIMES FACILITATE STRONGER MOODS THAN GLOBAL SELF-PRIMES *Michael Kitchens, Grant Corser, Carol Gohm; The University of Mississippi* — The self-reference effect is a phenomenon whereby information relevant to the self demands more attention and is better recalled than information not relevant to the self (Rogers, Kuiper, & Kirker, 1977). Interestingly, Lazarus (1991) defined affective states as reactions to self-relevant events. Therefore, it is possible that when recalling events with affective implications, the kind of self (i.e., global vs. specific) primed may moderate its affective impact. The present work explored this by having participants either complete the Big Five personality scale (Goldberg, 1992) or the Need for Cognition Scale (NCS; Cacioppo, Petty, & Kao, 1984). Goldberg's Big Five scale assesses the extent to which one possesses five global or meta-traits. The NCS assesses a specific trait—a preference for effortful thinking. Following the completion of these scales, participants wrote about either a positive or a negative event and then reported their mood. A significant Self-Prime × Mood-Manipulation interaction revealed that participants reported feeling more positive about the positive story they wrote and more negative about the negative story they wrote after they completed the NCS than after they completed the Big Five scale.Thus, the specific self-prime was more effective than the global self-prime at facilitating a relevant mood. Consequently, these findings imply that a specific self-schema is more strongly associated with reactions to retrospective accounts of emotional events than a global self-schema.

D129

HOW PREPARING INCREASES LIKING FOR EXPERIENCES: PRIOR SIMULATION AND THE DUAL ROLE OF FLUENCY *Daniel Lieb, Joel Huber; Duke University, Fuqua School of Business* — Many consumption experiences take place after one has both planned for and then thought about the event. We label the process of imaging oneself engaged in a future event and imaging the associated affective responses "prior simulation." The purpose of our research is first to determine contexts in which prior simulation increases the pleasure associated with an event, and second to develop theories for why this increase in preference occurs. To document and understand these phenomena we report laboratory experiments on enjoyment of films of both short and feature length. In all cases respondents were provided with a summary before viewing the film. Those in experimental groups were encouraged to think about their future affective responses by writing about what the summary meant for them. Those in control groups given distraction tasks and were not given time to engage in prior simulation before viewing the films. In all cases we find an increase in preferences for films when people are encouraged to engage in prior simulation. We investigate how prior simulation works by increasing the fluency associated with the experience. This fluency has a dual role in increasing consumers' pleasure for experiences. First, as a direct effect, highly fluent events are more enjoyable because familiarity makes them easier to understand and appreciate. Second, as an indirect effect, fluency makes experiences robust against cognitive interruptions. Since distraction makes information more difficult to process, fluency acts as an inoculation mechanism against interruptions that otherwise can interfere with enjoyment of the consumption event.

D130

THE ROLE OF SELF-DOUBT IN IMPRESSION FORMATION *Tiffany Hardy, Olesya Govorun, Robert Arkin; Ohio State University* — Self-doubt about one's competence, abilities, and potential for success plays an important role in many behaviors (e.g. self-handicapping) (Oleson, Poehlmann, Yost, Lynch, & Arkin, 2000). Those high in self-doubt have been found to be schematic on the domain of competence, meaning they process information in this domain more efficiently. Generally, schematics also weigh schematic information more heavily in impression formation. The current study sought to examine whether those high in self-doubt would weigh competence information more heavily in impression formation than those low in self-doubt. We used Asch's (1946) classic paradigm where participants are asked to form an impression of a person based on a series of descriptive traits. These descriptions are identical except for a single critical descriptor. We replicated Asch's finding: a warm target was rated more positively than a cold target. In addition, those high in self-doubt distinguished the intelligent and unintelligent targets. Their polarization of the intelligent-unintelligent was equal in magnitude to their polarization of the warm and cold targets The results provide further support that those high in self-doubt are schematic on the domain of competence.

D131

EMOTIONAL CONTAGION AND SUBJECTIVE FEELINGS *Janice R. Kelly, Zhansheng Chen; Purdue University* — Two studies explored emotional contagion, defined by Hatfield, Cacioppo, and Rapson (1994) as the tendency to automatically mimic and synchronize with the expressive behavior of others and therefore converge emotionally. In study 1, we presented photographs of happy, neutral, or sad faces taken from NimStim facial stimulus set (http://www.macbrain.org/resource.htm). Sets of 30 photographs were projected on a screen to small groups of partici-

pants. Participants guessed the height and weight of the person in the photo while viewing each photo in order to minimize potential demand characteristics. Participants then completed the PANAS (Watson, Clark, & Tellegen, 1988) and an Emotional Contagion scale (Doherty, Orimoto, Hebb, & Hatfield, 1993). Results showed a marginally significant Emotion Condition x Emotional Contagion interaction, $F(1, 71) = 2.64$, $p = .08$. Participants high in emotional contagion reported moods corresponding to the valance of the photos to which they were exposed ($p=.02$), whereas the mood of participants low in emotional contagion did not vary by condition ($p=.69$). In study 2, photographs were presented to individual participants using MediaLab. Results showed a similar and significant Emotion Condition x Emotional Contagion interaction, $F(1,132) = 4.73$, $p=.01$. Again, participants high in emotional contagion reported moods corresponding to the valance of the photos to which they were exposed ($p=.02$), whereas the mood of participants low in emotional contagion did not vary as a function of condition ($p=.41$). These studies confirm that emotion transfer occurs as a relatively unconscious process, but that individual differences exist in sensitivity to emotion transfer.

D132

WHY DO WE CARE ABOUT HOW OTHERS BEHAVE? A SOCIO-CULTURAL MODEL OF PERCEIVED ASSOCIATIVE REGARD (PEAR) *Sara Rattanasithy, W. Q. Elaine Perunovic, Michael Ross, Glen Gorman; University of Waterloo* – We propose a socio-cultural model of perceived associative regard (PEAR). PEAR refers to people's perception of the impact of their associations on how they are regarded by other individuals. In Study 1, university participants of Western and East-Asian cultural background described a praiseworthy, shameful, or neutral action conducted by their best friend. Participants' evaluations of the action predicted their estimates of how strangers and relatives would view them, suggesting that individuals of both cultural backgrounds exhibit PEAR. However, the relation of PEAR to emotion, and subsequent liking of and identification with the best friend varied across the cultural groups, with PEAR serving as a mediator of these variables only for East Asians. In Study 2, participants read a scenario in which a mother either encouraged her son's association with a target person who conducted a praiseworthy action, or discouraged her son's association with a target person who conducted a shameful action. The target was either directly associated with the son (his best friend) or indirectly associated (his best friend's father). Also, half of the participants were first asked to reflect on ways in which people are interconnected with one another (interconnectedness prime). When primed with interconnectedness, participants believed that it was more likely that the son would regard his mother's advice as good and fair in the indirect association condition. We discuss the implication of interconnectedness as a cultural and a situational factor in the PEAR model.

D133

CUE ME IN: ON THE SELF-REGULATION OF PREJUDICED RESPONDING *Aimee Mark, Margo Monteith; University of Kentucky* – Monteith, Ashburn-Nardo, Voils, and Czopp (2002) demonstrated that people can engage in self-regulatory processes to reduce their biased responding by establishing cues for control. Cues are established when people form associations between their biased responding, negative self-directed affect, and environmental stimuli. Salient cues in a subsequent situation are likely to make people recall their prior biased action and inhibit their response to act in a manner that is more consistent with their beliefs. Lab experiments conducive to establishing cues have shown their operation, but do people actually have these types of encounters with their bias in their everyday lives? 154 non-White participants were interviewed about racial experiences in which they had personally done something that they regretted. In addition, participants completed various individual difference measures along with their self-reported reactions to their experiences. Participants' experiences were later coded by independent raters. Results yielded a wealth of qualitative experiences with cues and indicated that a majority of the participants (92%) reported a cue establishing experience. Motivation to control prejudice was significantly related to the amount of cue experiences reported, in addition to other individual difference variables. Furthermore, the strength of the cue was significantly related to participants' descriptions of the event (e.g., intensity of the experience). The present study supports prior cues research suggesting that cues for control are ways by which people are realistically able to reduce bias in their daily lives.

D134

LIFE SATISFACTION CHANGES ACROSS THE LIFE SPAN *Brendan M. Baird, M. Brent Donnellan, Richard E. Lucas; Michigan State University* – Various models of well-being lead to conflicting predictions about age-related changes in life satisfaction. Some suggest that life satisfaction should decrease with age because of declining health, income, and social contact during late adulthood. However, demographic variables such as health and income often account for only a small amount of variability in satisfaction. Other theorists have argued that long-term levels of well-being are determined by temperament. If so, then satisfaction may remain stable over time, even as objective life circumstances decline. Finally, Carstensen (1995) suggested that old age is characterized by a greater tendency to engage in emotionally satisfying social activities. According to this perspective, life satisfaction may increase with age. Findings from previous studies are inconclusive because of small sample sizes, limited age ranges, or analytic techniques that may confound age and cohort effects. In our study, we examined life satisfaction ratings collected over an 8-year period from a nationally representative sample of individuals from the United Kingdom (N = 23,355; age range16 to 93). Multilevel modeling techniques were used to estimate the trajectory of life satisfaction while separating cohort effects from age-related changes over time. Findings indicate that life satisfaction declines throughout young adulthood until around age 40, then increases during middle age, and declines again in old age. Furthermore, although this pattern emerged for both men and women, the decline in old age was more pronounced for women than for men. These results indicate that satisfaction ratings are sensitive to age-related experiences that occur throughout life.

D135

THE ACQUISITION OF VALENCE IN HUMAN VOICES *Eliza Bliss-Moreau, Seth Duncan, Kristen Lindquist, Lisa Feldman Barrett; Boston College* – This study investigated the processes through which neutral objects acquire affective meaning. The affect induction model (Owren & Rendall, 2001) suggests that vocal signals develop positive or negative meaning when paired with affectively evocative events. In this study, we tested whether human voices could acquire valenced properties when briefly paired affect-inducing words. In a learning phase, participants passively listened to a series of nine male voices saying positive, negative, or neutral words (i.e., each individual voice spoke words of only one valence). During a test phase, participants were asked to evaluate a different set of positive or negative target words after a brief exposure to the voices heard in the learning phase. As predicted, we found that voices took on affective properties insofar as they served to facilitate or impede word evaluations. Implications for affective learning and affective communication are discussed.

D136

CONSEQUENCE OF INHIBITING EMOTION-EXPRESSIVE BEHAVIOR ON INTELLECTUAL PERFORMANCE *Michelle D. Fellows, Abbie Loewenstein, Jane M. Richards; University of Texas at Austin* – A student's academic performance can have far-reaching implications. Grades and standardized test scores, for example, influence one's chances of being admitted to university, winning a scholarship, and obtaining a job. Unsurprisingly, students often experience stress surrounding academic challenges. Sometimes, they freely express these emotions, but at others times they engage in emotion inhibition. This happens, for example, when someone tries to appear "calm, cool, and col-

lected" while taking an exam. The present research considered whether emotion inhibition has implications for intellectual functioning in college students. Study 1 obtained measures of GPA, trait levels of emotion inhibition, and personality. Results indicated that people who are more likely to inhibit emotion-expressive behavior in everyday life tend to have lower GPAs, and this finding was not explained by superordinate personality factors. Study 2 randomly assigned participants to inhibit the expression of their emotions (inhibit) or to express themselves freely (control) during two sub-tests of the orally-administered Wechsler Adult Intelligence Scale (WAIS III, 1997). Results indicated that inhibition had a detrimental effect on arithmetic test performance but not on vocabulary test performance. This finding supports cybernetic control models, which posit that certain forms of emotion regulation might disrupt cognitive functioning.

D137

EFFECTS OF CONSTRUAL LEVEL ON ATTITUDINAL AMBIVALENCE *Yaël de Liver[1], Joop van der Pligt[1], Daniël Wigboldus[2]; [1]University of Amsterdam, [2]Radboud University Nijmegen* – Bungee jumping: You felt so positive about it last week, but now you are torn between jumping and running away. How can this be? In the present studies we argue that attitudinal ambivalence – simultaneous positive and negative evaluations regarding the same attitude object – is affected by the level of mental construal. Based on construal level theory (e.g. Trope & Libermann, 2003), we argue that ambivalence is higher when people are more distant from an attitude object and thus construe the attitude object in a more global way. In Study 1 we investigated the effects of temporal distance on attitudinal ambivalence. Participants evaluated potentially ambivalent actions (e.g. blood-donation) that were either taking place in the near or the distant future. As expected, ambivalence was higher when the action was taking place in the near future compared to the distant future. The question remains whether this effect is indeed due to differences in the way the attitude object is construed? In the next two studies we tried to answer this question by directly manipulating construal level. In Study 2, we induced participants into a more global or more concrete mindset. Next, we measured their ambivalence regarding a variety of attitude objects. Confirming expectations, participants in a global mindset reported less ambivalence than those in a concrete mindset. In Study 3, we replicated these results, using a Navon-letter task to induce global and concrete mindsets. Together results underline the idea that ambivalence is flexible and dependent on construal level of the attitude.

D138

THE ROLES OF CONTINGENT SELF-ESTEEM AND NEED SATISFACTION IN SELF-HANDICAPPING *Amy Canevello, C. Raymond Knee; University of Houston* – Research on contingent self-esteem (CSE) suggests that people base their self-worth on expectations and achieving outcomes to varying degrees (Crocker & Wolfe, 2001; Kernis, 2003). When self-esteem is threatened, those higher in CSE should be particularly motivated to defend their self-worth through self-handicapping. Additionally, CSE is thought to reduce the likelihood of satisfying psychological needs for autonomy, competence, and relatedness (Deci & Ryan, 1985). Thus, a model was tested in which need satisfaction mediated the association between CSE and both trait and situational self-handicapping. A longitudinal sample of 310 introductory psychology students completed baseline measures of CSE, need satisfaction, and trait self-handicapping. Participants also reported barriers to performance immediately after exams throughout the semester. CSE was positively associated with both trait self-handicapping and situational self-handicapping after exams. Multiple regression analyses indicated that autonomy and competence mediated the relation between CSE and trait self-handicapping. Mediation analyses employing multilevel random coefficient modeling indicated that CSE functions primarily through autonomy in predicting situational self-handicapping. These data suggest that the nature of the association between CSE and self-handicapping differs for trait and situational self-handicapping. The needs for both autonomy and competence appear to be important in how CSE relates to the general tendency to self-handicap. However, when predicting self-handicapping in a specific context, the need for autonomy appears to be central in the association between CSE and self-handicapping. Additionally, these findings highlight the importance of need satisfaction in predicting trait and context-specific self-handicapping.

D139

DO WOMEN'S IMPLICIT AND EXPLICIT ATTITUDES MODERATE THEIR EXPERIENCE OF STEREOTYPE THREAT? *Ewa Czerny-Munro, Leanne Son Hing; University of Guelph* – Does the experience of stereotype threat (ST) truly not depend on endorsement or internalization of stereotypes (Steele, 1997)? We investigated whether women's explicit and implicit stereotypes concerning women's relative incompetence moderates their experience of ST. We predicted that ST effects should occur only among women with more sexist beliefs at the implicit or explicit level. Explicit sexism was assessed in mass testing. Later, 120 women completed a math test described, in the control condition as a measure being developed, and in the ST condition as a diagnostic problem-solving test with gender differences being explored. Approximately one week later, women completed a sexism IAT. Higher scores reflected stronger associations for male (vs. female) competence; lower scores reflected stronger associations for female (vs. male) competence. A significant Implicit Sexism x Explicit Sexism x Condition interaction was found. First, we describe effects for women lower in explicit sexism. Among women lower in implicit sexism, performance was significantly higher in the diagnostic versus non-diagnostic condition. In contrast, among women higher in implicit sexism, performance was significantly higher in the non-diagnostic versus diagnostic condition. Thus, the effect of ST condition on performance depended on implicit stereotypes: those who implicitly associate competence more with women experienced stereotype lift but those who implicitly associate competence more with men experienced stereotype threat. No effects of condition were found among those higher in explicit sexism perhaps because the diagnostic test was not personally threatening. In conclusion, women's implicit and explicit beliefs do in fact moderate their experience of ST.

D140

UNINTENDED COMMUNICATION OF BEHAVIORAL NORMS: THE DOWNSIDE OF POSITIVE MESSAGE FRAMES *Deborah Hall[1], Hart Blanton[2]; [1]Duke University, [2]Texas A & M University* – Research has shown that positively framed messages can elicit negative assumptions about behavioral norms. Using positive frames to advocate a target behavior can send the secondary message that the behavior is uncommon, or counter to the norm. Two studies investigated whether source knowledge moderates the effect of message frame on norm perceptions. In Study 1, college students read a positively or negatively framed message about steroid use that was delivered by a source high or low in knowledge of the relevant behavioral norm. Consistent with hypotheses, participants' estimates of the prevalence of steroid use varied as a function of message frame, but only when the source of the message appeared to be knowledgeable about the norms surrounding steroid use. In Study 2, college students read a positively or negatively framed message encouraging a safe sex behavior that was delivered by a source high or low in knowledge about campus safe sex norms. Participants who received the positively framed message estimated a lower prevalence of the target behavior relative to participants who received the negatively framed message, but only when the message source appeared to be knowledgeable about campus norms. Furthermore, shifts in the prevalence estimates partially mediated participants' intentions to perform the target behavior. This research suggests a potential downside of going positive: Positively framed messages delivered by knowledgeable sources can reduce the normative pressure to engage in a target behavior by implying that the behavior runs counter to the norm. Implications for social marketing campaigns are discussed.

D141

MANAGING TERROR BY CHANGING GOAL VALUES: THE NORTHRIDGE EARTHQUAKE AND THE 9/11 ATTACKS *Emily L. B. Lykins[1], Suzanne C. Segerstrom, Alyssa J. Averill[1], Margaret E. Kemeny[2]; [1]University of Kentucky, [2]University of California, San Francisco* – Terror management theory (TMT) posits that individuals are motivated to pursue personal meaning and value in order to control death-related anxiety. Accordingly, individuals who experience or witness a life-threatening event should change their goals to better pursue meaning and value and thereby decrease anxiety. Intrinsic goals are those that satisfy innate psychological needs and increase meaning and value, whereas extrinsic goals are concerned with obtaining rewards and positive evaluations from others. Two studies examined the relationship of mortality threat to intrinsic versus extrinsic goal value and anxiety. In Study One, hospital employees (N=74) who had experienced a severe earthquake valued intrinsic goals more after the earthquake than before ($p<.001$), and this change was greater in those who perceived more life threat ($p<.02$). Furthermore, life threat was less strongly related to anxiety among those who shifted value toward intrinsic goals (β=.13) than in those who did not (β=.24). In Study Two, students assessed shortly after the terrorist attacks of September 11, 2001 (N=92) valued intrinsic over extrinsic goals more after the attacks than before ($p<.001$). In addition, this intrinsic goal shift was significantly greater than that found in students assessed three years later (N=95) over a similar time period ($p<.01$). Individuals who initially shifted value toward intrinsic achievement goals reported less anxiety at the six week follow-up (β=-.17). Mortality threat led to goal shifts that emphasize meaning and value, and this shift led to decreased anxiety, supporting TMT propositions in naturalistic settings.

D142

EXAMINING TRAITS IN REPETITIVE THOUGHT(RT) DIMENSIONS *Abbey R. Roach[1], Charlotte E. Salt[2], Suzanne C. Segerstrom[1]; [1]University of Kentucky, [2]Berea College* – Many trait constructs of personality (e.g. neuroticism) incorporate repetitive thought (RT), the process of thinking attentively, repetitively, or frequently about oneself and one's world. However, evidence for traits in RT is mixed. Test-retest reliabilities of RT styles such as rumination, reflection, and worry are high ($r>.75$) in some studies, but low in others ($r<.40$), potentially due to methodological differences such as follow-up length. The present study used generalizability theory to assess traits in RT over a longer period of time and to forecast the reliability of two dimensions of RT, valence (positive vs. negative) and purpose (searching vs. solving). First year law students (N=73) described their RT on 5 occasions over 6 months. For valence, 13% of the variance in RT descriptions was due to stable individual differences. To reach a conventional standard of reliability (.80) for valence would require 24 occasions of measurement. For purpose, only 5% of the variance was due to stable individual differences, requiring 52 occasions for adequate reliability. Most of the variance (67%) was due to changes in relative valence and purpose across time points, arguing against a trait concept of RT with regard to being a positive type of person or a questioning type of person. Traitedness in RT may be more likely to lie in people's propensity to engage in RT of any kind.

D143

SELF-ESTEEM AND PERCEIVED VALUE IN RESPONSE TO MORTALITY REMINDERS *Douglas P. Cooper[1], Kristine M. Kelly[1], Luke McIntyre[1], Gabriel Schlomer[1,2]; [1]Western Illinois University, [2]University of Arizona at time of conference* – The present study attempted to integrate terror management theory (TMT) into aspects of evolutionary psychology that have focused on what factors and motivations may play a role in mate selection. From the perspective of TMT, self-esteem plays a large role in judging one's value in society. Extending this view, self-esteem may also play a role in judging one's perceived value to a potential date. Participants were 155 college students who received a packet of questionnaires including the Rosenberg Self-Esteem Scale (1965) and a manipulation of mortality salience (questions about their own death or visiting the dentist). After doing a short filler task, participants viewed a folder containing the picture (attractive vs. unattractive) and background information of a potential dating partner. Then, they answered several questions about their perceived value to the target as a potential date. A 2 (date attractiveness) x 2 (mortality salience) ANCOVA, with self-esteem serving as the covariate, revealed a marginally significant interaction of mortality salience and attractiveness of the target ($p = .03$). Follow up simple effect tests revealed that when viewing an attractive target, those under mortality salience reported a lower self-perceived mate value compared to those who viewed the unattractive target or those in the control condition. Results suggest that reminders of death may lead one to engage in more negative self-evaluation as a potential dating partner.

D144

VACCINATION AGAINST HUMAN PAPILLOMAVIRUS (HPV) INFECTION: DO GAIN- OR LOSS-FRAMED MESSAGES LEAD TO GREATER ACCEPTANCE? *Mary Gerend, Janet Shepherd; Florida State University* – Although several studies have explored effects of message framing on health-related behavior, effects of message framing on willingness to get vaccinated against disease is not well-known. The present study examined the differential persuasiveness of gain- vs. loss-framed messages on college women's intentions to get vaccinated against human papillomavirus (HPV) infection, the primary cause of cervical cancer. Current estimates indicate that one or more vaccines aimed at preventing genital HPV infection will be offered to the public within five years. Given the relatively poor understanding of HPV and its link to cervical cancer by the general public, acceptance of the HPV vaccines will undoubtedly depend on how information about the vaccines is disseminated. Undergraduate women (N = 121) were randomly assigned to read a gain- or loss framed message promoting the forthcoming HPV vaccines. Personal relevance of the vaccine and motivational orientation (assessed with the Behavioral Inhibition/Activation System scale) both moderated effects of message framing. Relative to a gain-framed message that focused on the benefits of getting vaccinated, exposure to a loss-framed message (focusing on the costs of not getting vaccinated) led to greater intentions, particularly among (1) women who engaged in "risky" sexual behavior (had multiple sexual partners; infrequently used protection against sexually transmitted infections) and (2) women with an avoidance-oriented motivational style (individuals who tend to avoid negative outcomes and are receptive to threat-related cues). These findings have important implications for the development of health communications promoting public acceptance of HPV vaccines and preventive health behaviors more generally.

D145

GOOD FOR YOU, BAD FOR US: RELATIONSHIP-THREATENING POSITIVE EVENTS AND THEIR EFFECTS ON THE CAPITALIZATION PROCESS. *Cheryl L. Carmichael, Harry T. Reis; University of Rochester* – Research on the sharing of positive events has assumed, until now, that capitalization attempts are made only for unequivocally positive events. This research investigated the capitalization process for positive events which may be threatening to the future of a relationship. A proximity threat or an availability threat was imposed on the target of a positive event, as a result of the event. As predicted, participants who imagined that a real-life romantic partner, friend, or acquaintance told them about a relationship-threatening positive event experienced more ambivalence than participants who imagined the targets told them about a non-threatening positive event. Proximity threats generally elicited more ambivalence than availability threats. The negative emotions comprising ambivalence were not social comparison emotions (jealousy or envy), but rather anxiety related emotions, differentiating these types of situations from self-evaluation maintenance

processes. Participants' open-ended descriptions of their responses to these imagined capitalization attempts were coded by independent observers to reveal, again as predicted, a reduction in enthusiastic positive responding, and increases in fault-finding and ambivalent responding under conditions of threat (i.e., when participants were feeling ambivalent). Feelings of ambivalence were positively correlated with intentions to suppress the expression of thoughts and feelings. Consistent with interdependence theory, there was significant moderation by relationship type such that the effects of threat were strongest for romantic relationships, followed by friendships, and weakest for acquaintanceships. These findings suggest that when investigating perceived responses to capitalization attempts, the relational implications of the event should also be considered.

D146

PERCEIVING AGENCY BASED ON THE MOTION OF REAL VERSUS CARTOON PERSONS *Raymond A. Mar[1], William M. Kelley[2], Todd F. Heatherton[2], C. Neil Macrae[2,3]; [1]University of Toronto, [2]Dartmouth College, [3]University of Aberdeen* – A great deal of research in social cognitive neuroscience has relied upon computer-generated stimuli, either geometric shapes that appear to behave in intentional ways, or more realistic renderings of persons. This approach permits precise hypothesis-testing, through the construction of fine differences in presentation for each condition. Few studies, however, have examined whether the brain responds in an identical fashion to these types of stimuli relative to more ecologically-valid representations of the real social-world. The current study employed both real-world video footage and its identical cartoon counterpart from the film Waking Life (Linklater, 2001). Participants watched clips of people interacting in both cartoon and realistic versions, while brain activity was measured using a 1.5T MRI scanner. The video was presented without sound, and participants were not given any instructions to engage in mental inference. Certain areas known to be associated with social cognition were more active during the realistic clips compared to the cartoon ones, specifically the right superior temporal sulcus, right temporoparietal junction and the right middle frontal gyrus. These temporal areas have previously been noted to respond to articulated biological motion, and to be involved in the inference of intentions based on movement. Here we demonstrate that in stimuli with identical motion, these areas respond preferentially to representations that are realistic in nature, contrasting previous assertions that these areas respond to motion regardless of form. The frontal area observed has also been associated with detecting contingency and animacy, person judgements, and inferring intentionality from actions.

D147

THE PERCEIVED ABILITY TO INFLUENCE OTHERS AND SUBJECTIVE WELL-BEING. *Kristin Sommer[1,2], Martin Bourgeois[3], Stefanie Bruno[1,2]; [1]Baruch College, [2]City University of New York, [3]University of Wyoming* – The present investigation explored social influence from the perspective of the source rather than target of influence. We hypothesized that having influence over others enhances subjective well-being. Three needs hypothesized to be served by having influence include self-esteem (because influence provides a sense of superiority or accomplishment), control (because it links behaviors with desirable outcomes), and purpose in life (because it provides people with meaning). Participants (N = 227) completed scales assessing self-esteem (Rosenberg, 1965), control (mastery) (Pearlin, Lieberman, Menaghan, & Mullan, 1981), purpose in life (modified from Crumbaugh, 1968), and the perceived ability to influence others (Bennett, 1988). Subjective well-being was assessed using measures of life satisfaction (Diener, Emmons, Larsen, & Griffin, 1985) and positive and negative affect (Diener, Smith, Fujita, 1995). Results revealed that participants high in perceived influence reported significantly higher levels of self-esteem (.42), purpose (.33), control (.35), satisfaction in life (.29), and positive affect (.22) (ps < .05). Ability to influence was marginally negatively correlated with negative affect (-.13) ($p < .06$). Regression analyses revealed that the relationships between ability to influence and life satisfaction and positive affect were no longer significant when controlling for the three needs (prs = .03 and -.01, respectively). No support was found for the possibility of alternative causal relationships among the variables. Taken together, our results provide preliminary support for the contention that the perceived ability to influence others enhances subjective well-being, and that this effect can be explained by increased feelings of self-esteem, control, and purpose in life.

D148

IMPLICIT AND EXPLICIT ATTITUDES AS PREDICTORS OF BOTH SPONTANEOUS AND DELIBERATIVE SOCIAL BEHAVIOR *Jeremy D. Heider[1,2], John J. Skowronski[2]; [1]Eastern Oregon University, [2]Northern Illinois University* – Three experiments examined the extent to which an implicit (Implicit Association Test [IAT]) and an explicit (Pro-Black/Anti-Black Attitudes Questionnaire [PAAQ]) measure of racial attitudes predicted both spontaneous and deliberative social behaviors. In Experiment 1, the IAT and PAAQ were used to predict the amount of cooperation exhibited by White participants in a Prisoner's Dilemma game (PDG) when one's partner was either Caucasian or African American. In Experiment 2, the two measures were used to predict the extent to which White participants mimicked the motor movements of Caucasian and African American confederates. Finally, in Experiment 3, the two measures were used to predict the verbal and nonverbal behaviors of White participants engaged in dyadic conversations with Caucasian and African American confederates. The primary findings of the three experiments are: (a) participants cooperated more with a Black partner in the PDG; (b) both the IAT and the Pro-Black subscale of the PAAQ predicted cooperation with the Black partner; (c) participants exhibited greater mimicry of a White confederate; (d) both the IAT and the Pro-Black subscale predicted mimicry of the Black confederate; (e) participants exhibited more friendly verbal and nonverbal behaviors when conversing with a White confederate; (f) the IAT primarily predicted friendliness of nonverbal behaviors with the White confederate relative to the Black confederate; and (g) the Pro-Black subscale primarily predicted friendliness of verbal behaviors with the Black confederate. The implications of these findings for studies examining interracial interaction behaviors and the predictive validity of racial attitude measures are discussed.

D149

EXPLORING THE ROLE OF EXTRAPERSONAL RACIAL INFORMATION AMONG BLACK AMERICANS: A COMPARISON OF THE ORIGINAL AND MODIFIED IAT TASKS *Steven Arthur, Alise Brickhouse, Margo Monteith; University of Kentucky* – In light of the widespread adoption of the Implicit Association Task (IAT), there has been much debate as to whether this measure provides an accurate assessment of individual attitude (Fazio & Olsen, 2003). Olsen and Fazio (2004) have argued that the original IAT confounds individual attitudes with extrapersonal knowledge and present evidence suggesting that a modified IAT task, in which the original category titles of "pleasant" and "unpleasant" are replaced with "I like" and "I don't like", can eliminate this confound. However, other researchers have reported little difference between the two versions of the IAT with respect to either implicit-explicit measure consistency, or the impact of extrapersonal knowledge (Nosek & Hansen, 2005). The current research attempts to explore possible differences in performance on the two tasks by administering a racial IAT (Black vs. White) among a sample of 60 Black participants. If the original IAT is confounded by extrapersonal knowledge, it was expected that a) Black Americans would display less outgroup favoritism on the modified IAT, and b) that the modified IAT would show greater overlap with explicit measures of racial attitudes. Results indicate no difference in overall task performance between the two versions of the IAT. Furthermore, both IAT tasks showed similar positive relationships to Black

Americans' private racial regard, and no reliable relationships to public racial regard. In addition, only the original IAT showed a significant relationship with racial centrality. Overall, results do not support the contention that the modified IAT impacts the use of non-attitudinal knowledge.

D150

EXPRESSING EMOTION AS A SIGNAL OF COMMUNAL RESPONSIVENESS *Joan Knihnicki[1], Margaret S. Clar[2], Brooke C. Feeney[1]; [1]Carnegie Mellon University, [2]Yale University* – The purpose of this study was to provide evidence that basic emotions, when expressed, convey information about needs (or lack of needs) in close relationships. It was hypothesized that felt and perceived communal strength, or the degree to which one person assumes responsibility for another's welfare and will benefit that other non-contingently, would be positively correlated with expression of emotion in a relationship. Seventy one married couples from an ongoing longitudinal study completed self-report measures assessing felt and perceived communal strength (Clark, Mills, Ford, & Johnson, 2004), expression of emotions (J. A. Feeney, 1995, 1999; modified version), and perceived social support (B. Feeney). Participants were asked about their typical expression of anger, sadness, anxiety, and happiness to the partner (both caused by the relationship and caused by something other than the spouse). Results showed that husbands' and wives' expression of emotion increases as their reported responsiveness to their spouses increases, with the exception of the expression of anger. Likewise, husbands' and wives' expression of emotion increases as their perceived support from their spouses increases. However, husbands' and wives' expressions of emotion do not relate to their partners' reported responsiveness. This study provides evidence that people express emotions when they believe their partner will respond to their needs. Research is underway to replicate the findings of this study using observational data.

D151

CARDIOVASCULAR AND EMOTIONAL RESPONSES IN THE FACE OF SOCIAL EXCLUSION: MODERATION BY ADULT ATTACHMENT ORIENTATION *Lauren Lee[1], Jean Twenge[1], Linda Gallo[1,2]; [1]San Diego State University, [2]UCSD* – Previous research has shown that social exclusion causes aggression and self-defeating behavior but not emotional distress on self-report measures. In this study, 139 undergraduates underwent an exclusion manipulation and had their blood pressure and heart rate measured, thus providing a more subtle measure of emotional response. There was no main effect for exclusion condition on cardiovascular response. However, attachment style moderated physiological reactions to exclusion. Mixed-factorial general linear models showed that avoidant attachment was associated with increased systolic blood pressure after social exclusion feedback (vs. acceptance feedback or hearing one would be accident prone). Those high in avoidant attachment also showed greater heart rate responses immediately after receiving acceptance feedback, but not after hearing other feedback. Thus, avoidant people experienced more arousal after both exclusion or acceptance information. Anxious attachment, in contrast, did not interact with exclusion to affect cardiovascular response. However, anxiously attached people did show larger differences on explicit, self-report mood measures. In summary, avoidant attachment is linked to physiological, subtle measures of emotional response after social feedback, whereas anxious attachment leads to more pronounced effects on explicit measures of emotion.

D153

SOCIAL NORMS, GROUP IDENTIFICATION, AND CONFORMITY: THE DIFFERENCE BETWEEN CONVERSION AND COMPLIANCE *Stephanie B. Ding[1], Gregory J. Pool[2]; [1]Del Mar College, Corpus Christi, Texas, [2]St. Mary's University, San Antonio, Texas* – Pool, Ding, and Schwegler (2001) found that people who value a group identity conform more closely to group norms than people who do not identify with the group. Unexpectedly, even low identifiers exhibited some norm-congruent behavior. The present study investigates the possibility that, although both high and low identifiers conformed to the group norm, the psychological processes underlying this conformity are due to different types of social influence, namely conversion and compliance. Nail, McDonald, and Levy (2000) describe conversion as conformity at both public and private levels whereas, compliance is conformity that occurs only when one's behavior is observable by the influence source. In the present experiment, participants ostensibly joined a preexisting group as part of an investigation of group interaction. Participants' level of group identification and the degree to which participants' performance was observable by the group were manipulated. Results revealed that high-identifying participants conformed to the group norm whether their behavior was observed by the group or not. Participants who reported low levels of identification with the group, only showed norm-congruent behavior when they believed their performance would be publicly observable. These results provide experimental evidence that people who value a group identity conform to social norms because of conversion and people who do not value a group identity may still conform to social norms because of compliance if they believe that they will be observed by the group. Thus, both conversion and compliance can lead norm-congruent behavior, but the underlying meaning of the behavior is quite different.

D154

TESTING TRUE BELIEF IN SELF-ENHANCING TRAIT RATINGS *Elanor F. Williams, Thomas Gilovich; Cornell University* – A question that has long plagued self-enhancement research is whether people truly believe the self-assessment ratings they report, or whether the "better-than-average-effect" merely reflects wishful thinking or a desire to present oneself in a positive light. For example, we found that people's estimates of where they stand among their peers on a host of positive traits were indistinguishable from another group's ratings of the highest they could possibly stand. To determine whether people truly believe such charitable self-ratings, we gave participants the option of betting on either the accuracy of their self-assessments or on a game of chance. Participants took a bogus personality test and rated where they stood relative to their Cornell peers on several positive trait dimensions. Then, for each trait, they could bet on whether they had scored at least as high relative to other Cornell students as they had claimed, or on the prospect of drawing, from a jar containing tokens numbered 1 to 100, a numbered token that fell at or below their stated percentile standing. We found that participants were indifferent between betting on their self-assessments and betting on the urn. In addition, if we then offered them the opportunity to switch their bet if the probability of winning the random draw changed, it took only a small increase or decrease for them to change their bet. People appear to mean what they say when they make (inflated) estimates of where they stand on a host of positive dimensions.

D155

RELATIONSHIP INFLUENCES ON EXPLORATION: AN ATTACHMENT THEORY PERSPECTIVE *Roxanne Thrush, Brooke Feeney; Carnegie Mellon University* – Relationships may significantly affect individuals' exploratory behavior as well as outcomes associated with exploration, yet little research has been done examining particular interpersonal dynamics that may either facilitate or hinder exploration. The purpose of this study was to examine whether, in a sample of married couples, spouses' secure base support (availability, encouragement of exploration, and non-intrusiveness) is associated with better performance, more persistence, more enthusiasm, and less negativity while participating in an exploratory opportunity; whether perceptions of a spouse as a secure base are associated with greater enjoyment of an exploratory opportunity, increased state self-esteem, and enhanced positive mood; and whether changes in perceptions of one's spouse as a secure base were mediated by individual differences in attachment styles.

In an observational study, one member of a married couple was randomly assigned to the role of "explorer" and given an opportunity to explore a novel puzzle activity in the presence of his/her spouse. Explorer and spouse behaviors were then coded by independent observers. Secure base support provided by a spouse was associated with better performance, more persistence, and less frustration as well as more positive perceptions of the spouse; explorers' perceptions of their spouses as sensitive/responsive was associated with enjoyment of and satisfaction with one's own exploration, increases in positive mood, decreases in negative mood, and increases in state self-esteem. Changes in perceptions of spouses were mediated by individual differences in attachment. Implications for the importance of relationship dynamics on exploratory behavior will be discussed.

D156

A GENERAL SOCIAL STRUCTURAL THEORY OF STEREOTYPE CONTENT *Anne M. Koenig, Alice H. Eagly; Northwestern University* – This research integrates two theories of stereotype content into a broader social structural theory. According to social role theory (Eagly et al., 2000), stereotype content is created through correspondent inferences where the behaviors performed by group members within their common roles are seen as reflections of the group's underlying traits. According to the stereotype content model (Fiske et al., 2002), the stereotype content of competence and warmth is created though perceptions of intergroup relations (i.e., status and interdependence). This research proposes that intergroup relations mediate the relationship between role characteristics and stereotype content, making role characteristics a distal cause of stereotype content. Both student (Study 1) and community (Study 2) participants rated various groups (e.g., Black men, Jews, the poor, senior citizens) on the stereotypical traits of competence, agency, and communion, and the intergroup relations of status, competition, and cooperation. Participants also rated various roles (e.g., athletes, lawyers, custodians, volunteers) on these same scales. These roles (chosen through pretesting) represented three common occupations in which members of each group are overrepresented. Each group's three role ratings were averaged to obtain the role characteristics ratings for that group. Correlational results from both studies supported each theory separately, but mediational analyses indicated that intergroup relations mediated the relationship between role characteristics and stereotype content. Thus, a broader social structural theory of stereotype content was supported, which illustrates that both role characteristics and intergroup relations are important determinants of stereotype content and that role characteristics are a more distal cause of stereotype content.

D157

PRIMARY AND SECONDARY CONTROL STRATEGIES: COMBINATIONS AND CONSEQUENCES FOR OLDER INDIVIDUALS *Tara Haynes, Judith Chipperfield, Nancy Newall, Joelle Ruthig; University of Manitoba* – Older individuals often encounter low-control situations (e.g., health problems), which serve to limit the possibility of achieving desired outcomes through primary-control strategies (direct action), and increase the adaptive value of secondary-control strategies (indirect adjustment through modified cognition) (Heckhausen & Schulz, 1995). Our study objectives were: to identify the most typical combinations (clusters) of primary- and secondary-control strategies among elderly individuals; to examine the demographic and health profile of each cluster; and to assess the psychological well-being of each cluster. Participants were 198 community-dwelling elderly individuals (79-98 years, 63% female) who reported contending with restrictions in performing daily tasks. Two selective primary-control (PC) strategies: persistence and task modification; and four compensatory secondary-control (SC) strategies: downgrading, re-engagement, positive reappraisal, and social comparison were assessed. A k-means cluster analysis indicated that Cluster1 individuals used predominantly SC; Cluster2 individuals used predominantly PC; Cluster3 individuals used moderate SC but had extremely low PC; while Custer4 individuals used moderate PC but had extremely low SC. Demographic and health profiles revealed marginal differences in gender, ChiSquare=6.53, $p<.10$; and health status, $F=2.10$, $p<.10$, across clusters. MANCOVA (gender and health as covariates) $F=2.20$, $p<.05$, with univariate follow-ups, indicated the largest disparity in well-being existed between Cluster1 and Cluster4, with individuals in Cluster1 having higher levels of desire for control, $t(65)=4.36$, $p<.01$; optimism, $t(65)=3.33$, $p<.01$; and happiness, $t(65)=3.00$, $p<.01$. Findings underscore the importance of SC (vs. PC) as a determinant of psychological well-being among older individuals.

D158

DISGUST, BLAME, AND CLASS ESSENTIALISM *Cathleen Power, Toby Jayaratne, Elizabeth Cole; University of Michigan* – How do laypeople understand differences between the rich and the poor and justify class inequality? One area of research has shown that people tend to believe that the world operates according to principles of justice such that people get what they deserve (Lerner, 1965). Another area of research, less studied in psychology, shows that genetic theories can be invoked to explain inequality of outcomes as natural, and in turn, to justify unequal treatment (c.f. Gould, 1996). Alternatively, people's emotional responses to groups may make people feel that their beliefs are justified. Disgust, in particular, is often used to make distinctions between 'us' and 'them,' and is frequently experienced as natural and biologically based (Miller, 1997). In this study, we investigate whether lay genetic theories of group differences and disgust toward "the poor" and "the rich" predict "classism," a type of prejudice analogous to modern racism. Data was collected as part of a national survey exploring genetic explanations among Black (N=600) and White (N=600) Americans. Results indicate that whites who feel more disgust toward the poor and less disgust toward the rich are more likely to endorse classist beliefs; however, their beliefs about genetic differences between the poor and rich are unrelated to classism. Conversely, African-American participants who attribute class differences to genetics and also those who feel less disgust toward the rich (but not more disgust toward the poor) are more likely to endorse classist beliefs. Implications for social psychological research on prejudice and possibilities for attitude change are discussed.

D159

SUSTAINED EFFECTS OF PERFORMANCE FEEDBACK ON RESPONSES TO SUBSEQUENT COMPETITIVE OUTCOMES: NEED FOR ACHIEVEMENT AND THE CAPRICIOUS THRILL OF VICTORY *Sheree M. Schrager, Judith M. Harackiewicz; University of Wisconsin, Madison* – Competence processes are hypothesized to play an important role in the development of intrinsic motivation (e.g., Ryan & Deci, 1985; Harackiewicz, Manderlink, & Sansone, 1992), and perceptions of competence are often influenced via performance feedback. We were interested in how feedback on one task might influence reactions to feedback in a second competitive task. We implemented a 3 (first-task feedback: negative, none, or positive) x 2 (competition outcome: win or lose) factorial design with two related word-game tasks. Participants, who arrived in pairs, completed an anagram task individually and received manipulated normative feedback. They subsequently competed against the other participant on the word game Boggle and learned whether they had won or lost (randomly assigned). Boggle enjoyment and general word game enjoyment were assessed after competition feedback. An achievement orientation x first-task feedback interaction on both enjoyment measures indicated that for individuals high in achievement motivation, positive feedback on the first task raised enjoyment even after competition results were known. Furthermore, feedback effects were strongest when people won: For achievement-oriented individuals, although prior positive feedback promoted enjoyment of the second task more than negative feedback depressed it regardless of the competition outcome, prior negative feedback dampened the joy of winning. These results indicate that achievement-oriented individuals continue to feel

the effects of early feedback even when they start new tasks, whereas individuals low in achievement motivation seem less responsive. Such results are consistent with other findings suggesting that achievement-oriented individuals are especially sensitive to performance feedback (Tauer & Harackiewicz, 1999).

D160

NEED FOR DISTINCTIVENESS MODERATES THE IMPACT OF DESCRIPTIVE NORMS ON INDIVIDUALS' INTENTION TO USE CONDOMS *Geoff Kaufman, H. Anna Han; Ohio State University* – Cialdini (2003) demonstrated that using descriptive norms (information about a behavior's prevalence) to dissuade individuals from engaging in a harmful behavior is a technique that often backfires: revealing the frequency of a negative behavior may increase an individual's likelihood of engaging in the offense. We sought to determine if the relationship between descriptive norms and behavior is moderated by one's need for distinctiveness (Brewer, 1991), the need to differentiate oneself from a salient social identity group. Specifically, we tested the hypothesis that when one's need for distinctiveness has been aroused, an individual would be less motivated to act in accordance with descriptive norms than when this need has not been aroused. Forty-nine participants, whose need for distinctiveness either was or was not aroused via experimental instructions, were given a booklet that presented a (false) rate of prevalence or rarity of condom use among undergraduates. All participants were then invited to take as many condoms, from zero to five, as they wished. As expected, the results revealed a significant need for distinctiveness X descriptive norm interaction. If participants' need for distinctiveness had not been aroused, they took a significantly higher number of condoms when they were led to believe condom use is prevalent rather than rare. The opposite pattern emerged for participants whose need for distinctiveness was aroused. The implications of these findings for the development of public health campaigns and the planned extension of the results to other domains of behavior (e.g., littering) are discussed.

D161

FEELING BETTER IN THE MORNING: THE EFFECTS OF COPING STRATEGIES ON DAY-TO-DAY CARRYOVER OF NEGATIVE MOOD *Amie S. Green; New York University* – Why is it that some people are able to lose their bad moods overnight while others are unable to do so? Coping research has investigated the different ways in which individuals attempt to regulate negative emotion, but has not explained variability in negative mood carryover from one day to the next. We address this question using daily coping and mood measurements obtained over a period of acute stress. Third-year law students preparing to take the bar exam, along with their partners, completed diary measures twice daily for 35 days leading up the exam. We used multi-level models to analyze these data. As expected, evening reports of anxiety, depression, and anger were consistently related to morning reports of the same moods, but the strength of the association varied across moods and persons. We next examined the six most frequently occurring coping strategies to determine which served as moderators of the negative-mood carryover effect. When venting is used as a coping strategy by examinees the carryover of negative mood is decreased, whereas when examinees indicate they coped by accepting the situation, negative mood carryover is increased. Couple-level variables were also investigated to determine how one's relationship affects this process. Relationship satisfaction was found to exert powerful effects, such that for highly satisfied couples the choice of venting as a coping strategy was particularly beneficial. We discuss these findings as they relate to the phenomenon of recovering from a negative mood state overnight.

D162

WILL VS. JACK: ARE ALL GAY MEN VIEWED THE SAME? *Letitia Anne Peplau, Adam W. Fingerhut; University of California, Los Angeles* – Research has demonstrated that people hold stereotyped views of gay men (Madon, 1997; Page & Yee, 1985; Taylor, 1983). Unfortunately, previous studies have treated gay men as a monolithic group, often asking participants to describe "the typical gay man." The current research examined whether heterosexuals hold different stereotypes for specific subtypes of gay men. Using a between-subjects design, undergraduate participants (N = 543) read about either the "typical gay man" or about one of six gay subtypes (single man, father, hairdresser, truck driver, lawyer, hotel clerk) and then rated the target on various adjectives. Based on factor analyses and previous research, adjectives were combined to form composite scores representing four unique constructs: masculinity, nurturance, flamboyance, and work orientation. ANOVAS comparing composite ratings for the "typical gay man" with ratings for each of the six gay subtypes revealed many significant differences. For example, compared to the "typical gay man," gay lawyers were perceived as significantly more work-oriented ($p < .01$) and masculine ($p < .05$) but as significantly less flamboyant ($p < .01$) and nurturing ($p < .05$). Only ratings of the gay hairdresser did not differ in any way from the "typical gay man," suggesting that participants brought to mind the caricature of the gay hairdresser when thinking about the typical gay man. Implications for interpersonal relationships between gay and heterosexual individuals are discussed.

D163

THE RELATIONSHIP BETWEEN FLATTERY AND COMPLIANCE: LIKING OR RECIPROCATION? *Naomi K. Grant, Leandre R. Fabrigar; Queen's University, Kingston, ON* – It has often been assumed that flattery is an effective compliance tactic, but surprisingly, no direct empirical evidence is available that supports such a claim. The goal of this study was to investigate the relationship between flattery and compliance behavior as well as to explore possible mechanisms underlying this relationship. One hundred and eight female undergraduates participated in a study using a 2 (compliment: compliment or no compliment) by 2 (reciprocity: high or low) design. Participants were those who had previously scored either high or low on the Personal Norm of Reciprocity scale (PRN, Perugini, Galluci, Presaughi, & Ercolani, 2003). Participants were led to believe that they were participating in a study about impression formation in which there was only one other participant (a confederate). While the participants completed a short questionnaire, the experimenter left the room, ostensibly to make photocopies. The confederate then began a conversation with the participant during which she either said something complimentary about an article of the participant's clothing (compliment condition) or commented on the temperature of the room (control condition). The confederate later asked participants to hand out flyers on campus. Results demonstrated that flattering participants led to increased compliance ($p < .001$). Contrary to predictions, flattery increased compliance to a greater extent for participants who were low in personal reciprocity compared to those who were high in personal reciprocity ($p = .032$). Findings are related to the broader compliance literature.

E1

SAVING GRACE: PERSONALITY CORRELATES OF RELIGIOSITY IN THE U.S. AND IRAN *Ashish Chavda[1], Heather L. Harrison[1], Vanessa Martinez[1], Natasha Botello[1], Christopher A. Lawson[1], Simine Vazire[1], Peter J. Rentfrow[2], Samuel D. Gosling[1]; [1]The University of Texas at Austin, [2]University of Cambridge* – With globalization increasing, and religion playing an important role in the fusing and clashing of cultures, it has become imperative to understand cultural differences in religiosity. What personality traits are associated with religiosity in different cultures? Previous research on the relationship between religiosity and personality has focused mostly on developed countries (Saragolou, 2002), and has found that religiosity is associated with higher scores on communal traits (e.g., agreeableness, conscientiousness). Our study examines the personality correlates of religiosity among students in the U.S. and Iran. In both the U.S. (N = 155) and Iran (N = 90), religiosity is associated with higher levels of agreeableness and conscientiousness. However, religiosity is also associated with lower levels of neuroticism among Iranians, but not among Americans. We suspect this may reflect cultural differences in the importance of religion. That is, religion is the basis of the social and governmental structures in Iran, which could lead to a greater sense of ostracism among non-religious Iranians. In contrast, religion is less encompassing in the U.S., and thus may have less of an impact on well-being and neuroticism. We also demonstrate that the relationship between religiosity and agreeableness and conscientiousness among Americans is not merely an artifact of self-presentation; religious individuals are also described as agreeable and conscientious by their peers. We discuss the implications of these findings for understanding cultural similarities and differences across the U.S. and Iran.

E2

DO HAPPY PEOPLE EARN MORE MONEY? *Kimdy Le, Richard E. Lucas, Brent M. Donnellan; Michigan State University* – Current theories suggest that positive emotions may foster creativity, may enhance one's ability to self-regulate, and may improve one's ability to acquire resources that can be used to attain positive outcomes in life (Aspinwall, 1998; Fredrickson, 1998; 2001; Isen, 2003). Many studies test these hypotheses in the laboratory using outcomes with limited generalizeability. Others use short longitudinal studies that are often conducted with convenience samples. The few studies that have tested these ideas using important outcomes in large-scale longitudinal studies have usually focused on very young cohorts or have provided mixed support for the hypothesis. We used data from the German Socio-Economic Panel Study (GSOEP), a nationally representative longitudinal study, to test whether emotional well-being influences later life outcomes. The GSOEP data consists of over 38,000 participants who have been surveyed yearly for up to 20 years. We used regression analyses and structural equation modeling to test whether initial levels of emotional well-being were associated with higher levels of future income. Results showed that initial levels of life satisfaction were significantly correlated with income approximately 16 years later, even after controlling for initial income. Each point on the 11-point well-being scale was associated with an increase of $1,779 in annual income. A number of mediator and moderator variables were also tested to examine the processes underlying this association. Our study provides support for the idea that positive emotions have implications for later life outcomes.

E3

CONSEQUENCES OF COMPARISON TO THIN-IDEAL MEDIA: SELF-DISCREPANCY AS RISK FACTOR? *Gayle Bessenoff; University of Connecticut* – Psychological literature on the phenomenon of media effects has shown that exposure to media depictions of the thin-ideal can have damaging effects for women. The current study explored body image self-discrepancy as moderator and self-comparison as mediator in the self-evaluative effects on women from thin-ideal images in the media. Female undergraduates (N = 94) with high and low body image self-discrepancy were exposed to either clothing ads with thin women (thin-ideal) or non-clothing product ads without thin women (neutral-ad control). Dependent measures included mood, self-esteem, weight concerns, and level of self-comparison. Participants exposed to thin-ideal media exhibited significantly greater body dissatisfaction and depression, and lower mood and self-esteem, as compared to controls, $Fs(1, 89) > 4.41$, $ps < .05$. Importantly, self-discrepancy moderated these effects; high self-discrepant participants in the thin-ideal condition experienced these effects to a greater degree, $Fs(1, 89) > 4.51$, $ps < .05$. Moreover, self-comparison processes mediated the relationship between exposure to thin-ideal media and negative self-directed effects. Notably, body image self-discrepancy moderated this mediation. High body image self-discrepant women were almost twice as likely to engage in self-comparison processes from exposure to thin-ideal media. In addition, high self-discrepant women experienced an increase in depressive thoughts, weight concerns, negative mood, and decrease in self-esteem from comparison to thin-ideal media; low self-discrepant women had little to no relationship between self-comparison and these negative effects. Thus, possessing a self-discrepancy not only increases the likelihood of comparison to media ideals, but also increases the risk of negative consequences from this comparison.

E4

BYSTANDER ETHNIC HARASSMENT *Phani Radhakrishnan[1], K. S. Douglas Low[2], Kimberly Schneider[3]; [1]University of Toronto, Scarborough, [2]University of Illinois at Urbana-Champaign, [3]Illinois State University* – Bystander ethnic harassment (BEH) is the experience of, and reaction to another's ethnic derogation. Being a bystander to another's ethnic harassment can be traumatic because bystanders may believe that they will be subject to similar harm, that they are helpless in controlling or preventing such harm, or that the organization is unsafe or unjust. We developed a 7-item scale to assess BEH and conducted three studies to investigate the nature and correlates of BEH. Example items were: How often were you (a) aware of the racial/ethnic harassment of someone at your company (b) angry at your company's administration for not taking stronger actions against someone who racially/ethnically harasses others. Study 1 (N=276) was conducted with a community sample of working adults. We found that BEH was a distinct concept, related to a previously validated 7-item measure of direct ethnic harassment (DEH; Schneider, Hitlan & Radhakrishnan, 2000). In Study 2, a multi-group confirmatory factor analyses showed that Hispanics (N=250) and non-Hispanic Whites (N=369) experienced BEH similarly. Further, BEH predicted job and coworker satisfaction above and beyond DEH, affective disposition, and ethnicity. Study 3 (N=440) replicated Study 2 and demonstrated that those who only reported experiences of BEH, but not experiences of DEH, also reported lower self-esteem, and lower satisfaction with their jobs, coworkers, supervisors, and health.

E5

NEUROTICISM MEDIATES GENDER DIFFERENCES IN MENTAL AND PHYSICAL WELL-BEING. *Paula Williams[1], Heather Gunn[1], Christine Peat[2]; [1]University of Utah, [2]University of Arizona* – Prior research indicates that women rank higher than men on both neuroticism (N) and on many indicators of mental and physical well-being. The current study examined the extent to which N may mediate relations between gender and depressive symptoms, physical symptoms, body image dissatisfaction, and disordered eating behavior. In two samples (Sample 1: 83 male, 86 female, mean age=19.0; Sample 2: 27 male, 30 female, mean age=19.2) measures of N (NEO PI-R), recent physical symptoms and the Eating Disorders Inventory-II (EDI-II) Body Dissatisfaction and Drive for Thinness scales were obtained. In Sample 3 (37 male, 40 female, mean age=19.5) measures of N (NEO FFI), depressive symptoms (BDI-II), recent physical symptoms, and daily hassles (Inventory of College Students Recent Life Experiences; ICSRLE) were obtained. Across samples, women were higher than men in N, physical symptoms, body dissatisfaction, drive for

thinness, and depressive symptoms (ps<.10). In sample 3, women reported more "Friendship Problems" compared to men on the ICSRLE (p<.05). To examine mediation, separate regression models were run for each of the outcome measures. N was found to completely or partially mediate relations between gender and physical symptoms, drive for thinness, depressive symptoms, and friendship problems (i.e., when N and gender were in the model, the effects of gender were eliminated or significantly reduced, whereas the effects of N remained significant, ps<.05). N was not found to mediate the gender-body dissatisfaction relationship. These findings suggest that gender differences in personality may, in part, explain gender differences in physical and mental well-being.

E6

INTUITIVE BELIEFS ABOUT DECISION MAKING STRATEGIES *Joanne Kane, Amanda Mahaffey, Leaf Van Boven; University of Colorado, Boulder* – Previous research suggests that extensively analyzing reasons to make decisions may decrease satisfaction with the chosen alternative (e.g. Wilson & Schooler, 1991). We investigated people's intuitive beliefs about the efficacy of various decision strategies in the context of an important choice, namely, the vote cast in the 2004 Presidential election. Participants evaluated two candidate selection strategies: gut-instinct and an extensive, analytical approach based on multi-attribute utility theory (MAUT). The participants then assessed the effectiveness of each strategy in choosing a candidate and making decisions in general. Participants estimated that, compared with gut-instinct, the MAUT approach would lead to greater satisfaction with decisions and would prevent future regret if a decision turned out for the worse. Interestingly, participants did not think that the MAUT approach would lead to a choice that more accurately reflected their true feelings. In addition, to the degree that participants reported generally making decisions by maximization (rather than satisficing), they expected the MAUT approach to better prevent future regret. These results, compared with previous research, suggest that people may over-appreciate the value of analytical decision strategies, and that this over-appreciation is related to individual differences in decision making. These results also provide support for Decision Justification Theory, according to which people prefer to make decisions in ways that are justifiable to themselves and to others.

E7

IDIOCENTRISM-ALLOCENTRISM INTERACTS WITH SCENARIO TYPE TO PREDICT COPING SELF-EFFICACY FOR STRESSFUL INTERPERSONAL AND INDIVIDUAL GOAL SITUATIONS *Karen Feasel[1,2], Jane O'Donnell[2]; [1]Hobart College, [2]William Smith College* – Relative idiocentrics (RIs) and relative allocentrics (RAs) more strongly endorse attitudinal statements consistent with either individualism or collectivism. We explored the extent to which RIs and RAs in a predominantly individualistic society report differences in coping that parallel patterns observed in individualist and collectivist cultures. We also investigated whether or not individuals' preferred coping strategies and self-efficacy differ in situations involving interpersonal relationships versus an individual goal. In a between-subjects experimental design, 26 RIs and 26 RAs completed a dispositional coping measure (COPE, Carver, Scheier, & Weintraub, 1989), read scenarios depicting stressful situations concerning interpersonal relationships or an individual goal, and rated their coping self-efficacy (CSE) and a variety of coping responses. RIs and RAs reported similar patterns of dispositional coping. In response to the scenarios, however, RAs indicated they were more likely to seek out others for advice and support, strategies that were inversely associated with CSE among RIs in the individual goal condition. Personality and situational variables also interacted to influence CSE; RAs reported intermediate levels of CSE for both scenarios compared to RIs, who reported significantly greater CSE for the individual goal scenario than for the interpersonal situation. Idiocentric and allocentric tendencies may shape individuals' coping efforts as well as their perceived and actual competence for coping with different kinds of challenges. Our findings indicate that considering interpersonal-individual dimensions, both of personality and situations, will further knowledge concerning differences in individuals' coping self-efficacy and in the forms and effectiveness of their coping efforts.

E8

NICE PEOPLE NEED A REASON TO BE MEAN: THE RELATIONSHIP BETWEEN AGREEABLENESS AND PREJUDICE *Jennifer Bruce, William Graziano; Purdue University* – The present study investigated the relationship between agreeableness and prejudice towards overweight individuals. First, participants were shown a photograph of their partner, either a typical or overweight female. Next, participants were informed before they interacted face to face with their partner they would do a word completion task and then evaluate their partner. After completion of these tasks an error message appeared on the computer screen. Half the participants were told the computer malfunctioned, the remaining participants were told their partner made a mistake. Participants were then asked to redo the word completion task and evaluation of their partner. We hypothesized that the error manipulation, which served as a justification of prejudice, would lead to selective negativity towards the overweight partner. We also expected that in situations where there is justification for prejudice dispositional agreeableness would be related to the evaluation of the partner. The results supported our hypotheses. Before the error manipulation only a significant effect for sex of participant emerged; males evaluated their partner less favorably than females. After the error manipulation, agreeableness was related to partner evaluations but only when the partner made the mistake. Specifically, when the error was due to a computer malfunction no significant effects emerged. When the partner erred, weight of partner influenced evaluations but only for high agreeable individuals. The results suggest that low agreeable individuals could be labeled misanthropists, as all individuals are evaluated negatively. Although generally prosocial, high agreeable individuals do respond with prejudice, but only when given adequate justification.

E9

THE IMPACT OF MULTICULTURAL VS. COLORBLIND IDEOLOGIES ON PREJUDICE AND INTERGROUP EMOTIONS *Amber Garcia; Agnes Scott College* – Within the area of intergroup relations, reduction of prejudice toward members of stigmatized groups has been a central research question. The first goal of this research is to understand how specific ideologies, or belief systems, influence prejudice toward members of stigmatized outgroups, perceptions of past intergroup contact, and quality of intergroup contact. The second goal of this research is to examine how these ideologies influence the experience of specific emotions during an intergroup interaction. Three studies examined the relationship between intergroup ideologies, intergroup contact, intergroup emotions, and prejudice. In Study 1, participants (N = 193) who endorsed a multicultural ideology reported lower levels of prejudice toward African Americans, and this relationship was mediated by negative emotions and negative stereotypes. In Study 2, the direct effect of intergroup contact on prejudice was mediated by positive emotions felt toward African Americans, but only for participants (N = 143) primed with a multicultural message, as opposed to a colorblind message. Study 3 provided preliminary evidence that participants (N = 36) primed with a multicultural message showed greater social category salience during an intergroup interaction, as measured by stereotype accessibility, than those primed with a colorblind message. The implications for framing intergroup ideology messages are discussed.

E10

CROSSED CATEGORIZATION BEYOND THE TWO-GROUP MODEL *Douglas M. Stenstrom[1], Darren I. Urada[2], Norman Miller[1]; [1]University of Southern California, [2]UCLA Research Center* – When we meet someone who differs from us on one dimension of social categorization (e.g., race, gender, age, political or religious affiliation, etc) but who

is similar to us on another dimension, crossed categorization (CC) exists. Virtually all CC research has been limited to overlapping only two category dimensions despite the fact that CC is a structural feature of societies in that people belong to many different overlapping social categories. The oversimplified two-group model may not be adequate for investigating the underlying processes involved in real-world intergroup situations where individuals are routinely faced with a large set of information stemming from multiple salient categorizations. The present research moved beyond the two-group model by having participants rate targets with gradually increasing numbers of multiple in-group categories (O, Oi, Oii, Oiii, I) or multiple out-group categories (I, Io, Ioo, Iooo, O). Four studies tested: (a) how people integrate the increased information stemming from multiple group memberships and (b) the bias-reducing effect of multiple group memberships. As predicted, our newly developed threshold-based heuristic processing model was supported over algebraic processing. Bias reduction occurred only when targets were meta-categorized into "in-group like" and preferred as strongly as pure in-group members (I). A meta-analysis of the four studies confirmed that the threshold was exceeded by the addition of one dominant in-group membership (I=Io=Ioo=Iooo>O) or two non-dominant in-group memberships (O=Oi<Oii=Oiii=I). The exact location of the threshold was influenced by external pressures (e.g., social desirability) and the task participants performed (e.g., inclusion versus exclusion instructions).

E11

INDIVIDUAL DIFFERENCES IN REGULATORY FOCUS: A COMPARATIVE ASSESSMENT OF CURRENTLY AVAILABLE SELF-REPORT SCALES, AND A PROPOSAL FOR A NEW SCALE *Amy Summerville, Neal J. Roese; University of Illinois, Urbana-Champaign* – This research assessed currently available self-report scales measuring individual differences in regulatory focus, which guided development of a new scale with improved psychometric properties. According to regulatory focus theory (Higgins, 1998), individuals differ in whether they regulate behavior with emphasis on promotion (i.e., ideals and eagerness) or prevention (i.e., obligations and caution). Existing self-report scales differ in their conceptual basis, raising the issue of which core components of regulatory focus indeed differ reliably across individuals. In the present study, participants completed 3 existing scales along with new items designed to balance across outcome valence (success, failure) and phrasing valence (affirmation, negation). A principal components analysis was used to assess commonalities and divergences in the structure of intercorrelations among the 3 existing scales plus new items, and to select items for the new, improved scale, which was satisfactorily distinct from optimism, well-being, and self-esteem. In addition to the practical benefit of an improved regulatory focus self-report scale, the present research sheds new light on the structure of lay self-insight into regulatory strategies.

E12

THE EFFECTS OF PREFERENTIAL TREATMENT AND PERCEPTIONS OF DISCRIMINATION ON WOMEN'S PERCEIVED COMPETENCE AND PERFORMANCE ON A LEADERSHIP TASK *Leah K. Hamilton, Leanne S. Son Hing, Perng Yih Ong; University of Guelph* – Preferential treatment (PT) programs are one way to correct the under representation of women in leadership positions but how do women feel and perform knowing their selection was based on gender, rather than merit? Repeatedly, it is found that female participants preferentially selected for a leadership position report lower self-perceived competence and performance, compared with those meritoriously selected (Heilman et al., 1990). To date, no one has investigated the effect of PT on women's actual performance on tasks that assess leadership ability. Therefore, we had 116 female participants analyze a case designed to assess leadership skills. Moreover, we tested whether any negative effects of PT on performance might be mitigated if women are told that PT was instituted to rectify existing discrimination in the form of a gender-biased selection test. Our study had a 2 (selection condition: PT vs. no-PT) x 2 (discrimination condition: biased test vs. no-biased test) design. We assessed participants' self-perceived competence, the importance they placed on the task, and their analytical performance in solving the case, as assessed by three trained judges. No main or interactive effects of discrimination condition were found. Rather, results revealed that women in the PT condition placed less importance on doing well, perceived themselves as less qualified, and tended to perform worse on a leadership task, compared with women in the no-PT condition (i.e., selected based on merit). Thus, even when participants are told that PT is instituted to correct for existing bias against women, negative performance-related outcomes are found.

E13

STRUCTURAL AND DYNAMIC EFFECTS OF SOCIAL SYSTEMS ON EVALUATIVE RESPONSES TO SOCIAL GROUPS *Anesu N. Mandisodza[1], John T. Jos[1], György Hunyady[2]; [1]New York University, New York, [2]Eötvös Loránd University, Budapest, Hungary* – Social psychologists typically tackle attitudes toward social groups from an individual, interpersonal, or intergroup perspective. More recently, researchers have begun to examine the unique contribution of social and economic systems on stereotypes (e.g., Jost & Banaji, 1994; Kay & Jost, 2003). Of particular interest are the structural and dynamic effects of broad social systems for group evaluations. In the first study, we primed Hungarian participants (N =106) with either the free market system, the socialist system, or no system (control condition). We then measured attitudes toward different social groups (e.g., Gypsies, Jews, and Americans). In a second study, we primed Hungarian participants (N =106) with specific periods of system change, including the Anti-Soviet Revolution of 1956, the 1989/90 transition from Communism to capitalism, or no system change (control condition). We then measured attitudes toward 18 social groups (e.g., Communists and Fascists). Multi-dimensional scaling (MDS) techniques revealed that, relative to control conditions, social and economic system primes led to changes in representations of social groups. Individual differences in ideological endorsement mimicked the priming effects. Together these studies demonstrate that socioeconomic systems have both structural and dynamic effects on evaluations of social groups. This work expands the scope of social cognition and the study of thought systems to include system-level variables, and has implications for system justification processes (Jost, Banaji, & Nosek, 2004).

E14

PICTURING A FAILURE: HOW MEMORY PERSPECTIVE MAY IMPACT FEELINGS OF REJECTION *Alison Pfent, Lisa K. Libby; The Ohio State University* – When reminded of a past failure, people may relive that experience, in part by picturing the specific event in their mind's eye. Sometimes people envision the event as they originally experienced it, from their own first-person visual perspective; other times people envision the event from an observer's third-person visual perspective. Recent research has shown that picturing past events from the third-person perspective may facilitate people's motivated reactions to those events (Libby, Eibach, & Gilovich, 2005). The present study examines whether visualizing a past failure from different perspectives affects the degree to which people with high (HSEs) and low self-esteem (LSEs) feel socially rejected. Because one's self-esteem results from a sense of feeling accepted or rejected by others (Leary & Baumeister, 2001), rejection is highly accessible for LSEs and also associated with failure (Baldwin & Sinclair, 1996). Thinking about a failure may lead LSEs to feel especially rejected, while HSEs may respond by reaffirming the self (Murray, et al., 2002). We predicted that visualizing a failure from the third-person perspective would accentuate these different natural reactions among LSEs and HSEs. Participants were assigned either to visualize a past failure from a first-person or third-person perspective; afterwards they completed a measure of rejection-related emotions. Results indicate that visualizing a failure from the third-person perspec-

tive causes LSEs to feel especially rejected and HSEs to feel increasingly accepted compared to reactions from a first-person perspective. Picturing a past failure from the third-person perspective accentuates individuals' natural emotional reactions to thinking about that event.

E15

USING ATTITUDE STRENGTH TO PREDICT REGISTRATION AND VOTING BEHAVIOR IN THE 2004 U.S. PRESIDENTIAL ELECTION *Maria-Magdalena Farc, Brad J. Sagarin; Northern Illinois University* – This study examined attitude strength and its power to predict registration and voting behavior in the 2004 U.S. presidential election. Surveys of 299 undergraduates assessed attitudes and strength of attitudes toward Bush and Kerry. Eight attitude strength constructs were measured: certainty, importance, value-relevance, knowledge, information-seeking, extremity, ambivalence, and the higher order attitude (defined as an attitude about an attitude). Factor analyses indicated that for both Kerry and Bush, a majority of attitude strength constructs (certainty, importance, value-relevance, knowledge, information seeking) loaded on one factor. Logistic regressions showed that within the set of attitude strength constructs, for Bush, importance emerged as a significant predictor of whether participants registered to vote ($p = .026$) and actually voted ($p = .024$), while in Kerry's case value-relevance was significant ($p = .008$) and importance was marginally significant ($p = .084$) in predicting registration. Moderation analyses indicated that for Bush, an increase in reported knowledge ($p = .032$) and attitude importance ($p = .092$) increased the strength of the relationship between attitudes about Bush and candidate choice. For Kerry, an increase in extremity ($p = .025$) and knowledge ($p = .055$) led, unexpectedly, to a weaker predictive power for the attitude. These results suggest that (a) attitude strength constructs, especially importance and value relevance, may predict political behavior, (b) at least in the political arena, different attitude strength constructs may be more related than previously thought, and (c) the attitude-candidate choice relationship is moderated by certain attitude strength constructs.

E16

THE TERROR OF BELONGINGNESS: EVIDENCE THAT MORTALITY SALIENCE PROMOTES DEFENISVE AFFILIATION *Arnaud Wisman[1], Ilan Shrira[2]; [1]University of Kent, [2]University of Florida* – Based on recent research (Wisman & Koole, 2003) we theorize that it might be possible to distinguish between approach- and avoidance oriented affiliation defenses. Approach affiliation defenses may be directed towards obtaining the positive social outcomes that are associated with being part of a group. By contrast, avoidant affiliation defenses may be focused on avoiding the negative social outcomes that are associated with being alone or 'standing out' (Frank & Brandstaetter, 2002; see also Higgins, 1998). Based on this distinction and inspired by the Terror Management Theory (TMT; e.g., Greenberg, Pyszczynski, & Solomon, 1990) we hypothesized that mortality salience promotes affiliation defenses that are directed to avoiding the negative social outcomes that are associated with 'standing out' of a group. We found that participants who were reminded of death (mortality salience) sought more physical proximity as compared to a control condition (experiment 1). Interestingly, we found in addition that mortality salience, as compared with the control condition, did not promote a willingness to socialize with a confederate (such as having a cup of coffee). Moreover we found that sitting in a group with different minded participants relatively led to a weaker expression of one's own worldview after mortality salience (Experiment 2). Altogether these results supported our hypothesis that mortality salience promotes a type of affiliation that is directed towards avoiding negative social outcomes.

E17

HUMOR IN MARRIAGE: THE RELATIONSHIP BETWEEN HUMOR USE AND WELL-BEING *Joanne M. Wong, Lorne Campbell; The University of Western Ontario* – Humor has been shown to have positive effects for romantic relationships, contributing to greater marital harmony and cohesiveness (Ziv & Gadish, 1989). Conversely, negative humor is associated with less intimacy and marital satisfaction (De Koning & Weiss, 2002). The present research investigated positive and negative uses of humor in married couples in relation to individual and marital well-being. A sample of 116 married couples completed questionnaires measuring their own humor usage, their spouses' humor usage, and on perceptions of their own psychological well-being, health, and relationship quality. Specifically, it was examined whether individuals' humor usage, as well as their partners' humor usage, was associated with: (a) individual well-being (i.e., depressive symptoms, global self-esteem, and health perceptions), (b) relational well-being (i.e., intimacy, perceived social support, marital satisfaction and adjustment, and sexual satisfaction), and (c) conflictual interactions (i.e., conflict resolution, communication, positive and negative spousal exchanges). As hypothesized, the findings demonstrated that positive and negative humor usage was associated with individual well being, both adaptively and detrimentally, respectively. Additionally, humor usage was linked to relationship quality, such that use of positive humor was related to greater marital adjustment, and negative humor related to marital dissatisfaction. A relationship between humor usage and conflictual interactions was also revealed, suggesting the significance humor usage may have within marital interactions and the maintenance of intimate relationships. Based on the results, humor usage is not always facilitative and beneficial, and use of negative humor within marriages may have detrimental consequences for married couples.

E18

SEVEN GIFTS OF SHYNESS: AN EMPIRICAL EXAMINATION *Jonathan M. Cheek, Jennifer Odessa Grimes, Julie K. Norem; Wellesley College* – A series of research studies conducted at Stanford University in the 1970s laid the foundation for contemporary approaches to the psychology of shyness. The view of shyness that emerged was very negative, characterizing it as a personal problem that could be considered a social disease (e.g., Zimbardo, 1977). Other psychologists, however, objected that this view was too one-sided. The most radical alternative has been proposed recently by Avila (2002) with a new, entirely positive definition of shyness which assumes that shy people are gifted with seven desirable personal attributes: sensitivity, loyalty, being a good listener, self-reflection, modesty, mysteriousness, and gentleness. Since Avila did not present any new research data to support his new definition of shyness, we conducted an initial empirical examination of his theoretical formulation by administering a survey to 213 college women which included the seven gifts of shyness, seven corresponding problems of shyness that had been identified in previous research, and the Cheek and Buss Shyness Scale. Compared to those who were not shy, shy participants rated themselves significantly higher on two of the seven gifts, the same on three, and significantly lower on two. For the problems of shyness, the shy participants rated themselves significantly higher on all seven items. These results provide little support for Avila's specific theory of the gift of shyness, but the findings for the positive attributes of modesty and mysteriousness suggest that future research might be able to develop a more balanced picture of shyness as a personality characteristic.

E19

FMRI INVESTIGATION OF NEUROTICISM AND NEGATIVE SELF-REFERENTIAL PROCESSING *Shabnam Hakimi, Philippe R. Goldin, James J. Gross; Stanford University* – An enduring question in personality and social psychology is how individual differences in personality (e.g., neuroticism) influence self processing. Specifically, we were interested in how stable personality traits influenced state decisions about self

attributes. To address this question, we used functional magnetic resonance imagining (fMRI) to examine neural activity during self-referential processing of negative trait adjectives in 29 adults who varied in neuroticism. Participants were asked to focus on either self-referential or orthographic features of these adjectives. Behavioral results indicated that participants endorsed 70.3 % of the negative words as self-descriptive and produced 97.8% accuracy in the determining whether a word was in uppercase letters. Neuroticism (NEO-PI-R) score was positively correlated with ($r=0.42$, $p<0.05$) the number of self-endorsed negative words, but was not predictive of accuracy in the orthographic condition. Neural results demonstrated significantly greater fMRI blood oxygen level dependent signal during self-referential (versus orthographic) processing of negative trait adjectives in linguistic processing areas (left inferior frontal gyrus), emotion processing (ventromedial prefrontal cortex), self-focused attention (medial prefrontal cortex), as well as cerebellum and lingual gyrus. Neural activity in medial prefrontal cortex was significantly correlated with both neuroticism ($r=0.37$, $p<0.05$) and percent self-endorsed negative words ($r=0.45$, $p<0.05$). These results highlight the medial prefrontal cortex as a neural locus for the influence of personality on behavior during negative self-referential processing. These findings begin to elucidate the relationship between personality and the neural correlates of the self.

E20

WHEN YOU DON'T KNOW YOU'RE THINKING ABOUT WHAT YOU DON'T WANT TO THINK ABOUT *Daniel J.F. Fishman, Jonathan W. Schooler; University of British Columbia* – Research on unwanted thoughts and attempts to suppress them has generally assumed that these undesired thoughts can be either conscious or unconscious, and has posited that some interplay between unconscious and conscious thoughts is responsible for the difficulty people have in suppressing unwanted thoughts. This dichotomy ignores the possibility suggested by work on "meta-awareness" (the awareness of the contents of conscious thought) that some of our thoughts may be conscious without our being aware that we are having them. The present research investigates the phenomenon of unwanted thoughts that are consciously experienced without meta-awareness using a combination of probe-reported and self-reported unwanted thoughts. Participants were asked not to think about a previous romantic relationship while reading and while sitting quietly with no other task; participants were also placed in either a high or low cognitive load condition. Participants were told to report each time that they noticed that they were thinking about the relationship and were periodically probed and asked whether or not they were currently thinking about the past relationship without having realized it. The data showed that participants were sometimes experiencing thoughts of their previous relationship without being aware of it. Furthermore, the data reveal that such unnoticed unwanted thoughts may interfere with comprehension and/or memory to a greater degree than do unwanted thoughts which are noticed. These data suggest that meta-consciousness may affect not only the nature of our conscious experience, but the manner in which our experiences are processed.

E21

IMPLICIT TERROR MANAGEMENT: EVIDENCE FOR NON-CONSCIOUS RELIGIOUS WORLDVIEW DEFENSE FOLLOWING REMINDERS OF DEATH *Matthew C. Dohn, Laurie A. Rudman, Matthew Kirschner; Rutgers University* – Research in Terror Management Theory (TMT; Greenberg, Pyszczynski, & Solomon, 1986) demonstrates that reminders of death motivate behaviors designed to reinforce the protective cultural worldview. One form that these protective behaviors have traditionally taken is explicit negative evaluations of perceived outgroups. The current study sought to examine the effect of mortality salience on implicit evaluations of religious outgroups. Participants were 133 college students with self-reported Christian religious beliefs. Following a mortality salience manipulation, participants completed two religious-attitude IATs, evaluating Muslims and Jews. Christian participants reminded of death's inevitability, as compared to controls, demonstrated significantly negative implicit evaluations of both Muslim and Jewish religious outgroups. These findings are discussed in terms of their implications for prejudice research, as well as extension of the TMT worldview defense paradigm.

E22

THE STRUCTURE AND FUNCTION OF SELF-REPORT, CLOSE ASSOCIATE, AND STRANGER RATINGS OF SELF-CONCEPT CLARITY IN TWO DIVERSE ADULT SAMPLES *Jennifer Lodi Smith, Brent W. Roberts; University of Illinois Urbana-Champaign* – The self-concept is traditionally depicted as a two component structure being comprised of both self-knowledge and self-evaluation (Campbell, 1990). Central to the self-knowledge component of the self-concept is the degree to which individuals can express who they are with confidence, or self-concept clarity (SCC; Campbell et al., 1996), "the extent to which the contents of an individual's self-concept … are clearly and confidently defined, internally consistent, and temporally stable" (Campbell et al., 1996, p. 141). A great deal of research has examined SCC in self-report, linking it to such positive psychological indices as self-esteem, emotional stability, and low depression (e.g. Campbell et al., 1996; Nezlek & Plesko, 2001; Bigler, Neimeyer, & Brown, 2001). What is less well examined is the utility of observer ratings of SCC. The current study examines SCC using both self- and observer- rated SCC in a diverse sample of 262 adults ages 18-94. Strangers' ratings of SCC (after listening to McAdams' Life Story interviews), close associate ratings, and self-report ratings of SCC show a similar single factor structure. Both observer ratings of SCC correlated modestly with self-report SCC. However, self-reports covaried more robustly with personality traits and well-being while observer reports related strongly to measures of emotional well-being, suggesting that observer ratings of SCC tend to hinge on well-being while self-ratings of SCC may derive from a broader range of knowledge of the self. The implications for these findings are discussed in light of current theories of self and identity theories.

E23

SELF-REFERENTIALITY AND EMOTIONAL RESPONDING: CLUES FROM DEPRESSION *June Gruber[1], Christopher Oveis[1], Dacher Keltner[1], Sheri Johnson[2]; [1]University of California, Berkeley, [2]University of Miami* – Valence-based views of emotional responding in depression suggest that depressed mood potentiates responding to negative emotional stimuli (e.g., Allen et al, 1999) while attenuating responding to positive stimuli (e.g. Berebaum & Oltmanns, 1992; Rottenberg et al., 2002). On the other hand, cognitive theories of depression (e.g. Beck et al., 1979) emphasize the importance of self-schemas, which may produce a heightened response only to stimuli that refer to, or in some way concern, the self (i.e., self-based view). The present study measured experiential, behavioral, and physiological channels of emotional responding to stimuli that varied both by valence (positive and negative) and self-referentiality (self-focused vs. non-self focused). Participants were chosen using standardized high and low scores on the Beck Depression Inventory (Beck et al., 1961). Participants viewed positive (happy, amusing, pride), negative (sad, disgust), and neutral film clips; emotional facial actions, self-reports, and physiological responses were assessed. Data suggest that while high and low depression symptom groups did not differ in facial expressions, they did differ in self-reported and physiological reactivity to self-referential stimuli. Supporting self-based over valence-based models of depression, after controlling for baseline differences in emotional responding, the high symptom group exhibited a significant increase in dysphoric feelings and respiratory sinus arrhythmia (RSA) levels to the self-referential stimulus (pride clip) but not to any other film clip. Findings highlight the importance of self-referentiality, independent of valence, in the potentiation of negative emotional responses in depression.

E24

THE INFLUENCE OF SOURCE EXPERTISE ON ATTITUDE CERTAINTY: A LOOK AT A NEW ROLE OF SOURCE EXPERTISE IN PERSUASION. *Derek Rucker[1], Richard Petty[2]; [1]Northwestern University, [2]Ohio State University* – Source variables, such as the expertise of the source, have received a considerable amount of attention in persuasion and have been shown to influence attitudes in a multitude of ways. Source expertise, in particular, has affected attitudes by serving as a simple cue, a persuasive argument, affecting the amount or bias in message processing, and enhancing perceived validity of thoughts. The present research proposes evidence for a new role of source expertise in affecting attitude strength rather than the valence of the attitude. We propose that the expertise of a source may be used to infer how certain one can be in any attitude formed or changed as a result of acquiring information from the source. Furthermore, we expect this difference in certainty will be present in situations where past research has established source expertise does not influence attitudes (i.e., high elaboration and unambiguously strong arguments; Chaiken & Maheswaran, 1994), rendering differences in certainty distinct from the evaluation itself. To test this hypothesis two experiments are presented. In both studies, although there are no significant differences in attitudes, individuals report holding their attitude with greater certainty ($p < .05$) when a message was delivered by an expert as opposed to a non-expert. In the second experiment, this effect is particularly inclined to occur for individuals who are high in their need for cognition. Results are explained through a metacognitive reasoning process following attitude change. Implications for understanding the role of source factors, metacognition, and attitude certainty are discussed.

E25

BAD GIRLS AND DREAMLOVERS: CHANGE IN THE GENDERED THEMES OF POPULAR MUSIC *April K. Dye, Clifford D. Evans, Amanda B. Diekman; Miami University* – Popular music is a cultural invention (Walker, 2004) and as such, its lyrical content may change over time concomitant with other sociocultural change, such as shifts in diffuse gender roles. Consistent with social role theory (Eagly, Wood, & Diekman, 2000), expectations for women have incorporated male-stereotypic elements but expectations for men have remained more stable. Popular music, as a barometer of the culture, may reflect these diffuse gender role changes. However, a competing prediction is that the specific social role of popular music singer acts as a more powerful constraint than the diffuse gender role. In this case, patterns of change for male and female singers would be similar. This study examined change over time in the gender-stereotypic characteristics expressed in the lyrics of popular songs. A list of the ten most popular songs from 1950 to 2003 was compiled and one song randomly selected to represent each year. Participants rated each song on the singer's male- and female-typical traits and sexuality. In the early and later decades, male and female singers were perceived similarly, as male-typical traits and sexuality generally increased and female-typical traits decreased. Perceptions of male and female singers diverged in the 1970s. These songs reflected a period of accelerated change compared to previous and later decades, with sexuality increasing for female singers, female-typical traits decreasing for both male and female singers, and male-typical traits increasing for male singers. These patterns suggest that both specific roles and diffuse gender roles influenced the lyrical content of songs.

E26

IDENTITY INTEGRATION IN COLLEGE: THE RELATION OF NARRATIVE THEMES OF IDENTITY PROCESSING TO HEALTH CHANGES IN PERSONALITY AND WELL-BEING OVER A FOUR-YEAR PERIOD *Aaron C. Geise, Jennifer Lodi Smith, Brent W. Roberts; University of Illinois Urbana-Champaign* – Narratives of identity challenging experiences provide insight into the mechanisms underlying identity integration within difficult experiences. For example, themes of redemption, contamination (McAdams et al., 1999), closure, accommodation (King et al., 2000), openness, and resolution (Pals, in press) are inherently related to healthy identity integration of difficult life experiences. An Eriksonian model of identity development suggests that successful identity integration of the college experience should also be formative to the creation of a strong and coherent identity. Thus, the current study examines themes critical to identity integration within the context of personality change in college. As part of a four-year longitudinal study of Berkeley students, 261 open-ended descriptions of personality change through college were examined for themes of redemption, contamination, coherence, positive change, negative change, and positive self-transformation. Narrative themes related to a variety of changes in personality and well-being over the four year assessment period. For example, negative change was related to decreases in Extroversion, Conscientiousness, and Emotional Stability while an individual who wrote a personality change narrative high in positive self-transformation increased in Conscientiousness over the four year period. Additionally, stories of positive change were related to increases in self-esteem, life satisfaction, and physical health as well as decreases in depression and stress. A variety of similar results were found in the prediction of change in both personality and well-being over the four year period. Findings are discussed in reference to current theories of personality and identity development as well as the role of narrative in understanding identity.

E27

DIMENSIONS OF MOTIVATION TO BE NONPREJUDICED: DEVELOPMENT OF A TAXONOMY AND VALIDATION OF A PREDICTIVE MODEL *Lisa Legault[1], Isabelle Green-Demers[2], [1]University of Ottawa, [2]University of Quebec in Outaouais* – People may be motivated to suppress their prejudiced feelings for many different reasons; the assessment of these reasons is liable to have important implications for how successful people will be in reducing prejudice. Thus, the present research sought to 1) identify and validate a comprehensive taxonomy of motives underlying the desire to suppress prejudice, and 2) assess associations between motivation to be nonprejudiced, inter-cultural and inter-gender affiliation, and two forms of prejudice: racism and sexism. Based on the framework provided by self-determination theory, six types of motivation to be nonprejudiced were proposed. In Study 1 (N=257), an exploratory factor analysis revealed evidence for the hypothesized structure. Analyses also revealed associations with various related constructs (e.g., locus of control, conservatism, fear of negative evaluation). In Study 2 (N=198), the 6-dimensional structure of motivation to be nonprejudiced was further validated using a confirmatory factor analysis. In addition, structural equation modeling using EQS revealed significant associations between 1) self-determined motivation to be nonprejudiced, inter-cultural affiliation, and racism, and; 2) self-determined motivation to be nonprejudiced, inter-gender affiliation, and sexism. Specifically, greater self-determined motivation to be egalitarian predicted having friends from other cultures and the other gender, which in turn predicted decreases in racism and sexism. Self-determined motivation to be nonprejudiced was also negatively related to both racism and sexism directly. Results are discussed in terms of an increased conceptual understanding of the motivation to control prejudiced feelings. Implications for the role of motivation in the reduction of prejudice are also discussed.

E28

IT COULD NOT HAVE HAPPENED DIFFERENTLY; RETROACTIVE PESSIMISM AND THE INHIBITION OF COUNTERFACTUALS *Noa Steinberg, Orit Tykocinski; Ben Gurion University* – Retroactive pessimism is a tactic that people use to regulate disappointment. To find solace, people may decide that the failure was inevitable, and that in fact they never had a chance to succeed. The experience of negative outcomes triggers thoughts of what might have been. These counterfactuals, which suggest that success was in fact quite possible, must be inhibited if one is to find comfort in accepting the inevitable.

Although several researchers discussed the process of counterfactual inhibition, the supporting evidence was scarce and indirect. The current work offers direct evidence for the proposed counterfactual inhibition process. In Study 1 participants were exposed to either a grave or a mild version of a disappointment scenario. Participants were then asked to complete word stems, which could either be completed to form relevant counterfactual target words, or completed as words that were not associated with counterfactual content. Whereas participants in the mild disappointment condition tended to use counterfactual target words to complete the stems, these words were less frequently used by participants in the grave disappointment condition. In fact, the grave disappointment group was no different than a control group that was never exposed to the scenario. These results suggest that the counterfactual material primed by the scenario, was discarded in the grave, but not in the mild, disappointment condition. Consistent results were obtained in Study 2 using a lexical decision task. These findings implicate counterfactual inhibition in the Retroactive Pessimism effect, and provide direct demonstration of motivated counterfactual inhibition.

E29

THE VALUE OF SELF-ENHANCEMENT BIAS ON SOCIAL ADJUSTMENT *Lu Lu Kuang, Virginia S. Y. Kwan; Princeton University* – There has been a protracted debate between those who believe that psychologically healthy individuals perceive themselves accurately and those who believe that it is more adaptive to have positive, self-enhancing illusion. We propose that the link between social adjustment and self-enhancement depends on other socially desirable qualities that the individual posses. Socially desirable qualities of the individual may compensate for the social costs of self-enhancement bias. People may dislike only those self-enhancers who do not command socially desirable qualities. The present study (N=105) identified two factors that explicate the link between self-enhancement and social adjustment. First, we found that some self-enhancers, such as highly skilled and talented people, are still well-liked because they have merits. Second, the link between liking and self-enhancement bias depends, in part, on benevolence in person perception: People dislike only those self-enhancers who feel superior and see others negatively. A general positivity offsets social costs of self-enhancement. People like those self-enhancers who brag about themselves but also hold high regard for others. These findings provide support for the compensatory model: Possessing other socially desirable qualities such as high competence or benevolence in person perception compensates for the social costs of self-enhancement bias. If we are to understand the value of self-enhancement, other socially desirable qualities of the individual must be included in the research design. This research illustrates what is important is pinpointing the degree to which a self-enhancer has each socially desirable characteristic and in what configuration.

E30

BIPOLARITY IN CONTINUOUS RATINGS OF AFFECTIVE EXPERIENCE *Seth Duncan, Lisa Feldman Barrett, James Russell; Boston College* – This study examined whether people can feel both pleasant and unpleasant at the same time by using a new measure that tracks affective experience as it occurs. This device (the Two-dimensional Valence Grid; CTVG), improves upon existing measures (i.e., unipolar likert scales, adjective lists, etc.), because it allows participants to continuously track both positive and negative feelings simultaneously in two-dimensional space. We compared the CTVG ratings of 64 participants in a 2(image valence) x 2(music valence) between-subjects design. Bipolar space (i.e., feeling either positive or negative) was defined as any point along the positive or negative edges of the CTVG, while bivalent space (co-occuring positive and negative affect) was defined as the middle, or diagonal points of the grid. Across all conditions, participants rarely rated their feelings in bivalent space (mean percentage of time spent in bivalent space was 14%). Furthermore, ratings were more likely to fall in bivalent space when making a discrete, retrospective judgment of their feelings over the entire course of the study, than for continuous moment-to-moment ratings. These results suggest that people are unlikely to feel both positive and negative during one moment in time, but feelings may appear bivalent when people make retrospective summary judgments about their affect.

E31

SOCIAL INFLUENCE ON EATING: PREFERENCE FOR EATING COMPANIONS WHO ALLOW HIGH INTAKE *Tullia Leone, Peter Herman, Patty Pliner; University of Toronto* – Herman et al. (2003) have recently proposed a general social-normative framework to account for the diverse effects of the presence of others on eating. They assume that in the presence of palatable food and in the absence of other constraints (such as satiety), people are motivated to maximize their intake while adhering to a social norm that proscribes excessive eating (where "excess" is defined formally as eating appreciably more than others do). In order to reconcile these two goals, people use the amounts eaten by others as limits (norms) beyond which their own eating becomes excessive. One implication of this postulate is that people will prefer a situation in which the norm for appropriate eating is high to one in which it is low; if the situational norm is high, then they can eat maximally and still avoid excess. Three studies were conducted in order to test the hypothesis that, by extension, people will prefer (i.e. exhibit greater liking toward) eating partners whose food intake renders their own eating acceptable. As predicted, participants preferred confederates who ate the same amount as or more than they did to those who ate less than they did. Neutral observers, however, who presumably had nothing to gain from the confederates' eating behavior, did not have a preference for "same" and "more" eaters. Results provide support for the social-normative model, as they indicate that people prefer eating companions who allow them to eat as much as possible without incurring the stigma of excess.

E32

WHEN IT'S IN YOUR BEST INTEREST TO BELIEVE A LIE: MOTIVATION TO ADOPT FALSE MEMORIES *Cara Laney, Erin Morris, David Pizarro, Peter Ditto, Elizabeth Loftus; University of California, Irvine* – Several individual differences have been proposed as factors that could make false memory implantation more or less likely, or to distinguish between those who will succumb to false memory implantation and those who will not. In the present study, we propose that the motivational consequences of false beliefs may be one such factor. Specifically, we suggest that false beliefs may be formed more readily if they promise positive consequences for the self. We used a straight-forward false-feedback procedure to implant false memories into the minds of subjects. We suggested to subjects that they had been badly bullied as children. This suggestion was accompanied by both genuine personality-type information and invented "long-term consequences" of having been bullied in childhood. That is, subjects were told that being bullied as a child has either positive (for half of experimental subjects) or negative (for the other half) implications for future relationships. Additional (control) subjects were told nothing about bullying. Subjects in the experimental conditions (both positive and negative) were more confident that they had been bullied after the suggestion than before it; controls' confidence did not change. Subjects who were told that bullying has positive consequences, but not those who were told it had negative consequences, were more likely than controls to report a specific memory or belief that they had been bullied. This result demonstrates that false memories may be easier to implant if subjects believe that remembering will have positive rather than negative consequences for the self.

E33

THE RELATIVE VALENCE AND STRENGTH OF IMPLICIT ATTITUDES TOWARD MUSLIM MEASURED BY THE IMPLICIT ASSOCIATION TEST *Jaihyun Park[1], Karla Felix[2], Grace Lee[2]; [1]Baruch College, CUNY, [2]Brooklyn College, CUNY* – Three studies examined the relative valence and strength of implicit attitudes toward Muslims using the IAT while exploring the moderation of such implicit effects. Previous studies suggested that repeated exposure to information associating members of a social group (e.g., Muslims) with evaluative attributes (e.g., terrorism) might create automatic attitudes toward them. Consistent with this expectation, the IAT results indicated strong implicit preference for White over Muslim whereas the magnitude of such a bias was substantially diminished when assessed by explicit measures (Study 1). More interestingly, participants exhibited implicit preference for Black over Muslim when measured by the IAT while no difference was found between the two groups in stimulus familiarity and in explicit attitudes (Studies 2 and 3). However, such implicit effects were moderated when participants were exposed to positive information about Muslims (Study 3). These findings suggested that exposure to information associating Muslims with terrorism is responsible for the strong negative attitudes toward them.

E34

RELIGIOUS AUTHORITARIANISM AND RIGHT-WING AUTHORITARIANISM: IMPLICATIONS FOR THE STUDY OF SEXISM *Nathaniel D. Krumdick, Victor C. Ottati; Loyola University Chicago* – The objective of the current research was to examine the notion that a domain specific form of authoritarianism (namely, religious authoritarianism) would be related to, but operate independently from more general forms of authoritarianism in the prediction of sexism. Authoritative religious institutions may promote a traditional view of gender roles that foster sexist attitudes, while simultaneously promoting benevolent ideals of goodwill. Consequently, religious authoritarianism may facilitate sexist attitudes, but in a benevolent rather than hostile fashion. Alternatively, more generally defined authoritarianism is often associated with prejudice involving negative or hostile sentiments. Thus, in contrast to religious authoritarianism, conventional right-wing authoritarianism might be expected to relate to hostile sexism, or sexism more broadly defined. Two studies were conducted to compare the effects of religious and right-wing authoritarianism when predicting hostile and benevolent forms of sexism. Participants completed a series of questionnaires including the Religious Authoritarianism Scale, Right-Wing Authoritarianism Scale, and Ambivalent Sexism Inventory. Analyses supported the initial hypothesis revealing that, in both samples, religious and right-wing authoritarianism functioned as partially independent predictors of sexism. Right-wing authoritarianism was associated with both benevolent ($B = .263$, $p < .000$; $B = .474$, $p < .000$ for studies 1 and 2 respectively) and hostile sexism ($B = .241$, $p < .000$, $B = .391$, $p < .000$). Alternatively, religious authoritarianism was solely associated with benevolent ($B = .290$, $p < .000$; $B = .133$, $p < .05$), not hostile sexism ($B = -0.016$, $p < .819$; $B = .032$, $p < .651$).

E35

META-PERCEPTIONS OF BIAS IN INTIMATE PARTNER JUDGMENTS *Alice Boyes, Garth Fletcher; University of Canterbury, Christchurch, New Zealand* – Prior research has demonstrated that individuals hold positively biased views of their intimate partners (e.g., Murray, Holmes, & Griffin, 1996).The current research investigated meta-awareness of bias in partner judgments. In Study 1 (N = 50) individuals read one of three vignettes depicting intimate relationships of varying quality, and then rated the extent to which the fictional partners over- or under-estimated each other's mate value. As predicted, participants reported that fictional partners in happier relationships were more likely to be positively biased in judging their partner. In Study 2 (N = 124) individuals in intimate relationships provided explicit reports of the extent to which a) they over- or under-estimated their partner's mate value, and b) their partner over- or under-estimated self's mate value. As expected, individuals perceived that their own judgments of their partner, and their partner's judgments of self, were positively biased. Moderators of these associations were also investigated. In Study 3, the results of Study 2 were replicated and extended in a sample of 57 couples. Mate value judgments were both perceived as positively biased, and were actually positively biased, at the mean level. Critically, SEM analyses showed that people who actually were more positively biased in judging their partner's mate value a) perceived themselves as more positively biased, and b) were perceived by their partners as more positively biased. These findings suggest that positive bias in partner judgments is a normative and consciously accessible feature of intimate relationships, and that intimate relationships are characterized by significant reality tracking.

E36

THE CONSEQUENCES OF SHAME FOR INCREMENTAL VERSUS ENTITY THEORISTS *Ying Wong, Carol Dweck; Stanford University* – Previous research suggests that the emotion of shame is characterized by a negative attribution to one's global, core self. This attribution to the self is the reason shame often fails to lead to remedial actions but instead leads to avoidance and withdrawal (Tangney, 1991). This reasoning assumes that the self in this attribution is intractable. However, previous research also shows that people have different lay theories of self (Dweck, 2000). Although people who hold an Entity theory of self tend to believe more strongly that people have a core set of attributes that cannot be changed, those who hold an Incremental theory of self tend to think that people can change their selves with effort. Would shame have a beneficial effect for Incremental theorists? This study sought to test whether the relationship between shame and resulting actions, such as remedial vs. avoidant actions, differed between Incremental and Entity theorists. 100 undergraduate students read 6 shame-inducing scenarios and completed a questionnaire on how they would feel and what they would do in response to these scenarios. They also completed the lay theories questionnaire. Results show that for entity theorists, shame feelings did not predict feelings of motivation and active remedial actions, but for incremental theorists, shame feelings were positively correlated with feelings of motivation as well as remedial actions. These findings suggest lay theories of self are factors that should be incorporated in shame theory. These findings also suggest people with different lay theories of self organize emotions differently.

E37

DEVELOPING AN IMPROVED (AND DECEPTION-FREE) MINIMAL GROUP INDUCTION PROCEDURE *Brad Pinter[1], Anthony G. Greenwald[2]; [1]The Pennsylvania State University, Altoona, [2]University of Washington* – More than 30 years ago Henri Tajfel and colleagues initiated a program of research that would generate surprising and important insights regarding the nature of intergroup attitudes and behavior. Today, researchers studying novel groups employ induction procedures—commonly referred to as the minimal group paradigm—that are remarkably unchanged from the original procedure developed in the late 1960s. The current research explored alterative induction procedures that would (a) avoid the use of deception, which is regrettably common with standard induction procedures, and (b) produce large effects on a various measures of in-group attraction and identification. Two experiments compared minimal group induction procedures involving memorization of novel in-group names to traditional procedures based on random or ostensibly meaningful categorization. Experiment 1 revealed notable in-group attraction and identification effects across the three procedures on both self-report and implicit measures. However, the memorization procedure was clearly superior to the others in producing the largest effects on the implicit measures. Experiment 2 incorporated aspects of the memorization procedure into the traditional explicit categorization procedures. Results indicated that the modified procedure, while improved,

was no more effective than the memorization procedure alone in creating novel in-group identification and attraction. These findings demonstrate that the memorization procedure can be used as an effective and deception-free alternative to the traditional minimal group induction procedures.

E38

EARLY PRE-WIDOWHOOD PSYCHOSOCIAL PREDICTORS OF MORTALITY RISK AFTER WIDOWHOOD *Howard S. Friedman[1], Keiko A. Taga[1], Leslie R. Martin[2]; [1]University of California, Riverside, [2]La Sierra University* – Conjugal bereavement is linked to increased risk of premature mortality for some populations (Bowling, 1987), although this not universally the case (Clayton, 1974). Of particular interest in the present study are the roles of social network ties and personality in bereavement outcomes, across the long term (up to several decades). Identifying the role of psychosocial variables across the life span is a critical step in the creation of increasingly sophisticated models of bereavement response. Following up on data from the Terman Life-Cycle Study, personality and social network ties, measured in 1940, were used to predict mortality risk from 1940-2004 for married participants who were either widowed between 1940 and 1986 or who stayed continually married. Validated personality scales (based on the five-factor model) were created from the archival data (Martin & Friedman, 2000). Social network ties were participants' number of living children, living siblings, and organizational memberships. Cox proportional hazards regressions were used to estimate mortality risk based on these theoretically selected predictor variables. Surprisingly, results indicated that widowhood is related to a decrease in mortality risk for the women. Pre-widowhood social network ties did not provide much protection from risk of mortality following bereavement. Early-adulthood Neuroticism was associated with increased longevity among men who were later widowed. This examination of mid-life social network ties and personality predictors of post-widowhood mortality risk moves research regarding post-widowhood experiences toward a more complex understanding and synthesis.

E39

CONSEQUENCES OF INDIVIDUAL VS. GROUP-BASED HUMILIATION: SOME FINDINGS FROM A SELF-REPORT STUDY *Girts Dimdins, Lee Ross; Stanford University* – There has been much recent speculation about the role that feelings of humiliation may play in political extremism and intergroup violence. Psychological research on humiliation, however, generally has dealt with experiences in individual and interpersonal contexts, with little attention to humiliation related to group membership and to collective group experiences. The present study was designed to compare feelings of and reactions to humiliation arising from these differing sources. Thirty five Stanford undergraduates described the two relevant types of situations, and their reactions to those situations, in a free response format. They also rated the situations and their reactions on a number of quantitative dimensions. Our data suggests that participants felt more offended and less fairly treated in the situations of group humiliation than personal humiliation, and this pattern proved to be stronger for ethnic minority group members (i.e., African-American, Hispanic, and Asian-American) than for non-minority white participants. In addition, content analysis of free responses showed that respondents reported different emotions for the two types of humiliation-inducing situations. In the case of individual humiliation, the most common reaction was embarrassment, with participants very seldom reporting anger. By contrast, in situations of humiliation associated with group membership the most commonly reported response was anger, accompanied with a sense of injustice. The results make it clear that studies of individual humiliation may do little to help us understand the types of collective experiences of humiliation that are associated with intergroup violence. Directions for further research to address this gap in knowledge are discussed.

E40

EMOTION AND THE UNFORGETTABLE *Elizabeth Corrigan, Keith Payne; University of North Carolina* – Research in cognitive psychology has demonstrated that when participants are instructed to forget the first half of a list of words, remember the second half of the list, and then recall both halves of the list, they will recall more words from the second half of the list and fewer words from the first half of the list compared to participants who are asked to remember the entire list. The hypothesis is that forgetting the first half increases space in memory for the words in the second half of the list. The present research investigated whether the same pattern of events occurs for emotionally charged stimuli, which participants may find more difficult to forget. Participants were shown either a series of emotionally charged pictures or neutral pictures to either remember or forget. Participants were then shown a second set of pictures that all were supposed to remember and then completed a recall task for all the words in both lists. Results indicated that participants who were instructed to forget neutral stimuli showed a traditional intentional forgetting effect in which they remembered fewer images from the first list and more images from the second list compared to participants not told to forget the first list. Participants who first saw emotionally charged stimuli were able to recall more images from the second list than were participants who were not told to forget the images; however, these participants did not show a detriment in their memory of the first list.

E41

EFFECTS OF INTERPERSONAL REJECTION ON PUBLIC AND PRIVATE CONFORMITY *Jennifer A. Tallon[1,2], Kristin L. Sommer[3,2]; [1]John Jay College of Criminal Justice, [2]City University of New York, [3]Baruch College* – This research used a jury paradigm to investigate the effects of interpersonal rejection on conformity. In Study 1, participants listened to a civil commitment trial and received false feedback regarding the verdict preferences of two fellow jurors. They were also led to believe the other jurors did or did not like them. Participants then rendered their own verdicts with the assumption that they would deliberate with fellow jurors before reaching a unanimous decision. They also reported their personal feelings as to whether the defendant should be committed. Results showed that both accepted and rejected participants publicly conformed to their groups, rendering verdicts in line with their fellow jurors. Only accepted participants privately conformed, however, reporting personal agreement with their fellow jurors. In Study 2, half the participants were told that they would be asked to vote out one member of their groups after deliberating on the case (rejection threat), whereas the remaining half were told nothing (control). Participants were again provided false feedback about the verdict preferences of their fellow jurors. Replicating the results of Study 1, control and rejection-threatened publicly conformed, but only control participants privately conformed. Control participants also generated more evidentiary-based arguments in favor of the group's decision. These results suggest that conformity to accepting groups occurs by informational influence, wherein people adopt and elaborate on the positions of their group members. Conversely, conformity to rejecting groups occurs by ways of normative influence, wherein people go along with the group to avoid being rejected.

E42

BELONGINGNESS NEEDS AND MARRIAGE: A LONGITUDINAL INVESTIGATION OF MARITAL STATUS, RELATIONSHIP VALUES AND WELL-BEING. *Portia S. Dyrenforth, Richard E. Lucas; Michigan State University* – Baumeister and Leary (1995) suggested that human beings have a fundamental need for strong, stable interpersonal relationships. Individuals who fail to satisfy this need should experience lowered well-being and they should take action to change this state. The robust association between marital status and subjective well-being is often cited as evidence for the importance of strong interpersonal relationships. However, it is likely that belongingness needs can also be satisfied in different ways. Deci and Ryan (2000) argued that if a specific

need is repeatedly thwarted, individuals may shift their focus to other strivings. Therefore, individuals who do not meet their belongingness needs through marriage may shift their focus to additional relationships, or perhaps even to non-relationship goals. This shift in focus may, in turn, have a protective effect on well-being. We tested these ideas using thirteen waves of data from the British Household Panel Study (BHPS), a nationally representative, longitudinal study of over 30,000 respondents from the United Kingdom. Results showed that married people reported higher levels of happiness than singles across most of the lifespan. In addition, stably single participants reported decreases in the value of romantic partnerships over time. However, these participants did not report corresponding increases in the value of friends, work, or being independent. Furthermore, these shifts in importance were not associated with increases in well-being. Finally, singles were not differentially impacted by the availability of social support as universal need theories might predict.

E43

DO ATTRIBUTIONAL STYLE AND UNMITIGATED COMMUNION FUNCTION SIMILARLY IN THE PATH TO DEPRESSION? *M. Janelle Cambron, Molly A. Verratti, Linda K. Acitelli; University of Houston* – According to Nolen-Hoeksema and Jackson (2001), feeling responsible for the emotional tone of relationships will lead to rumination in women, which in turn leads to depression. These authors used the unmitigated communion (UMC) scale to measure feeling responsible. In the present study, we tested their inference that unmitigated communion is an index of feeling responsible for the emotional tone of relationships by linking it with a measure of attributions. Thus, our purpose was to extend the work of Nolen-Hoeksema by linking unmitigated communion, internal attributions, rumination, and depression. We hypothesized that feeling responsible for the emotional tone of relationships will lead to making internal attributions for negative relationship events for women but not for men. In addition, we expected that brooding (the unproductive form of rumination) would mediate the relationship between internal attributions for negative events and depression in women but not men. 420 participants (305 females, 115 males) completed the UMC scale, the Attribution Styles Questionnaire, the brood subscale of the Ruminative Responses Scale, and the Beck Depression Inventory. Results replicated Nolen-Hoeksema and Jackson's (2001) findings that brooding mediates the relationship between feeling responsible for the emotional tone of the relationship and depression. Results also showed that unmitigated communion predicted internal attributions about negative relationship events for women only. Furthermore, brooding mediated the relationship between internal attributions about negative events and depression for women but not men. So it appears that blaming themselves for negative events leads to depression for women, but only if they brood about it.

E44

THE CONTENT AND STRUCTURE OF MATE-VALUE *Joshua Poore, Shelly Gable, Martie Haselton; University of California, Los Angeles* – It was hypothesized that mate-value, peoples' holistic value within a mating market based upon the qualities and traits they possess, is adaptively designed to provide us with information about potential long-term relationship partners on two essential dimensions. Each of these dimensions, in turn, track obstacles specific to long-term romantic relationships that carry reproductive fitness consequences. The first dimension, Reproductive Value, captures traits signaling a partner can contribute to the creation and development of a healthy offspring. The second dimension, Association Value, captures traits signaling a partner will remain loyal and invested in the relationship. Three studies examined whether a two-factor model can account for variance among traits relevant to mate-value. Study 1 asked participants (N= 228; 75 males, 153 females) to nominate up to ten qualities, which were then sorted into one of 28 different categories. Study 2 (N=500; 250 males, 250 females) factor analyzed qualities derived from these categories. Results indicate that a two-factor solution accounted for 48% of the total variance. In study 3, confirmatory factor analyses showed excellent model fit for two-factor models of mate value. Future directions are discussed in light of new findings.

E45

THE ANTECEDENTS OF INTERPERSONAL OSTRACISM: DO INDIVIDUAL DIFFERENCES PREDICT PROPENSITY TO BE A TARGET OR SOURCE OF THE SILENT TREATMENT? *Lisa Zadro[1], Rick Richar[2], Kipling D Williams[3]; [1]University of Sydney, [2]University of New South Wales, [3]Purdue University* – Ostracism (being excluded and ignored) is a ubiquitous phenomenon that all of us, at one time or another, experience as either a target or as a source (Williams, 2001). But it may be that some individuals are more likely than others to be targets and/or sources of interpersonal ostracism (often referred to as the silent treatment). That is, some individuals may possess certain qualities or traits that may make them: a) susceptible/vulnerable to ostracism tactics such as the silent treatment; and/or b) amenable to using forms of silence and exclusion in their interpersonal relationships. The current study examined the role of specific individual differences as antecedents for both sources and targets of the silent treatment. Three hundred participants completed a series of individual difference measures (i.e., attachment style, need for affiliation, desire for control, locus of control, self-esteem, death anxiety, and stubbornness) and measures of target and source propensity (i.e., how often they give or receive the silent treatment). The findings suggest that individual differences do play a role in predicting the likelihood that someone will be a source (i.e., low need for affiliation, insecure attachment style, and high target propensity) or a target (i.e., preoccupied attachment style and high source propensity) of interpersonal ostracism.

E46

SOCIAL SELECTION PROCESSES IN FACE-TO-FACE AND TEXT MESSAGE-MEDIATED SOCIAL NETWORKS: A STRUCTURAL APPROACH *Tasuku Igarashi[1,2], Toshikazu Yoshida[1], Garry Robins[2], Peng Wang[2]; [1]Nagoya University, [2]University of Melbourne* – In a network, social selection processes on the basis of gender might differ in contexts of communication, duration of relationships, and communication media. We applied exponential random graph models (p*) for social networks, to examine the effects of gender on relationship formation in social networks. A total of 70 first year undergraduates (11 males, 59 females) at a university in Japan were asked to choose up to five classmates with whom they had weaker acquaintanceship relations ("greeting"), and up to five classmates with whom they had disclosed personal matters, for both face-to-face and text message-mediated communication at the beginning (T1) and the end (T2) of their school year. Gender effects strongly contributed to explain relationship formation in networks, even when structural factors of networks, such as reciprocity and transitivity, were controlled. However, gender effects differed for different methods of communication and for different strengths of relationship. In text message-mediated acquaintance networks, there was a strongly increased tendency to choose extra acquaintances on the basis of gender over time, but gender effects did not change in face-to-face acquaintance networks. Particularly, males were more likely to greet females via text messages at T2 than at T1. In self-disclosing networks, however, these trends were reversed: in face-to-face self-disclosing networks gender effects were more prevalent at T2 than at T1. Males were more likely to choose females to discuss personal matters at T2 than at T1. Conversely, the role of gender on relationship formation in text message-mediated self-disclosing networks did not increase over time.

E47

DISTANCE AND INTIMACY IN ROMANTIC RELATIONSHIPS: THE QUALITY OF ROMANTIC ENGAGEMENT QUESTIONNAIRE *Robin Barry, Erika Lawrence; University of Iowa* – A measure of closeness versus distance in romantic relationships was

developed and validated in order to facilitate study of the process through which individuals fall out of love. Romantic relationship distress and dissolution are associated with serious physical and mental health consequences (Beach & Nelson, 1990; Somers, 1979) and lack of closeness is one of the most frequently cited reasons for dissolution (Hook et al, 2003). The measure included emotional, behavioral and cognitive indicators as suggested by a review of the literature (e.g., Kayser, 1993; Hess, 2002; Snyder and Regts, 1982; Berschied, Snyder & Omoto, 1989). 411 students currently in romantic relationships provided personal and relationship demographic information, completed our measure and measures of relationship functioning and personality. Factor analyses were conducted using SPSS principal axis factoring with varimax rotation. Three factors were extracted. Negative engagement included 12 items (alpha=.91) reflecting angry, resentful feeling towards the partner, disappointment and a focus on negative (rather than positive) thoughts and memories of the partner and relationship. Positive engagement included 8 items (alpha=.87) reflecting a high level of emotional attachment and intimacy, and a desire to spend time with the partner. Disengagement included 8 items (alpha=.84) reflecting efforts to divert one's attention away from the partner, a lower degree of personal involvement and feelings of fatigue when with the partner. Hierarchical linear regression analyses were used to examine construct validity. Good criterion validity was found even after controlling for relevant personality variables.

E48

IMPLICIT DOMINANCE AND IMPLICIT FRIENDLINESS: INVESTIGATING THE UNDERLYING STRUCTURE AND PSYCHOMETRIC PROPERTIES OF IAT MEASURES *Pamela Sadler[1], Nicole Ethier[2], Erik Woody[2]; [1]Wilfrid Laurier University, [2]University of Waterloo* — In two studies, we show that implicit dominance and implicit affiliation are intriguing personality constructs that can be measured using the Implicit Association Test (IAT; Greenwald et al., 1998). To illustrate, people with a high degree of implicit affiliation should associate concepts related to "self" and "friendly" consistently faster than concepts related to "self" and "hostile." IAT scores are typically computed by subtracting average response times of these two types of trials, reflecting the crucial assumption that there is one underlying substantive dimension tapped by adjectives located at bipolar ends of the dimension. We show that this assumption may sometimes be false. In study 1, stimulus words for the two IATs were chosen to reflect the four main poles of the traditional interpersonal circumplex (e.g., Wiggins, 1982; Kiesler, 1983): dominant, submissive, friendly, and hostile. In study 2, the "hostile" stimulus words were changed to reflect "unfriendliness," allowing us to examine another important issue: the possible confounding of content with social desirability (e.g., "cruel" versus "distant"). We developed an SEM-based measurement model to test the number of dimensions underlying the IAT measures, as well as the role of general reaction time. Results across both studies indicate that although the dominance IAT taps one underlying substantive construct, the affiliation IAT taps two unrelated underlying constructs. In addition, these IAT measures showed very good reliability, controlling for general reaction time. We argue that constructs measured by the IAT may not always be unidimensional, depending on the particular content being measured.

E49

IS YOUR INTRINSIC MOTIVATION IMPLICIT? ACTUAL VS. FORECASTED ANXIETY, AS A FUNCTION OF IMPLICIT AND EXPLICIT MEASURES OF INTRINSIC MOTIVATION. *Alexander Gunz, Kennon Sheldon; University of Missouri, Columbia* — Whether people are motivated to do something for implicit reasons (they find it intrinsically enjoyable) vs. extrinsic reasons (they do it for the money or fame) has been shown to have implications for task perseverance, and other important outcomes. This study shows that this type of motivation has orthogonal intrinsic and extrinsic components, and that they have different types of effects on people. Pre-medical students had their intrinsic vs. extrinsic motivations for attending medical school assessed via explicit paper and pencil methods (a Perceived Locus of Control scale), and also via a computerized implicit method (sequential priming, using latencies to pronounce words into a microphone). Participant's scores on the explicit (but not the implicit) measure correlated with their self-rated commitment to the goal of becoming a medical student, and their predictions of how nervous they would be at a hypothetical medical school interview. Participant's scores on the implicit (but not the explicit) measure correlated with their physical and verbal anxiety while answering MCAT questions, as rated by the experimenter. Thus, participants showed a double dissociation, where the explicit measures predicted controlled deliberative judgements, and the implicit measure predicted uncontrolled behaviour that participants 'leaked'. This not only reinforces the distinction between implicit and explicit attitudes, but also suggests that it is both possible and useful to discriminate the intrinsic/extrinsic components of such attitudes.

E50

CHILDHOOD PERSONALITY: LOWER-ORDER TRAITS AND LONGITUDINAL STABILITY *Jennifer L. Tackett, Robert F. Krueger, William G. Iacono, Matt McGue; University of Minnesota, Twin Cities* — The primary goal of this study was to investigate the structure of personality in childhood and the stability of this structure over time. Specifically, this study sought to elucidate potential lower-order personality traits in middle childhood and investigate connections of both higher-order and lower-order traits from age 11 to 17 across multiple reporters. While researchers have long been interested in understanding personality characteristics in children, this work has often reflected a general lack of consensus among researchers regarding the structure of these characteristics. The need for an organizational system of childhood personality has been clearly stated, but recent theoretical work must be realized by empirical investigations to clarify the best model. While few empirical studies have been done at the higher-order level, even less work has attempted to investigate the lower-order structure of personality in children. Identifying lower-order traits within a broader taxonomy is essential, as lower-order traits may prove better at predicting external criteria. This study utilized ratings of personality characteristics from multiple informants (parents and teachers) to examine the structure of potential lower-order traits in middle childhood. The sample consisted of 1426 male and female 11-year-old twins. Results provide evidence for substantial convergence in structure at the lower-order level between adulthood and childhood personality. Points of divergence in structure are discussed in relation to development of lower-order traits over time. Further support for the validity of lower-order traits in childhood derives from convergence across informants and connections with lower-order personality traits at age 17.

E51

AWARENESS OF BIAS AND THE BEHAVIORAL RECATEGORIZATION PROCESS: THE EFFECT OF TEMPORARILY ACCESSIBLE FUTURE EVENT EXPECTANCIES *Gina M. Hoover, Gifford Weary, Alison M. Luby; Ohio State University* — Past research (Weary, Reich, & Tobin, 2001) has demonstrated that perceivers' chronic pessimistic expectancies can exert an automatic bias in the early stages of the dispositional inference process. This same research has demonstrated that such biased behavior categorizations and initial dispositional inferences can be corrected during the later, more resource demanding stages of the dispositional inference process. It has been suggested that such inferential corrections require awareness of the expectancy-related bias. The current study sought to investigate this suggestion by priming mild or extreme, positive or negative expectancies. Greater awareness has been shown for extreme compared to mild or moderate primes (Martin, 1986). Participants first engaged in an SST intended to prime the expectancies. Some were next placed under load. All then

watched a video of a child performing a spatial ability task, after which they categorized the child's performance as more or less successful and made inferences about his level of ability. As predicted, under load/mild primes, behavior categorizations and ability inferences were assimilated to the primes. Under load/extreme primes, they were contrasted from expectancy primes. Although we did not expect correction under no load conditions for mild primes (i.e., did not expect perceivers to be aware of their influence), correction was observed. This likely resulted from the unexpected salience of even the mild, negative expectancy prime. Correction also was observed for extreme primes. Results are discussed in terms of the role of awareness of contextually activated information and behavior recategorization in inferential correction processes.

E52

"HOW DO I LOOK?": HOW CULTURAL NORMS FOR APPEARANCE AFFECT SOCIAL COMPARISONS *Erin Strahan, Kate Cressman, Anne Wilson; Wilfrid Laurier University* — Past research indicates that people typically compare themselves with relevant, similar others and avoid comparing with irrelevant others. A marked exception to this rule occurs when people compare to celebrities and models – individuals who are logically irrelevant as comparison targets but who are held up as standards of ideal appearance in society. We hypothesized that people compare to these unrealistic standards because sociocultural norms for appearance implies that these standards are appropriate. Participants (60 men, 76 women) completed an "advertising strategies" study. Sociocultural norms for appearance were made salient (or not) by presenting magazine advertisements for appearance-related products (or neutral ads). These ads contained no human models. Next, we presented a highly attractive same-sex comparison target. Comparison relevance was manipulated by presenting the target as a university student (relevant) or professional model (irrelevant). As predicted, when cultural norms were not salient, both female and male participants judged the student to be more relevant than the model, compared more with the student, and experienced lower self-esteem after viewing the student than the model. In contrast, when norms were salient, the model and student showed equal effects on relevance ratings and self-esteem. In this condition the model elicited even more comparisons than the student. Results attest to the power of sociocultural norms communicated by the media: These norms convey that one's worth is determined by appearance, which will be measured against unrealistically high standards. This sociocultural message causes people to compare to upward comparison targets that they otherwise could dismiss as irrelevant.

E53

SELF-REGULATORY FOCUS IN CLOSE RELATIONSHIPS *Heike A. Winterheld, Jeffry A. Simpson; University of Minnesota, Twin Cities* — This research tested how chronic self-regulatory focus is associated with the way in which people feel and think about relationship-relevant events, and how they perceive their romantic partners during conflict negotiations. On the basis of regulatory focus theory (Higgins, 1998), we reasoned that prevention-focused individuals (i.e., those concerned with safety, fulfilling duties and obligations, and avoiding aversive outcomes) should be reactive to social events signifying the presence or absence of losses, such as conflict or rejection. They may also notice and place greater weight on their partners' negative attributes and behaviors during interactions. In contrast, promotion-focused individuals (i.e., those concerned with accomplishment, fulfilling dreams and aspirations, and approaching rewarding outcomes) should be attuned to social events indicating the presence or absence of gains, such as intimacy or partner support. They might also notice and give more credit when their partners display positive attributes or behaviors during interactions. The results of three studies confirmed that highly prevention-focused people experienced greater anger in response to a loss-framed scenario (Study 1), showed superior recall for prevention concerns (Study 2), and perceived their partners to be less supportive after engaging in a conflict resolution discussion (Study 3). In contrast, highly promotion-focused people reported more anger in response to a nongain-framed scenario and more sadness in response to a loss-framed one (Study 1). Although they did not recall more promotion concerns (Study 2), they did perceive greater partner support during conflict negotiations (Study 3).

E54

DOES NEUROTICISM PREDICT THE RELATION BETWEEN AMOUNT OF EMOTION EXPERIENCED AND COPING STRATEGY USE? *Nicole L. Wilson[1], Yuichi Shoda[1], Ronald E. Smith[1], Brian D. Raffety[2], J.T. Ptacek[3]; [1]University of Washington, [2]Circumplex Inc., [3]Bucknell University* — In this study hierarchical linear modeling was utilized to assess, separately for each individual, how coping behavior changed in response to emotion experienced. Undergraduates (N = 127) completed the NEO-FFI (Costa & McCrae, 1992) followed by 10 – 14 daily diary entries. Participants were instructed to recall the most demanding situation experienced in the past 24 hours, and then rated the amount of emotion experienced in that situation. Finally, participants completed an abbreviated version of the Revised Ways of Coping Inventory (WOC; Vitaliano, Carr, Maiuro, & Becker, 1985). Previous WOC research suggests that adaptive coping typically involves such strategies as support seeking and focusing on the good, while avoidance and wishful thinking have been linked to maladaptive coping. Results indicated that as the amount of emotion experienced increased, participants high in Neuroticism reported a greater increase in wishful thinking and avoidance and a smaller increase in support seeking and focusing on the good, relative to those low in Neuroticism. Therefore, the present results suggest that as emotion experienced increased, those high in Neuroticism tended to increase their use of maladaptive coping strategies, while those low in Neuroticism tended to increase their use of adaptive coping strategies. Predicting changes in coping as a function of emotion experienced allowed us to detect unique patterns of change for those high and low in Neuroticism. Further, if one were to average coping strategy use across situations, these patterns would not be detected by simply comparing means of those high and low in Neuroticism.

E55

DIFFERENT MEASURES, DIFFERENT CONCLUSIONS: HOW RELATIONAL SELF-CONCEPT AND UNMITIGATED COMMUNION RELATE TO DEPRESSION *Molly A. Verratti, M. Janelle Cambron, Linda K. Acitelli; University of Houston* — Viewing the self in terms of relationships could make a person more susceptible to depression. The primary goal of this research was to examine the effects of a relational self-concept on depression. To our knowledge, there are two existing measures of relational self-concept: relational identity (Acitelli, Rogers, & Knee, 1999) and relational self-construal (Cross, Bacon, & Morris, 2000). Although these two constructs are conceptually similar, they are measured differently. Relational identity is measured implicitly, whereas relational self-construal more explicitly measures the extent to which participants' sense of self is linked to relationships. Thus, a secondary goal of this study was to determine whether the two measures of relational self would produce different results. An excessive concern for others, or unmitigated communion (Helgeson & Fritz, 1998), has also been linked to depression. We expected that for people high (rather than low) in relational self, unmitigated communion would be more positively related to depression. In the present study, 420 college students were administered both measures of relational self, unmitigated communion, and the Beck Depression Inventory. Results indicated that relational identity, but not relational self-construal moderated the link between unmitigated communion and depression. For participants high in relational identity, unmitigated communion was positively related to depression. For those low in relational identity, unmitigated communion was not related to depression. These results suggest that a relational identity may increase a person's vulnerability to depression. Results also suggest that the difference in measures of relational identity and relational self could lead to different conclusions.

E56

THE MODERATING EFFECTS OF AGE ON THE RELATIONSHIPS BETWEEN SELF-EFFICACY, PERSONAL AUTONOMY, AND DIABETES TREATMENT ADHERENCE. *John Sellinger, William Goggin; The University of Southern Mississippi* – This study sought to extend previous research findings that have established relationships between diabetes treatment adherence and the psychosocial constructs of self-efficacy and autonomy, by examining the possible moderating effect of age on these relationships. Ninety-one participants with Type I or Type II diabetes, aged 14 to 60, completed measures of diabetes-specific self-efficacy, autonomy, treatment adherence, and social desirability. Hierarchical regression analyses were used to evaluate the main effects self-efficacy and autonomy, as well as the potential interactions with age. Consistent with previous findings, both constructs had significant positive relationships with treatment, adherence. As hypothesized, age moderated the relationship between treatment adherence and both psychosocial constructs. In the case of self-efficacy, results showed that adherence levels increased among middle-aged and older patients as self-efficacy increased. However, adherence among adolescents and young adults was unchanged across levels of self-efficacy. With personal autonomy, the pattern of results differed from self-efficacy among the different age groups. As hypothesized, adherence among older participants was unchanged across levels of autonomy, whereas adherence among adolescents/young adults and middle-aged adults increased as autonomy increased. These results highlight the importance of developmental factors in diabetes treatment, and can guide health psychologists in using the constructs of self-efficacy and autonomy to develop age-appropriate psychosocial interventions to improve diabetes treatment adherence.

E57

COMMON INGROUP IDENTIFICATION AND PREJUDICE: THE SPECIAL CASE OF WHITE AMERICANS *Karl Dach-Gruschow, Ying-Yi Hong; University of Illinois at Urbana-Champaign* – Hong et al (2004) found that Asian Americans who assumed a common ingroup identity (American) showed less prejudice towards African Americans than did Asian Americans who assumed a subordinate identity (Asian American). Does the same apply for White Americans? Prior research by Devos and Banaji (2005) has indicated a widespread assumption that American means White. It is possible that in the context of being White, an American identity is not an inclusive identity and thus identifying as American would not reduce White participants' prejudice against other minority groups, in that being White may be seen as being innately more American than being Asian/Black/Latino. These beliefs may play a unique role for Irish Americans as they have not always been included in the White majority. To test these ideas, in a series of experiments, White American participants were led to identify themselves as American, White American, or European American. After the manipulation, participants completed a survey measuring social dominance orientation and attitudes towards other minority groups. Additionally, participants completed questionnaires assessing their beliefs about Whites being innately American (White-American-Innateness) and their ethnic ancestry. Results showed that for participants with Irish ancestry, stronger White-American-Innateness beliefs were associated with stronger social dominance and prejudice in the White American condition; however, stronger White-American-Innateness beliefs were associated with weaker social dominance and prejudice in the European American condition. These findings shed light on the dynamic nature of intergroup attitudes for members of groups which have been formerly excluded from the common ingroup.

E58

THE LONG-TERM CONSEQUENCES OF PERCEIVED PERVASIVENESS FOR COPING WITH DISCRIMINATION. *Mindi Foster; Wilfrid Laurier University* – Research has shown that perceiving discrimination to be pervasive can have negative psychological consequences for the individual, (decreased self-esteem, increased anxiety and depression; Branscombe, Schmitt & Harvey, 1999; Schmitt, Branscombe, Kobrynowicz, & Owen, 2002), and further, that minimizing the pervasiveness of discrimination can enhance positive affect in response to discrimination (Foster, 2004). At the same time however, group consciousness theories (e.g., Bartky, 1977) suggest that perceiving discrimination to be isolated may detriment social change; if the discrimination is considered isolated, then action is viewed as unnecessary. Thus, while minimizing the pervasiveness of discrimination may be initially beneficial for individual well-being, minimization over time may reduce active responses to discrimination. To examine the consequences of perceived pervasiveness over time, a 28-day diary study was conducted. Each day white women and minority group members completed an online dairy entry indicating their discrimination experience, the extent to which they viewed the incident as isolated or pervasive, and their coping responses. To examine potential causal relationships, a lagged variable was computed so that current day coping was predicted by previous day perceptions. Multi-level modeling revealed a significant Day x Perceived Pervasiveness interaction. Simple effects showed that among participants who perceived discrimination to be pervasive, the use of behavioural disengagement declined and active coping was maintained over the 28 days. In contrast, among participants who perceived discrimination to be isolated, the use of active coping decreased over time. The long-term consequences of minimizing the pervasiveness of discrimination are discussed.

E59

"YOU LIKE ME, YOU REALLY DO!": SELF-ESTEEM AND THE IMPORTANCE OF ACCEPTANCE FOR SOCIAL DECISION MAKING. *Danu B. Anthony, Joanne V. Wood, John G. Holmes; University of Waterloo* – Sociometer theory argues that global self-esteem is a subjective sense of one's value as a social partner (Leary & Baumeister, 2000). This means that people low in self-esteem (LSEs) should be especially attuned to approval from others, so that they may avoid rejection and potential drops in their already depleted sociometers, whereas people high in self-esteem (HSEs) should not have this concern. To test this hypothesis, we invited participants to join an already existing social group, then provided them with false feedback from the group that either suggested the participant would be liked immediately (e.g., "I think that we will hit it off right away") or would probably be liked over time (e.g., "I'm really looking forward to the opportunity to get to know her better"). As predicted, although HSEs and LSEs agreed that acceptance was more likely in the 'Immediate' condition than in the 'Over time' condition, the experimental manipulation only influenced LSEs' willingness to join the group. LSEs were keen to join only when acceptance was immediate, whereas HSEs were eager to join the group in both conditions. For LSEs, the effect of the acceptance feedback on their willingness to join the group was mediated by their expectations about how enjoyable the experience would be. However, as predicted, although HSEs' perceptions of enjoyability were highly related to their willingness to join the group, whether acceptance was thought to come immediately or over time was unrelated to either variable.

E60

SELF-CONCEPT CLARITY, SCRIPTS, AND CONTINGENCY JUDGMENTS *Ilan Shrira[1], Arnaud Wisman[2]; [1]University of Florida, [2]University of Kent at Canterbury* – Two studies investigated how individual differences in self-concept clarity affected the accuracy with which people processed information. Since relying on schemas can sometimes lead to mindlessness and the use of inappropriate heuristics, we hypothesized that individuals low in self-concept clarity (who do not use their self-schemas to process information) would perform more accurately on two kinds of objective tasks. In Study 1, people low (vs. high) in self-concept clarity were more accurate on a contingency judgment task (i.e., the Iowa Gambling Task). The accuracy difference seemed to be due to struc-

tural differences in the self-concept (Campbell, 1990), rather than a differential tendency to refer to the self-concept when making judgments. In Study 2, participants listened to a "going out to dinner story" that was either about themselves (self-applicable) or other people (non-self-applicable), and then took a recognition memory test for details about the story. Individuals low (vs. high) in self-concept clarity had a higher false alarm rate across both conditions, indicating that they were more likely to use scripts when processing the stories. As a whole, high self-concept clarity impaired performance on the novel, data-driven task (Study 1), but facilitated performance on the routine, memory-based task (Study 2). High self-concept clarity individuals may generate hypotheses that interfere in novel tasks, but may avoid reliance on general knowledge structures during more routine tasks. Discussion focuses on how self-concept clarity may facilitate or interfere with information processing.

E61

INGROUP LOVE AND OUTGROUP HATE ON A WHITE SUPREMACIST WEB SITE *Karen Gonsalkorale[1,2], William von Hippel[1], Marilynn M. B. Brewer[3]; [1]University of New South Wales, Sydney, Australia, [2]University of Davis, CA, [3]The Ohio State University* – In his theory of ethnocentrism, Sumner (1906) proposed that ingroup pride and loyalty are inevitably coupled with contempt and hatred of outgroups. A large body of research has since demonstrated that although people typically prefer their ingroup to their outgroups, ingroup attachment is often independent of outgroup hostility. However, much of this literature has been based on intergroup relations that entail low levels of outgroup negativity. The relationship between ingroup positivity and outgroup negativity in contexts characterized by explicit outgroup antagonism is not well understood. To address this issue, two studies content-analyzed messages posted on a White supremacist website. Messages were coded for the presence or absence of ingroup positivity, outgroup negativity, intergroup threat, and racial slur. In Study 1, positivity towards Whites was correlated with racial slur in the total sample, and negativity towards minorities in the absence of threat. However, these results were based on small samples and frequency counts indicated that racial slur and outgroup negativity occurred more often than did ingroup positivity. To resolve the ambiguities of these findings, a larger sample (N = 414) was coded in Study 2. Results indicated that positivity towards Whites significantly predicted negativity towards minorities, but not racial slur. Moreover, ingroup positivity predicted outgroup negativity irrespective of whether threat was present or absent. Implications of these findings are discussed, including the possibility that ingroup positivity will be linked to outgroup hostility when people are highly identified with their ingroup and when the outgroup defines the ingroup.

E62

PERCEPTIONS OF GROUP AND PERSONAL DISCRIMINATION: A TEST OF THE REJECTION-IDENTIFICATION MODEL *Brian E. Armenta, Jennifer S. Hunt; University of Nebraska, Lincoln* – According to the Rejection-Identification model (Branscombe, Schmitt, & Harvey, 1999), in-group identification may buffer the negative psychological effects of perceiving discrimination for low status group members. Specifically, this model holds that perceptions of discrimination promote increased in-group identification as a means of maintaining a positive social identity, which in turn has a positive effect on psychological well-being. However, examinations of this model have largely ignored the possibility of differential effects based on perceived personal versus perceived group discrimination, as well as the interaction between them. In the current study we tested the rejection-identification model using perceptions of both personal and group discrimination among Latino/a adolescents. Eighty Latino/a high school students completed measures of perceived personal discrimination, perceived group discrimination, and ethnic identification. Results revealed a significant interaction between personal and group discrimination in predicting self-esteem, such that individuals low in perceived group discrimination, but high in perceived personal discrimination, reported lower self-esteem. A mediated moderation analysis indicated that this interaction was fully mediated by ethnic identification. Individuals low in perceived group discrimination, but high in perceived personal discrimination, showed lower levels of ethnic identification. Ethnic identification, in turn, was positively related to self-esteem. These results suggest that the self-protective function of social group identification following perceived discrimination may be more complex than initially predicted by the rejection-identification model, depending on perceptions of both personal and group discrimination.

E63

BETTING ON YOUR CHANCES: THE EFFECT OF AFFIRMATIVE ACTION ON WHITE MALES' SELF-PERCEIVED COMPETENCE *M. Ena Inesi, Brian S. Lowery; Stanford University* – In the current research, we explore the possibility that beliefs about affirmative action policies may allow non-beneficiaries (i.e. White men) to discount internal attributions for past failures and augment internal attributions for successes. Moreover, we suggest that this self-image benefit provided by affirmative action may boost White men's confidence in their ability to perform tasks in domains totally unrelated to the social policy. To test this, we told White male participants that affirmative action policies either do or do not include quotas. In a subsequent, ostensibly unrelated study, we asked them to judge the number of dots on a page, and then measured their confidence in their estimates by asking them to bet on their accuracy. In support of our hypothesis, participants who believed in the existence of quotas bet more money on their own accuracy. Further, this effect was moderated by racial identification: it is strongest for those participants who believe their fates are closely tied to others of the same racial group. This provides further support for our hypothesis because the effect should be strongest for those non-beneficiaries that do not feel exempt from the impact of quotas on their racial group.

E64

WHO GETS STTUC? PERSONALITY PREDICTORS OF SENSITIVITY TO BEING THE TARGET OF A THREATENING UPWARD COMPARISON *Erika Koch[1], Colleen Spoonire[2]; [1]St. Francis Xavier University, [2]McDaniel College* – Recent research suggests that although positive performance yields emotional benefits, it may also carry interpersonal costs. Specifically, the phenomenon of STTUC (sensitivity to being the target of a threatening upward comparison) involves simultaneously experiencing positive feelings associated with attaining success and negative feelings associated with outperforming others. The present study involved a diverse internet sample to examine whether specific self-esteem contingencies (basing one's self-esteem on academics or others' approval) and particular psychological needs (for power, affiliation, and achievement) predicted the tendency to experience STTUC. Participants (N = 176) completed scales assessing self-esteem contingencies and psychological needs, as well as an ad hoc measure of tendency to experience STTUC. Results revealed that both self-esteem contingencies positively predicted STTUC. For college students, this relationship remained even when accounting for the overlap between self-esteem contingencies. However, for non-college students (and the sample as a whole), when the overlap between self-esteem contingencies was accounted for, only the others' approval effect remained significant. Further analyses revealed a similar pattern across genders. Results did not reveal any significant interaction of the self-esteem contingencies, nor did results reveal any statistically significant findings for the three psychological needs. Overall, the findings suggest that the domains in which people invest their self-esteem may predict their emotional reactions to outperforming others.

E65

MALE MUSCULARITY AS A GOOD-GENES INDICATOR: EVIDENCE FROM WOMEN'S SELF-REPORTED SEXUAL BEHAVIORS AND PREFERENCES FOR MUSCULARITY. *David Frederick, Martie Haselton; UCLA* — Male facial masculinity and symmetry are purported indicators of good genes. These traits are associated with greater sexual success in men (larger partner number, more sexual affairs), and they are preferred more by women nearing ovulation. We propose that male muscularity may also be a good genes indicator. In past research, we found that American, Ghanaian, and Ukrainian women indicated that muscular men were more attractive than less muscular men. We also found that muscular U.S. college men reported having more brief affairs than did non-muscular men. In this study, we investigated women's interest in muscular and non-muscular men as sex partners. Using an image set that contained silhouettes of men varying in muscularity, women (N = 470) reported the muscularity of their most recent short-term partner, as well as their other most recent partners. Women's short-term partners were more muscular than their other partners. In the second part of the study, women were presented with computer-generated images of men varying in muscularity and body fat. Women indicated more interest in having a short-term affair with more muscular men as compared to less muscular men. Women currently in relationships (N = 153) also indicated their willingness to have a sexual encounter with a muscular man and a non-muscular man if their current partner would not find out. Women reported a greater likelihood of having an affair with the muscular man. In sum, these results suggest that muscularity is sexually attractive and may be a good genes indicator.

E66

REPRESENTATIONS OF THE IDEAL MALE AND FEMALE BODIES IN POPULAR MEDIA. *Leila Sadeghi-Azar, David Frederick, Tara Mulrenan, Anne Peplau, Martie Haselton, Daniel Fessler; UCLA* — Body types perceived as attractive are represented in popular print media. Although past research has examined representations of the ideal female body in women's fashion magazines and in Playboy, little research has been conducted on representations of the ideal male body and female body in popular media marketed to men. The current project provides a descriptive account of ideal bodies presented in popular media, and examines potential reasons for why the ideal body varies across different forms of media. Study 1 was conducted to examine if representations of the ideal female body differ across popular male-oriented magazines (Maxim, FHM, Stuff, and Playboy) or from the typical woman. Women in portrayed in these magazines were thinner than ratings of the average woman, and Playboy playmates were least like the average woman. Study 2 investigated differences in magazines marketed to men and women by testing the Physical Overvaluation Hypothesis, which posits that one reason men overestimate the level of muscularity desired by women is because magazines marketed to men contain males who are more muscular than males in magazines marketed to women. Consistent with this hypothesis, the level of muscularity depicted in men's magazines (Men's Health and Men's Fitness) was greater than the level of muscularity represented in women's magazines (Cosmopolitan). However, men represented in these magazines were more muscular than the typical man. These studies suggest that different popular media may communicate different ideals to men and women, and these ideals differ from the typical man and woman.

E67

SEX DIFFERENCES IN PREFERENCES FOR DATING A TALLER ROMANTIC PARTNER. *Kelsey Laird, Tara Mulrenan, David Frederick, Kristina Grigorian, Anne Peplau, Martie Haselton; UCLA* — Taller men and women are perceived as more physically attractive than shorter individuals, and taller individuals tend to have tall partners. However, there may be sex differences in willingness to date a taller person. Taller men and women are perceived as being more dominant in social situations, and men may prefer dating partners who are less physically dominant (i.e., shorter) than themselves. Similarly, women may prefer men who are more physically dominant (i.e., taller) than themselves, and may feel uncomfortable dating someone shorter than themselves. In Study 1, online personal ads (N = 3000) were examined. Heterosexual men typically preferred women shorter than themselves, whereas women typically preferred men taller than themselves. In Study 2 (N = 260), taller women indicated that height was more important in a dating partner than did shorter women, indicating that taller women may feel pressure to date individuals taller than themselves. In Study 3 (currently ongoing), preliminary analyses suggest that approximately half of women would not date someone three inches shorter than themselves, in some cases because they would feel awkward and unfeminine doing so. These results indicate that a person's own height is associated with preferences for height in a dating partner, and that heterosexual men and women prefer partners who reproduce traditional differences in apparent physical dominance between men and women.

E68

THE UNDERDOG EFFECT: DEFINITION, LIMITATIONS, AND MOTIVATIONS. WHY DO WE SUPPORT THOSE AT A COMPETITIVE DISADVANTAGE? *Nadav Goldschmied, Joseph Vandello; University of South Florida* — From politics to sports to business, people are quick to categorize those at a competitive disadvantage as 'underdogs.' Moreover, there is ample anecdotal support that people align themselves with underdogs, a phenomenon called "the underdog effect". A series of studies was conducted to examine the scope and limitations of the underdog effect. In Study 1, participants consistently preferred "underdog" countries across several Olympic competitions, regardless of their objective standings (i.e., medals won). Study 2 demonstrated how underdog perceptions can influence support in international conflict. As a result of visual manipulation of the relative size of Israel on a map of the Middle East (small or large), participants shifted support to Palestinians or Israelis after reading an essay about the history of the conflict. Study 3 replicated the underdog effect in hypothetical sports scenarios and found that participants placed more weight on disparities in resources than disparities in expectations when determining the extent to which disadvantaged entities are supported. Finally, Study 4 measured attentional focus in order to determine whether people were more likely to root for underdogs or against favorites. Participants watched a video clip of a basketball game and were later asked to remember details of the clip. Some evidence for rooting against top-dogs, as opposed to rooting for underdog, was established. In addition, those teams who were believed to be underdogs were seen as exerting more effort, whereas top-dogs were seen as having more natural ability, suggesting that favoring the underdog might be based on perceptions of effort.

E69

THE UCLA BODY MATRICES AS MEASURES OF BODY IMAGE AND BODY TYPE PREFERENCES. *Tara Mulrenan, David Frederick, Leila Sadeghi-Azar, Janet Ha, Anne Peplau, Martie Haselton; UCLA* — Traditional measures of body image and attractiveness have relied on hand-drawn silhouettes as measures of these constructs. Most measures vary only one physical feature, such as body fat level, muscularity, or breast size, or the measures confound these features. We introduce the UCLA Body Matrices, which present realistic computer-generated images of men and women. The female matrix systematically manipulates breast size and body fat, whereas the male matrix systematically manipulates muscularity and body fat. These measures were used to assess body type preferences and body image satisfaction among 606 college men and women. Men reported better body image than women, and there were few differences across ethnic groups (Asian, Caucasian, Latino, Indian, and Middle Eastern). Reports of one's own body type and self-ideal discrepancies on the matrices were associated with overall body satisfaction, breast size satisfaction, and BMI, indicating the utility of the matrices as

measures of body image. Consistent with past research, men overestimated the level of muscularity women find most attractive (d = .73). Also consistent with past research, women overestimated the breast size (d = .59) and degree of thinness (d = 1.12) that men find most attractive. These measures offer advantages over existing measures because they systematically vary two physical features and because they present realistic images of men and women.

E70

ABOMINABLE ACTS: HOW AND WHEN PEOPLE JUDGE A CRIME TO BE HEINOUS *Andrew Jones[1], Kipling Williams[2], Julie Fitness[1]; [1]Macquarie University, [2]Purdue University* — This research deals with the question: what factors make a crime appear heinous? In several studies, participants were asked to sort and rank crime vignettes according to their level of heinousness. A heinous act was defined as one that is evil and hateful. Participants were also asked to rate their sense of disgust and outrage towards the crimes. Crime vignettes were manipulated on a number of dimensions, including motive, victim helplessness, and the presence or absence of premeditation. In a third study, participants were presented with an array of information sources, and were asked to rank them according to usefulness for making judgements of crime heinousness. Sources included character evidence, a psychologist's report about the perpetrator, a victim impact statement, and so on. Across the studies there were identified number of factors, such as premeditation and contempt for victim, that incite individuals' perceptions of heinousness, and guide their heinousness judgements.

E71

A COMPREHENSIVE PROCESS FROM ANTECEEDENTS OF ELABORATION TO STRENGTH CONSEQUENCES: MEDIATION BY THE PERCEPTION OF THE EXTENT OF ELABORATON *Jamie Barden[1], Richard E. Petty[2], [1]Howard University; [2]Ohio State University* — There is convergent evidence that the extent of elaboration on an attitude object enhances its overall strength in terms of outcomes such as attitude-behavior correspondence (Petty, Haugtvedt, & Smith, 1995). However, little is know about how this occurs. The current research suggests that individuals develop perceptions of the extent of elaboration, and these can impact the certainty in which they hold their attitudes, resulting in strength outcomes. While prior research on metacognition has shown that perceptions of ease of thinking (Haddock et al., 1999) and resistance (Tormala & Petty, 2002) can affect attitude certainty, perceptions of the extent of thinking have not yet been shown to affect certainty. In Study 1, participants who were not distracted (vs. distracted) during a persuasive message generated more issue-relevant thoughts, perceived more elaboration, felt more certain in their attitudes, and reported behaviors that were more consistent with their positive attitudes. Furthermore, perceived elaboration fully mediated the impact of thoughts on certainty. In Study 2, perceived elaboration was manipulated directly by using an Attention Quiz that was rigging for either success or failure. The quiz followed the persuasive message, so perceived elaboration was independent of actual thought. Quiz success resulted in greater perceived elaboration, more attitude certainty, and more attitude consistent behaviors. Neither study showed effects on attitude extremity. Together, these studies establish that, whether it reflects actual elaboration or a factor extraneous to elaboration, perceptions of elaboration determine attitude certainty with consequences for whether attitudes are likely to be reflected in behavior.

E72

EMPLOYING IMPLICIT AND EXPLICIT PREJUDICE MEASURES TO TEST THE AVERSIVE RACISM AND THE MODERN RACISM EFFECTS *Leanne S. Son Hing[1], Greg A. Chung-Yan[1], Leah K. Hamilton[1], Mark P. Zanna[2]; [1]University of Guelph, [2]University of Waterloo* — How is it that discrimination persists when so many people disavow prejudice? It has been theorized that both aversive racists and modern racists maintain egalitarian self-images because they discriminate only when such behavior cannot be readily attributed to prejudice (e.g., because a non-race-related justification exists). Previous findings that support this hypothesis cannot be clearly ascribed to aversive racists or modern racists because no individual difference measure distinguished them. We identified aversive and modern racists by employing measures of explicit and implicit prejudice and tested whether the presence of an excuse affects discrimination. In Study 1, 115 participants evaluated an Asian or a White fictitious job candidate when his qualifications either clearly fit the job (no-excuse condition) or did not (excuse condition). All scored low on an explicit measure of modern racism. Those who scored low in implicit prejudice were classified as truly low prejudiced; those who scored high were classified as aversive racists. In Study 2, 68 participants all scored high in explicit racism. Those who scored high in implicit prejudice were classified as modern racists; those who scored low were classified as principled objectors. We found a significant effect of excuse condition on hiring recommendations of an Asian candidate for aversive racists but not for those truly low in prejudice in Study 1 and for modern racists but not for principled objectors in Study 2. These findings suggest that not all who score low in explicit prejudice are aversive racists and not all who score high are modern racists.

E73

LIKING AND DRINKING: VALIDATION OF THE AFFECT MISATTRIBUTION PROCEDURE AS AN IMPLICIT MEASURE OF ALCOHOL PREFERENCES *Olesya Govorun[1], Nathan Arbuckle[1], Keith Payne[1,2]; [1]The Ohio State University, [2]University of North Carolina* — The Affect Misattribution Procedure (AMP; Payne et al., 2005) was validated in 3 studies as an implicit measure of alcohol preferences. In the AMP participants were presented with images of alcohol and water followed by Chinese pictographs. Participants were asked to evaluate the pictographs as either pleasant or unpleasant. The AMP scores were computed by subtracting the proportion of pleasant responses on water trials from the proportion of pleasant responses on alcohol trials. In Study 1 participants completed the AMP and chose to sample either beer or water. Results showed that the AMP scores predicted participants' choices, such that those who showed greater preference for alcohol on the AMP were more likely to sample beer than water. In Study 2 participants completed three implicit measures of alcohol preferences--the AMP, the Implicit Association Test, and the evaluative priming procedure, as well as a self-report questionnaire on alcohol attitudes and drinking. Results showed that the AMP predicted self-reported attitudes and drinking better than the other implicit measures. Study 3 investigated susceptibility of the AMP to self-presentation. Participants' motivation to conceal drinking was manipulated by telling them that their responses will be sent to their parents. This manipulation led participants to underreport drinking on a self-report measure but did not affect the AMP scores. In summary, these studies show that the AMP is a valid implicit measure of alcohol preferences in that it predicts behavior and self-reported attitudes, and is not susceptible to self-presentation.

E74

THE RELATIVE IMPORTANCE OF EMPATHIC ACCURACY, EMOTIONAL EXPRESSIVITY, AND AGREEABLENESS IN PREDICTING RELATIONSHIP QUALITY *Aaron Foley, Gabriel Nunez, Sun-Mee Kang; California State University, Northridge* — To what extent do empathic accuracy, emotional expressivity, and the Big-Five Personality contribute to maintaining interpersonal relationships? The current research was conducted to address this issue using two different measures of interpersonal relationships: self-reported (Study 1) and peer-rated (Study 2) relationship quality. As the first step of this project, twenty-six college students were interviewed to develop a stimulus video for the assessment of empathic accuracy. In Study 1, participants (N=209) watched the stimulus video and asked to identify the emotions of the interviewees on tape. Then, they filled out a questionnaire packet that included self-report measures for emotional expressivity, the Big-Five

Personality, and relationship quality. Empathic accuracy scores were obtained by comparing the actual comments from the interviewees and the inferences made by participants. Results indicated that Agreeableness and emotional expressivity contribute more to relationship quality than empathic accuracy. Still, empathetic accuracy was a sole performance-based measure in Study 1, whereas all other measures were self-reported. This implies that shared method variance would inflate the association between the two predictors (Agreeableness and expressivity) and the outcome measure (relationship quality). Study 2 (N= 46) was conducted to overcome this limitation by collecting peer-ratings on relationship quality. The results of Study 2 showed that Agreeableness and empathic accuracy contribute more to relationship quality than emotional expressivity. The implications of the current study were discussed in terms of relative importance of empathic accuracy, emotional expressivity, and Agreeableness in maintaining good interpersonal relationships.

E75

FORGING AND SEVERING CONNECTIONS BETWEEN HISTORICAL INJUSTICES AND CURRENT EXPERIENCE FOR PERPETRATOR AND VICTIM GROUPS *Greg Gunn, Anne Wilson; Wilfrid Laurier University* — Past research on temporal self-appraisal theory has revealed that individuals may subjectively distance unfavorable past events to reduce threat to their present identity. The current study extends past work by examining whether individuals subjectively distance threatening historical events committed by their ingroup to protect their collective identity. All participants (200 females, 102 males) read about historical injustices experienced by women. Half of these participants responded to dependent measures when only the injustices were salient (injustice condition), whereas the remaining participants responded after past rights attained by women were made salient (equality condition). The injustices should threaten the collective identity of the perpetrator group (men), but not the victim group (women). Therefore, we expected injustices to be judged subjectively further by the perpetrator group. However, we expected the threat for the perpetrator group to be reduced in the equality condition because the salience of women's rights advancements should provide "absolution" for past acts. As predicted, men distanced historical transgressions more than women, but only in the injustice condition. In addition, we hypothesized that subjective distance would be associated with acceptance of collective guilt for the perpetrator group, and with demand for compensation in the victim group. Accordingly, men who distanced injustices furthest in the past reported less collective guilt, but only in the injustice (threat) condition. Finally, women who felt closest to past injustices were most likely to endorse compensation. We discuss the powerful role of time perception in forging, or severing, connections between history and current experience.

E76

CONSISTENCY AMONG THREE MEASURES OF THE BIG FIVE PERSONALITY FACTORS IN THE PREDICTIONS OF BEHAVIOR. *Ryan Y. Hong, Heather Slade, Sampo V. Paunonen; University of Western Ontario* — This study investigates the agreement across measures of the Big Five personality factors in predicting a variety of criterion variables thought to represent behaviors of some social significance (e.g., tobacco consumption, leadership, speeding). Two hundred and ninety-five participants completed a behavior report questionnaire along with three different personality inventories, namely the NEO Five-Factor Inventory, the Five-Factor Nonverbal Personality Questionnaire, and a 50-item bipolar adjective rating scale of the Big Five factor structure. Preliminary multitrait-multimethod analyses provided support for convergent and discriminant validities. Multiple regression analyses were used to predict behavior criteria using the Big Five factors. Results suggested that the three measures of Big Five personality were generally consistent in their prediction of various behavioral criteria. Nonsignificant personality-behavior relations were also replicated across the three Big Five assessments. In conclusion, the construct validity of the personality measures was supported and this study contributed to the growing evidence that Big Five personality factors are important predictors of complex behaviors.

E77

WOMEN HAVE A PREJUDICE TOWARD WOMEN? THE EFFECTS OF ACTIVATED SELF-REPRESENTATION ON STEREOTYPING AND EVALUATION TOWARD WOMEN. *Koumiko Takabayashi[1], Makoto Numazaki[2], Shinya Ono[2], Kunio Ishii[2]; [1]Hitotsubashi University, [2]Tokyo Metropolitan University* — The goal of this study is to reveal how women show their prejudice toward women by examining both stereotyping process and evaluation process. We predicted that women's stereotyping and evaluation toward women would vary depending on their activated self-representations. Specifically, for evaluation, when self-representations related to traditional women are activated, participants should evaluate traditional women more positively and nontraditional women more negatively than when self-representations related to nontraditional women are activated. On the other hand, for stereotyping, when self-representations related to traditional women are activated, participants should regard traditional women as more feminine and nontraditional women as more masculine. Fifty-three female students imagined the future themselves as a career woman or a homemaker and rated the extent of difficulty in imagining. Next, they read a fictitious profile about a career woman or a homemaker and rated the target using a list of traits which was consisted of four categories; 2 (stereotype (masculine vs. feminine)) × 2 (valence (positive vs. negative)). As predicted, participants evaluated more positively the target that matched to participants' activated self-representations than the mismatched target. And also, when self-representations related to traditional women were activated, participants rated the homemaking target as more feminine and the career target as more masculine. Moreover, these results were apparent among those who imagined the future themselves well. These results suggested that women's prejudice toward women vary depending on situations and that stereotyping process and evaluation process are independent.

E78

WE ALL LOOK HARMLESS AND THEY ALL LOOK THREATENING: CONTRAST AND ASSIMILATION EFFECTS FOR IN-GROUP AND OUT-GROUP THREAT PERCEPTIONS *Jenessa R. Shapiro, Joshua M. Ackerman, Steven L. Neuberg, Douglas T. Kenrick; Arizona State University* — If you see an angry person, will you judge the next person you see as less threatening (via contrast) or more threatening (via assimilation)? Functional models of social cognition would suggest that the answer may depend upon whether the persons in question are in-group members or members of an out-group stereotypically viewed as threatening. We presented 226 participants with 24 pairs of photos depicting White males and males from a stereotypically threatening out-group (African Americans). For each pair, the first face had an expression that was either angry or neutral and the second face was always neutral. Participants reported how threatening the second (neutral) face appeared. Consistent with hypotheses, when a White neutral face followed a White angry face, there was contrast: the White neutral face was rated as less threatening when it followed an angry face than when it followed a neutral face. However, when a neutral African American face followed an angry African American face, assimilation occurred: neutral African American faces were rated more threatening when they followed the angry face than when they followed the neutral face. These results are consistent with earlier findings on "functional projection," and the notion that individuals are biased to lower thresholds for perceiving threat when confronted with out-group members stereotypically associated with physical threat. The results are discussed in terms of the relationship between perceptual biases and prejudice.

E79

THE EFFECT OF MEDIUM ON SELF-PRESENTATION AND SOCIAL PERCEPTION *Lindsay Shaw, G. A. Mendelsohn; UC Berkeley* — Computer-mediated communication lacks social cues such as facial expression, but it also allows people to have greater control over the information they communicate to others. The present research investigated whether people present different aspects of themselves online than they do face-to-face. Additionally, we examined whether people are perceived differently in social interactions that take place in different mediums. At the beginning of the semester, participants described themselves (1) as others see them (public self), (2) as they would like to be (desired self), and (3) as they feel on the inside (private self). Later, participants reported to the lab in dyads and interacted either online or face-to-face. Some dyads were given no instructions for the chat; others were encouraged to get to know each other or become friends. Subsequently, participants described themselves as they had been during the interaction and again as they believed their partners would describe them. They also described their partners. Analyses of participants' self-descriptions showed that participants think that they self-present similarly in both mediums. However, when they interact online and are given no instructions for the chat, they predict that their partners will perceive them less like their desired or public selves. And in fact, analyses of their partners' descriptions of them correlated least with their desired and public self-descriptions in the online-no instruction condition. These results suggest that some cues or identities are less likely to be transmitted or received online. Implications for using the Internet to facilitate social relationships are discussed.

E80

HYPERMNESIA IN GROUPS *Christine Baker McGrath, Elisabeth Brauner, Brooklyn College; The City University of New York* — Presenting information to groups is a common practice, whether to employees in an office meeting, to a jury in the courtroom, or to a sports team in the game room. Understanding the individual cognitive as well as social processes that act on how this information is later recalled is crucial. We investigated whether the hypermnesia effect can be found in groups. Hypermnesia, the net improvement in memory over time, has been well established in individuals (Erdelyi & Becker, 1974; Erdelyi, 1996), but has not yet been sufficiently explored in collaborative groups. Based on assumptions derived from transactive knowledge research, we assume that hypermnesia will be stronger in interactive groups than in individuals. One hundred and twenty-five undergraduate students from Brooklyn College, City University of New York, participated in the study. Seventy-five students participated in collaborative three-person groups and 50 students participated individually. One hundred and ten color pictures of common objects (e.g., key, spoon, dog, ball) were presented to participants. Recall was tested over three trials. Hypermnesia was replicated for individuals. Significant main effects for condition and recall trial were found, as well as an interaction effect. Thus, hypermnesia was not only found in groups as well as individuals, but was significantly greater for collaborative groups. Results are interpreted in the light of hypermnesia research and transactive knowledge systems.

E81

INFERRING PERSONALITY TRAITS FROM EMOTION DISPLAYS *Timothy Ketelaar[1], Jeremy Tost[1], Mark Davis[2], Deborah Russell[1]; [1]New Mexico State University, [2]University of West Alabama* — Facial displays of emotion are often assumed to convey information that is limited to providing a readout of the signaler's momentary affective states. By contrast, the current studies examine an alternative view that assumes that emotional displays can provide reliable advertisements of stable individual differences in personality and behavioral intentions (Ketelaar, 2004, 2005; Fridlund, 1996). Across a series of three experiments participants viewed brief digital movies of the same actors displaying several distinct social emotions including contempt, anger, disgust, embarrassment and happiness. Rather that inferring only transient emotional states from these displays, participants reliably attributed stable dispositional traits to specific emotion displays. For example, the same individual was rated as taller and more muscular when they displayed anger as compared to when they displayed embarrassment. Moreover, anger displays activated trait attributions of uncooperativeness and untrustworthiness; whereas embarrassment expressions triggered trait attributions of cooperativeness and trustworthiness. These results are discussed in terms of their implications for understanding individual differences in emotional displays as indicators of strategic personality types (Ketelaar, 2004, 2005).

E82

SEXUAL OR FRIENDLY? PEOPLE'S ASSOCIATIONS ABOUT MEN, WOMEN, AND SELF *Kristen P. Lindgren, Yuichi Shoda, Anthony G. Greenwald, William H. George; University of Washington* — Previous research has found that heterosexual men (relative to heterosexual women) attribute more sexuality to women's behavior and intentions. This gender difference is particularly pronounced when a situation or behavior is ambiguous – i.e., could be perceived as friendly or sexual. Such findings, however, rely on explicit, self-report measures. This reliance raises impression management and social norm concerns, namely that men may be over-reporting sexualized perceptions and/or that women may be under-reporting them. Do these findings hold at processing levels that are less subject to such concerns? We investigated this question using the Implicit Association Test (IAT). We measured the strength of participants' associations for a variety of target concepts (self, men, and women) and sexual versus friendly words. In two experiments, we found evidence of (a) a strong association with women and sex (vs. friendliness), with male subjects' associations being more sexual than female subjects'; (b) a strong association with men and sex (vs. friendliness); and (c) a weak association with self and sex (vs. friendliness). Men (compared to women) appear to imbue female target concepts with more sex. It also appears that associations with sex are greatly attenuated when the target is the self. Moreover, that women can sometimes demonstrate strongly sexualized associations and men can sometimes demonstrate weakly sexualized associations indicates that neither gender has a general over- or under-sexualization tendency. Collectively, these findings suggest that gender differences in sexual perceptions are not due to superficial processes such as impression management.

E83

STUDENTS' PERCEPTIONS OF LESBIAN AND GAY PROFESSORS: EVIDENCE OF AMBIVALENT BIAS? *Kristin Anderson, Fransheneka Watson, Melinda Kanner; University of Houston, Downtown* — Subtle forms of racial prejudice have been a topic of investigation by social psychologists in recent years. The current study applies the principles of ambivalent racism to students' perceptions of lesbian and gay professors teaching a Human Sexuality course. The political ideology of the course (conservative vs. liberal) and whether the professor's syllabus had typographical errors (no errors vs. errors) were factors that students might use as justification for rating lesbian/gay professors different from heterosexual professors. Based on four independent variables (political ideology, errors, professor sexual orientation and professor gender) sixteen versions of a mock Psychology of Human Sexuality syllabus were constructed. An ethnically diverse sample of undergraduates (n = 408) read one version of the syllabus and responded to questions about the professor's preparedness, responsiveness, and political bias. Results suggest that students use a double standard in their ratings of professors. For instance, lesbians and gay men were viewed as more prepared to teach the course than were heterosexuals, but only when their syllabi contained typographical errors. In contrast, heterosexual professors were viewed as more prepared than lesbian and gay professors when their syllabi were free of errors. Students perceived lesbian and gay professors as more politically-biased than heterosexual profes-

sors. Also, gay men who were politically conservative were viewed as more biased than were politically conservative heterosexual men. However, lesbians who were politically liberal were viewed as more biased than politically liberal heterosexual women. Findings are discussed in terms of ambivalent forms of prejudice.

E84

PSYCHOSOCIAL PREDICTORS OF HEMOGLOBIN REGULATION IN NON-DIABETIC OLDER WOMEN: A LONGITUDINAL STUDY *Vera Tsenkova[1], Carol Ryff[1], Burt Singer[2]; [1]University of Wisconsin, Madison, [2]Princeton University* – Background: How psychosocial factors influence health requires a focus on intervening biological mechanisms. Poor metabolic control (measured with hemoglobin A1c) has been linked with stress, anxiety, and depression in diabetic populations, but little is known about whether psychological well-being confers protection against such adverse outcomes. Moreover, few studies have examined links between psychosocial factors and biomarkers longitudinally, thereby allowing for tests of change in levels of HbAlc as a function of prior ill-being (IB) or well-being (WB).. Objectives: We employed measures of IB and WB to predict increases or decreases over time in HbA1c. The key hypothesis was that IB would contribute to increments in HbA1c levels, while WB would contribute to decrements in HbA1c. Methods: These questions were investigated with a longitudinal sample (N=98, age=61-91) of non-diabetic women. . IB was measured in terms of depressive symptoms, negative affect, trait anxiety, and trait anger. Measures of WB differentiated between eudaimonic and hedonic well-being. HbA1c levels were obtained at baseline and 2-year follow-upl. Results: Analyses controlling for demographics, medications, and baseline levels of HbA1c showed that depressive symptoms and anxiety at baseline were significant predictors of higher levels of HbA1c over time. Illustrating protective influences, positive affect and purpose in life were significant predictors of lower levels of HbA1c. Discussion: Diabetes is one of the most prevalent and costly chronic diseases in the elderly and HbA1c is a primary indicator of long-term glycemic utilization. These findings document psychosocial factors that that influence cross-time dynamics in this measure of metabolic control.

E85

SEX AND POWER IN THE MEDIA: EFFECT ON COGNITIVE POWER-SEX ASSOCIATIONS *Elisabeth M. Thompson, Eileen L. Zurbriggen; University of California, Santa Cruz* – Cognitive power-sex associations (CPSAs) are non-conscious or implicit cognitive links between the concepts of power and sexuality. CPSAs are predictive of sexually aggressive attitudes and behaviors, but to date, no one has systematically examined how CPSAs develop. In two experiments, we investigated the effect of media presentations featuring power-laced sex scenes on the development of CPSAs. In Study 1, participants were randomly assigned to one of three conditions: power-sex, intimacy-sex, or neutral (no sex). Participants then completed a computerized lexical decision task which provided a measure of CPSAs. There were significant differences in the size of CPSAs across condition; however, CPSAs for participants in the power-sex condition were not significantly greater than those for participants in the neutral condition, perhaps as a result of dis-identification with the characters in the clips. Study 2 was conducted to test this hypothesis. It featured a 2 (identification: high vs. low) X 2 (film type: power-sex vs. intimacy-sex) between-participants design. Participants again completed the lexical decision task. As predicted, there was a significant interaction between identification and film type such that participants in the high identification power-sex condition exhibited the highest CPSAs. These results demonstrate that even a brief exposure to media presentations linking power with sex leads to measurable changes in an implicit measure of the cognitive connection between power and sex. However, because this effect occurred only when identification with the characters was high, educational programs could perhaps be developed to help mitigate the negative effects of viewing power-laced sexual media.

E86

EFFECTS OF INTEGRAL VERSUS INCIDENTAL AFFECTIVE STATES ON STEREOTYPING *Koji Murata; Hitotsubashi University* – Several studies referring to the affect-as-information model demonstrates that positive affective state increases reliance on stereotypes, whereas negative state does not. Although most of these studies induce participants to have incidental affect generated independently of target outgroup members, in actual social context where stereotyping and prejudice emerge, people experience integral affect originated by the target group members per se. Does the integral affect provoke different motivational and cognitive processes from the incidental affect? According to the hedonic view of affective states, people in a positive affective state will maintain their current state, whereas people in a negative state will attempt to repair it. Thus, negative affect would lead greater reliance on stereotypes, but positive affect lead relatively greater use of individuating information on target group members. We explored this hypothesis in an experiment in which university students were asked to rate their impression of a fat person. In the integral affect condition, he expressed his positive or negative opinion on the University prior to the rating. In the incidental affect condition, another person had expressed the same positive or negative one. The result showed that in the integral affect condition, but the incidental one, participants evaluated the fat target more favorably in the positive rather than in the negative condition. The predicted interaction approached a significant level on competence dimension of impression rating, and was significant on a liking index of the interpersonal judgment scale. This result implies positive affect does not necessarily lead heuristic processing.

E87

GROUP SIZE AND INDIVIDUAL-GROUP DISCONTINUITY *Richard P. McGlynn, Deborah Jean Harding, Jacquline L. Cottle; Texas Tech University* – The well-replicated individual-group discontinuity effect shows that group-to-group interactions are more competitive than individual-to-individual interactions in prisoner's dilemma games. The historical context and the term discontinuity itself both suggest a fundamental, qualitative distinction between groups and individuals. Thus, one hypothesis is that when individuals and groups interact, the size of the group should not affect the size of the discontinuity effect. Alternatively, individuals' mistrust of groups and groups' social support for competition may increase with group size resulting in more competitive responses. To test these hypotheses, individuals played 10 trials of two-choice prisoner's dilemmas against other individuals or against interacting groups of sizes 2 through 8. Group members made individual choices before a representative negotiated with the individual. They then discussed the dilemma and made a final consensual group choice. The individuals and the groups with which they interacted were scored as a unit for the number of competitive choices summed over trials. Individual-individual interactions were more cooperative than individual-dyadic interactions ($p<.004$), individual-group interactions for sizes 3 or 4 ($p<.003$), 5 or 6 ($p<.001$), or 7 or 8 ($p<.03$). None of the differences among dyads and groups of size 3-4, 5-6, and 7-8 approached significance ($p>.59$ in all cases). The results suggest a strict discontinuity between individual and group behavior. It appears that dyads provide social support sufficient to activate self-interest and that the fear of being exploited by groups does not increase with size.

E88

RELATIONSHIP-CONTINGENT SELF-ESTEEM IS A RISK FACTOR FOR DEPRESSION IN WOMEN BUT NOT MEN *Linda K. Acitelli, M. Janelle Cambron, Molly A. Verratti, C. Raymond Knee; University of Houston* – The purpose of this study was to examine variables to help explain why women generally have higher levels of depression than men. Although we know that low self-esteem is related to depression, we

expected that there could be a specific domain of self-esteem that makes women particularly vulnerable. Relationship-contingent self-esteem (RCSE), self-esteem that is dependent on one's romantic relationship, has been found to predict decreased levels of trait self-esteem and increased negative emotion following a negative relationship event (Knee, Canevello, & Cook, 2005). It was hypothesized that relationship-contingent self-esteem would moderate the relationship between gender and depression. More specifically, we expected that relationship-contingent self-esteem would predict depression for women, but not men. 420 participants (305 males, 115 females) completed the RCSE scale and the Beck Depression Inventory. Although there were no gender differences in the levels of relationship-contingent self-esteem reported, results showed that gender was a significant moderator of the relationship between relationship-contingent self-esteem and depression. Women high in relationship-contingent self-esteem reported higher levels of depression than those low in RCSE, whereas levels of RCSE did not make a difference in men's reports of depression. Thus, it appears that even when men's self-esteem is contingent on relationships, this domain of self-esteem is not related to their depression. Results are discussed in terms of the importance of relationships to women's lives. Perhaps having self-esteem contingent on one's relationships has greater negative consequences for women because the relationship domain is a larger part of the self for women than men.

E89

FOCUSING ON THE INDIVIDUAL SELF ENHANCES EMOTIONAL EXPERIENCE FOR EUROPEAN AMERICANS, BUT NOT ASIAN AMERICANS *Yulia Chentsova Dutton[1,2], Jeanne Tsai[2]; [1]Colby College, [2]Stanford University* – Previous findings suggest that attending to salient aspects of the self enhances emotional experience. This literature, however, is primarily based on European Americans (EA), a group for whom individual aspects of the self are more salient than relational aspects of the self. Do these findings generalize to Asian Americans (AA), for whom relational aspects of the self are more salient than individual aspects of the self? We hypothesized that while attending to individual aspects of the self would enhance emotional responding for EA more than AA, attending to relational aspects of the self would enhance emotional responding for AA more than EA. To test this hypothesis, 35 EA and 30 AA were asked to write about themselves (Individual focus condition), a family member (Relational focus condition), or a trip to the post office (Neutral condition) prior to listening to pleasant music. As predicted, in the Individual focus condition, EA reported experiencing positive emotions more intensely than did AA, whereas in the Relational focus condition, AA reported experiencing positive emotions more intensely than did EA. In the Neutral condition, however, EA and AA reported experiencing similar levels of positive emotion after listening to the pleasant music. The effects of Ethnicity on emotional experience in the Individual and Relational focus conditions were mediated by participants' orientation to American culture. These findings suggest that exposure to American culture not only strengthens the link between individual self focus and emotional experience but also weakens the link between relational self-focus and emotional experience.

E90

RELATIONSHIP MOBILITY AS A PREREQUISITE FOR SIMILARITY-ATTRACTION *Joanna R. Schug, Masaki Yuki; Hokkaido University* – Cross-cultural studies have found the similarity-attraction effect to be stronger for Americans than for Japanese. In this study, we aim to offer and test a possible explanation for this phenomenon: relationship-mobility. In American society, where social relations are relatively mobile and partners are chosen freely, people will try to interact with others who have similar internal attributes, such as personality, attitudes, values, goals, and interests, in order to improve coordination with others. However, in Japanese society where social relations tend to be pre-determined and stable, there will be fewer opportunities for people to select interaction partners based on their preferences. Instead, they will invest their efforts to maintain good relationships with existing partners; thus, similarity will not matter much. In the present study, we examined whether perceived similarity between one's interaction partner and oneself would be associated with perceived relationship mobility at the individual level. A secondary analysis of questionnaire survey data with 158 Japanese university students showed that, as predicted, perceived similarity of interaction partners was correlated positively with perceived relationship mobility.

E91

FMRI EVIDENCE SUPPORTING SIMULATION AS A PRIMARY MECHANISM IN UNDERSTANDING EMOTIONAL STATES OF OTHERS *Christine Hooker[1], Sara Verosky[1], Laura Germine[2], Robert Knight[1], Mark D'Esposito[1]; [1]University of California, Berkeley, [2]University of Cambridge* – Understanding the emotional state of another person is an important component of social relationships. However, it is unclear what mechanisms people use to identify what someone else is feeling. One theory is that people simulate the emotional state of another person by generating internal representations of that emotion. Prior evidence for simulation has focused on imitation of motor movements, suggesting that mirror neurons in the inferior frontal gyrus facilitate simulation. However, these studies do not show evidence that simulation facilitates social relationships. In an event-related fMRI task, subjects viewed pictures of social scenes containing multiple characters, each with different knowledge and emotional response to events taking place in the scene. In one condition, subjects identified the emotional state of the character from available nonverbal cues, such as facial expressions. In another condition, subjects inferred what a character would feel if they had additional knowledge about the event, a condition in which nonverbal cues about the character's emotional state were not available. Results show somatosensory cortex (SC) activity when recognizing emotion from nonverbal cues; importantly, this SC activity is significantly greater when inferring emotional state when nonverbal cues are not available. Furthermore, when inferring emotional state, neural activity in the SC was positively correlated with the amount of empathy exhibited in daily life. The results support the idea that people use simulation as a mechanism for understanding emotional states and that the process of simulation uses the SC to generate internal representations of emotional state in the service of empathic understanding.

E92

"WHEN MY RELATIONSHIP SHINES, I SHINE:" RELATIONSHIP-CONTINGENT SELF-ESTEEM AND RELATIONSHIP COMPARISONS IN EVERYDAY LIFE *Amber Bush, C. Raymond Knee; University of Houston* – Social comparison theory contends that important self-evaluative information can be obtained by examining one's own outcomes relative to others' outcomes (Festinger, 1954). Additionally, relationship-contingent self-esteem (RCSE) is a novel construct that assesses the degree to which one's self-worth is hooked on daily relationship outcomes (Knee, Canevello, & Cook, 2005). Since RCSE involves fully investing oneself in the outcomes of one's relationship, those higher (relative to lower) in RCSE may be especially sensitive to daily relationship events, because of implications these events have for the self. Relationship comparisons are one example of a relationship event, involving feedback about where one's own relationship stands in comparison to another's relationship. It was hypothesized that reactions to relationship comparisons would be greater for those higher in RCSE, such that those higher (relative to lower) in RCSE would feel better after downward comparisons and worse after upward comparisons. Sixty-three individuals in romantic relationships completed baseline measures and, over 14 days, recorded information about each relationship comparison they made, including pre- and post-comparison affect and satisfaction with one's self. Multilevel Random Coefficient Modeling revealed several findings. As hypothesized, RCSE moderated the association between comparison direction and both post-comparison self-satisfaction and mood. Down-

ward comparisons (relative to upward comparisons) were associated with higher self-satisfaction and more positive mood, primarily when one was higher in RCSE. Findings suggest that relationship comparisons do not uniformly affect individual outcomes. The effect of relationship comparisons on feelings of self-worth and mood appear to depend on the implications comparisons have for the self.

E93

CONVERSATIONAL INHIBITIONS AND MENTAL HEALTH *Miho Hatanaka; Institute of Psychology, University of Tsukub* – Conversational inhibition refers to refraining from talking during a conversation (Hatanaka, 2003), and this is an important concept in constructs of reticence and shyness (e.g. Crozier, 2001; Phillips, 1997). Several studies have demonstrated that the tendency to inhibit the expression of personal information such as thoughts, feelings, and emotions during conversations generally correlated with poor mental health, after controlling for social support (Kawano, 2000; Larson & Chastain, 1990). In a pilot study of 60 undergraduates, conversational inhibition was classified into five types based on perceived causes: partner orientation, self-orientation, partner's distance, situational variables, and lack of communication skills. In a questionnaire survey, undergraduate students (n = 482; 268 men and 214 women) were asked about the frequency and situational variables related to conversational inhibitions that they had experienced. They also completed the General Health Questionnaire. Results indicated a linear negative correlation between "lack of communication skills" and mental health in both sexes, after controlling for social support. On the other hand, a linear positive correlation has shown between "partner orientation" and mental health of women, after controlling for social support. These results suggest that conversational inhibitions affect one's mental health differently depending on the types of inhibition.

E94

DISGUST, ANGER AND MORALIZATION *E.J. Horberg, Adam B. Cohen, Dacher Keltner; UC-Berkeley* – "Moralization" describes the conversion of preferences into moral values (Rozin & Singh, 1999). Examples of recently moralized practices include vegetarianism and cigarette smoking in the United States. The present research seeks to increase understanding about the role of moral emotions in moralization. We propose that different emotions contribute to moralization in different moral domains, such as divinity or autonomy. Divinity concerns revolve around purity, and clear divinity violations are known to elicit disgust. Autonomy concerns revolve around individual rights and clear violations are known to elicit anger (Rozin, Lowery, Imada & Haidt, 1999). We tested whether disgust would relate to the moralization of morally ambiguous divinity behaviors, whereas anger would relate to moralization in the domain of autonomy. Study 1 demonstrated that trait disgust correlated positively with rewarding morally ambiguous, divinity-preserving behaviors (e.g., meditation) and punishing divinity-violating behaviors (e.g., buying music with sexually explicit lyrics), while trait anger did not. Study 2 explored the role of anger and disgust in evaluating morally ambiguous scenarios. Participants made separate moral judgments about two divinity-violation scenarios and two autonomy-violation scenarios, and also rated their emotions while reading each scenario. Felt anger at the autonomy scenario predicted moral condemnation of the scenario, while felt disgust did not. Likewise, felt disgust at the divinity scenario predicted moral condemnation of the scenario, while felt anger did not. These findings provide preliminary evidence linking emotion with moralization of neutral activities that map onto the emotion's moral rhetoric.

E95

CONTINGENT SELF-ESTEEM AND SENSE OF AUTHENTICITY AMONG JAPANESE UNIVERSITY STUDENTS *Masaya Ito; University of Tsukuba* – Recently some studies have suggested that having a greater sense of authenticity is associated with better mental health and well- being among North Americans (Goldman & Kernis, 2002) and Japanese (Ito & Kodama, 2005). In contrast, the contingent self-esteem is regarded as an index of unhealthy psychological functioning (Kernis, 2003). Purposes of the present study were to develop Japanese version of contingent self-esteem scale and to investigate its relation with sense of authenticity among Japanese university students. Following the method of Hayashi & Suzuki(1986), the Contingent Self-Esteem Scale(CSES; Paradise & Kernis, 1999) was translated into Japanese. 287 university students completed these inventories: CSES, Sense of Authenticity (Ito & Kodama, 2005), Grobal Self-Esteem (Rosenberg, 1965), Public Self-Consciousness (Fenigstein, Scheier, & Buss, 1975), and Instability of Self-Image (Rosenberg, 1965). The result of principle component analysis suggested that CSES is comprised of one primary factor. Cronbach's alpha coefficient was high(α=.80) enough to support the reliability of CSES. As hypothesized, CSES were negatively associated with global self-esteem (r=-.25, p<.01) and positively correlated with pubic self-consciousness(r=.54, p<.01) and instability of self-image(r=.24, p<.01). In addition, higher sense of authenticity was related to lower CSES (r=-.35, p<.01). These results are consistent with those of Goldman & Kernis (2002), indicating the cross-cultural validity of conceptualization of contingent self-esteem and sense of authenticity.

E96

EFFECTS OF POSITIVE AFFECT ON MONITORING PROCESSES IN FALSE MEMORY *Hwajin Yang, Stephen Ceci, Alice Isen; Cornell University* – Using the DRM paradigm (Deese, 1959; Roediger & McDermott, 1995), the current research examined whether the established effect of positive affect on cognitive flexibility induces greater false recognition than is the case with neutral affect. In Experiment 1, induced positive affect, as compared with neutral affect, did not increase false recognition of the critical item. Moreover, significant effects of item type (list item vs. critical item) on 'remember' judgments only in positive affect suggest that positive affect improves meta-memory. When a warning prior to the study and test phases was used to engage subjects in an active monitoring process (Experiment 2), positive affect significantly reduced false recognition compared with neutral affect. Given that a motivational account was ruled out on the basis of equal true recognitions in both affect groups, it provides further evidence that positive affect enhances monitoring ability. Moreover, this finding suggests that positive affect can lead to flexible adoption of more efficient and adaptable processes that are responsive to a given situational necessity as was imposed by the warning. To conclude, positive affect does not increase false recognition simply because of a greater reliance on gist-based encoding as claimed by Storbeck and Clore (in press). Secondly, positive affect influences false memory via improved meta-memory at retrieval, rather than via activation process at encoding. These findings imply that the effect of positive affect on false recognition should be considered in light of both encoding and monitoring processes.

E97

THE RACE EXPERTS ARE COMING!: RACIAL EXPERTISE AS A CUE FOR STEREOTYPE THREAT AMONG WHITES *Miliani Jimenez, Phillip Atiba Goff, Matthew Christian Jackson; The Pennsylvania State University* – Why is it so hard for non-racists Whites to talk about race? The present research examines the hypothesis that racial conversations are difficult in part because non-racist Whites are afraid they do not know enough about race to speak on the issue—particularly compared to non-Whites. A series of studies provides evidence supporting the hypothesis that Whites see Blacks as "race experts", which in turn creates anxiety about Whites' status in interracial conversations. When discussing race with Black Americans, participants reported high levels of anxiety regarding their own knowledge about race, and reported a subsequent concern with appearing racist. This threat was alleviated when the Black conversation partner was not from the United States, or when the topic of racism was framed as structural—e.g. outside the control of the participants. These findings suggest that norms about knowl-

edge may be an important component to non-racist beliefs about racism. Additionally, by changing how individuals conceive of racism, it may be possible to simultaneously promote more rigorous engagement in the topic and diffuse the identity threats that seem to accompany interracial conversations.

E98

WHEN MUSIC MAKES THE MAN: HIP HOP AND THE PERFORMANCE OF MASCULINITY *Matthew Christian Jackson, Phillip Atiba Goff, Margaret A. Thomas; The Pennsylvania State University* — Everyone would like to be someone else sometimes. Whether imagining that one is a famous actor, musician, or politician, it is common for people to contemplate what it might be like if they were someone else. The present research examines how individuals may actually perform the identities of others in less fantastical ways. Specifically, it was hypothesized that White males may prefer to listen to Hip Hop music under conditions when it is important that they are perceived as masculine? A series of studies found evidence that White males rate Hip Hop as a particularly masculine form of music. Additionally, when motivated to be seen as masculine in interpersonal contexts, White males preferred to listen to Hip Hop of equally popular musical genres, and felt more masculine when listening to Hip Hop. This increased feeling of masculinity corresponded with participant judgments that Hip Hop was a Black art form, and that Blacks are particularly masculine. This research suggests that individuals may attempt to identify with or perform the identity of a group to which they do not belong in order to achieve social goals.

E99

PERFORMING GENDER: A CONSCIOUS ENGAGEMENT IN GENDERED BEHAVIOR *Margaret A. Thomas, Phillip Atiba Goff; The Pennsylvania State University* — Psychological research defines gender in different ways: an essential part of one's being; a collection of stereotypic personality traits; or enacted social roles. Thus, when psychological research describes gender atypical behavior, it could mean counter-stereotypic personality traits, engaging in roles not assigned to their gender, or even biological atypicality. The present research tests the hypothesis that gendered behavior can also be a conscious performance and that individuals have conscious access to why gendered performance shifts between contexts. We used a web-based survey to gather this preliminary data. In Study 1, all participants answered questions about when they behave in stereotypically gendered ways, non-stereotypically gendered ways, and their reasons for these behaviors. In Study 2, all participants answered the same questions about stereotypical or non-stereotypical gendered behavior, half in reference to their own behavior and half in reference to a sex-specific unknown other person's behavior. The results from Study 1 suggest that both women and men make conscious decisions surrounding when to "perform their gender". The results from Study 2 suggest that men who transgress gender are often perceived as weak and likely to be homosexual. Women who transgress gender are often perceived as aggressive, but are not as likely to be labeled homosexual. We argue that gender is not simply a stable social and biological category, but, like all other identities, shifts between contexts. Importantly, these shifts are frequently purposeful, suggesting that lay people have tremendous (tacit) insight into how gender functions across contexts

E100

RACIAL SOCIALIZATION PRACTICES OF ASIAN AMERICAN AND WHITE AMERICAN PARENTS *Stacy Direso, Eun Rhee, Santiba Campbell; University of Delaware* — This study examined racial socialization practices of Asian American and White American parents. Specifically, we examined a) different dimensions of racial socialization practices, b) whether Asian and White American parents differed in their level of racial identity and perceptions of discrimination, and c) whether these factors influenced their socialization practices. 91 parents of second to sixth grade children completed a survey assessing their socialization practices (4 dimensions: cultural socialization, preparation for bias, instilling of mistrust, egalitarianism), racial identity (4 dimensions: centrality, membership, private regard, public regard), and perceived discrimination (2 dimensions: institutional and interpersonal). Results showed that Asian Americans engaged in more cultural socialization and preparation for bias than White Americans. Asian Americans also had higher centrality and private regard about their racial group, and perceived more institutional and interpersonal discrimination than White Americans. Hierarchical regression analyses were conducted to examine the influence of racial identity and perceptions of discrimination on racial socialization practices. Centrality and membership, as well as perceptions of interpersonal discrimination, had positive relationships with cultural socialization. In contrast, private and public regard had negative relationships with cultural socialization. Perceptions of institutional discrimination predicted preparation for bias and instilling of mistrust. Finally, significant interactions between race and centrality indicated greater preparation for bias for Asian Americans. These findings reveal both similarities and differences in the way Asian and White American parents socialize their children; and indicate a need to better understand the underlying factors that influence racial majority and minority parents' racial socialization practices.

E101

INITIAL STAGE OF BEHAVIOR CHANGE DETERMINES WHETHER GOAL-DIRECTED BEHAVIORS ARE MOTIVATED BY ANTICIPATED POSITIVE OR NEGATIVE EMOTIONS *Genevieve Dunton, Elaine Vaughan; University of California, Irvine* — Background: Expectations of future emotions play an important role in goal-directed behavior. Purpose: Research examined whether the initial stage of behavior change determines whether goal-directed behaviors are more motivated by anticipated positive emotions (i.e., affective consequences of future success) or anticipated negative emotions (i.e., affective consequences of future failure). Methods: A sample of 196 healthy middle-aged adults, ages 36-65 (60% female, 89% Caucasian), participated in a 3-month longitudinal study of physical activity. Anticipated positive (e.g., relief, happiness, 11-items, α = .94) and negative (e.g., fear, sadness, 10-items, α = .94) emotions were measured at baseline. Stage of behavior change (i.e., precontemplation, contemplation, preparation, action, maintenance) was also assessed at baseline. After three months, physical activity status (active vs. inactive) was determined by the International Physical Activity Questionnaire. Results: Participants who were physically active after three months reported greater anticipated positive and negative emotions at baseline than inactive participants, $F(2,154) = 7.66$, $p = .001$, η2 = .090. Among the active individuals, anticipated negative emotions were greater for participants who began in the action or maintenance stages as compared to the precontemplation, contemplation, or preparation stages, $F(1, 185) = 5.23$, $p = .023$, η2 = .028. In contrast, anticipated positive emotions did not differ by initial stage of behavior change. Conclusion: Anticipated negative emotions may be more important when sustaining a prior behavior than initiating a new behavior. Anticipated positive emotions, on the other hand, appear to motivate goal-directed behavior regardless of the initial stage of change.

E102

SOCIAL DOMINANCE ORIENTATION AND COLLECTIVE ACTION AMONG MEMBERS OF TRADITIONALLY DISADVANTAGED GROUPS *Antoinette H. Semenya, Victoria M. Esses; University of Western Ontario, London, Canada* — Members of advantaged groups, who are high in Social Dominance Orientation, typically work the hardest to maintain society's hierarchy as is (Sidanius & Pratto, 1999). But individuals who are high in Social Dominance Orientation, and members of disadvantaged groups, do not similarly work the hardest to attenuate hierarchy in society (e.g. Overbeck, Jost, Mosso & Flizik, 2004). Do such individuals simply want a group to dominate, but not necessarily their own? Or do they typically eschew hierarchy attenuating

behaviour for other reasons? The present research examined the relation between Social Dominance Orientation and collective action, along with potential mediators of this relation, among members of a traditionally disadvantaged group in society. One hundred female students at the University of Western Ontario completed measures of Social Dominance Orientation, ingroup-relevant beliefs (group identification, ambivalent sexism), hierarchy beliefs (perceived legitimacy, perceived instability,effectiveness of collective action), and willingness to engage in future collective action. Results showed that as women increased in Social Dominance Orientation, they were less willing to engage in collective action behaviour on behalf of women. Mediational analyses revealed that hostile sexism, perceived legitimacy, and beliefs regarding the effectiveness of collective action accounted for the negative relation. The implications of these findings for understanding responses to disadvantaged status, and the meaning of Social Dominance Orientation for disadvantaged groups in society are discussed.

E103

A LONGITUDINAL INVESTIGATION OF SOCIAL JUSTICE, THREAT, AND IDENTIFICATION PROCESSES AMONG LOW AND HIGH STATUS GROUPS UNDERGOING AN INTERGROUP MERGER *Catherine Amiot, Deborah Terry; University of Queensland* – Using an intergroup perspective, this longitudinal study (N = 215) examined the adjustment patterns of employees from low vs. high status premerger organizations. The first questionnaire was distributed 3 months after the implementation of the merger, whereas the second questionnaire was completed 2 years later. As predicted, low status group members perceived the merger to be implemented in a less equitable manner at the start of the merger, and reported a decreased adjustment to the merger over time. High status group members presented increased adjustment over time, lower ingroup bias, and a stronger identification with the new merged organization. Tests of invariance using EQS confirmed that perceptions of equity were more crucial in predicting low status group members' adjustment throughout the merger. Furthermore, tests of indirect effects confirmed the mediating role of both perceptions of threat and common ingroup identification in the associations between equity and adjustment. With its longitudinal design, this study replicates and extends past results by revealing the specific pathways of adjustment experienced by low vs. high status groups involved in an intergroup merger. Results are discussed in light of social justice models (Skitka, 2003; Tyler, 1994), social identity theory (Tajfel & Turner, 1986), and hierarchical models of social identification (Gaertner et al., 1993; Hornsey & Hogg, 2000).

E104

EFFECTS OF DECISION RULES AND PERSPECTIVE-TAKING IN GROUP ULTIMATUM BARGAINING *Mitsuteru Fukuno; Hokkai Gakuen University* – This study examines how differences in decision rules and perspective-taking influence bargaining behavior in the multiparty ultimatum game developed by Messick et al. (1997). In this game, an allocator offers some portion of resources and a committee of 5 recipients indicates a minimally acceptable offer (MAO). 452 Japanese undergraduate students played a standard 2-person ultimatum game with 1,000 Japanese yen (individual decision conditions) or a multiparty ultimatum game with 3,000 Japanese yen. In the multiparty game participants were told that their offer would be accepted by the group if the offer was equal to or lower than the MAO of more than three members among the 5 recipients (majority rule conditions) or of all 5 recipients (unanimity rule conditions). Furthermore, half of the participants played only the recipient role (low perspective-taking conditions) while the other half played both allocator and recipient sequentially (high perspective-taking conditions). As expected, allocators' offer sizes under individual conditions were greater than with both majority and unanimity conditions, and offer sizes under majority conditions were greater than those under unanimity conditions. The recipient's MAO was significantly affected by the interaction of decision rules and gender. Male recipients tended to have a higher MAO under majority conditions than under individual and unanimity conditions. Conversely, female recipients tended to have a higher MAO under unanimity conditions than with majority conditions, though the difference was insignificant. Under majority conditions too, with females the MAO was higher than with individual conditions and the difference here also was insignificant.

E105

RACISM AND RESOURCES: SOCIAL DOMINANCE ORIENTATION AND HIV/AIDS-RELATED RESOURCE ALLOCATION TOWARD THE AFRICAN AMERICAN COMMUNITY *Kelly Turner; University of California, Los Angeles* – In the U.S., African Americans fare worse than other racial groups at each level of the HIV/AIDS epidemic – including contraction, quality of treatment, and fatality (Centers for Disease Control, 2002; King, et al., 2004). Considered a driving force in the HIV/AIDS epidemic, AIDS-related stigma is characterized as a social process legitimizing negative attitudes and oppression toward the groups most at risk for contracting the disease (Herek, 1994; Parker & Aggelton, 2003). The present study employed Social Dominance Orientation (SDO; Pratto, et al., 1994), an individual's preference for hierarchy between social groups, to experimentally examine the relationship between AIDS-related stigma, anti-Black sentiment, and group-based dominance. In a between-subjects design, 61 participants responded to a mock press release describing a fictitious regional HIV outbreak in either a Black or a White community. As predicted, participants low in SDO perceived the problem as more severe and more deserving of Congressional intervention than did participants high in SDO, regardless of target population race. Participants low in SDO considered the problem more severe in the Black target population than in the White population, whereas participants high in SDO regarded the crisis as less severe in both target populations. Religiosity and political party affiliation did not predict perceptions of severity of the HIV outbreak. Results are discussed with respect to SDO and occupational preference, resource allocation on the national level, and implications for advocacy and intervention.

E106

PATTERNS OF INDIVIDUALISM AND COLLECTIVISM ACROSS EUROPE *Markus Kemmelmeier, Irem Uz; University of Nevada, Reno* – Europe is a diverse continent that nevertheless shares a joint history. In light of the increasing economic and political integration of European societies, we propose a new index of country-level individualism-collectivism for Europe, similar to the one proposed by Vandello and Cohen (1999) for the United States. Other than Hofstede's (1980) individualism measure, our index is based on macro-level indicators regarding living conditions in over 40 European countries. Our index is validated using known correlates of individualism-collectivism and it compares favorably to other available measures of individualism. Additional research demonstrates the usefulness of this index in understanding cross-cultural variation of various social phenomena across Europe. We discuss what aspects of culture can and cannot be captured with society-level indices of individualism and collectivism.

E107

MOOD AND RECALL OF AUTOBIOGRAPHICAL MEMORY: THE EFFECT OF STRUCTURE OF SELF-KNOWLEDGE. *Michiko Sakaki; University of Tokyo* – Mood state facilitates recall of affectively congruent memories (i.e., mood-congruent recall), but also promotes persons' motivation to alleviate their affective state, leading to retrieval of affectively incongruent memories (i.e. mood-incongruent recall). The present study aimed to demonstrate that the structure of self-knowledge is an important factor for discriminating between the occurrence of mood-congruent recall and mood-incongruent recall. In Study 1, sixty participants were induced either neutral or negative mood, and asked to recall as many positive experiences as they could from either self-aspect relevant to the

elicitor of moods (i.e., related self-aspect) or self-aspect irrelevant to the elicitor of moods (i.e., unrelated self-aspect). The results indicated that when participants recalled memories from the related self-aspect, they recalled less positive memories in negative moods than in neutral moods (i.e., mood-congruent recall), while when they recalled memories from the unrelated self-aspect, they recalled more positive memories in negative moods than in neutral moods (i.e., mood-incongruent recall). In addition, it was found that the more positive memories participants recalled, the more positive they felt after recall. In Study 2 (N = 79), the findings of Study 1 were replicated using a different memory task, in which recalled memories were not limited to positive memories. These results suggest that the nature of the self-aspect from which persons recall their experiences determines whether mood-congruent or mood-incongruent recall occurs.

E108

WHEN ARE MALE AND FEMALE PERPETRATORS OF CRIME TREATED DIFFERENTLY? A SHIFTING STANDARDS APPROACH *Julie Yeterian, Robert Dion, Laurie Lau, Thomas Ober, Michael Sargent; Bates College* – As predicted by the shifting standards model, past work indicates that some stereotyping effects are greater on objective rating scales than on subjective scales. For example, Biernat and Manis (1994) found that participants who rated the quality of an essay on a stereotypically feminine topic (e.g., trends in eye makeup) judged it as better when its author was female than when the author was male—if the rating was on an objective scale (e.g., letter grade). On subjective scales (e.g., ratings on a 9-point scale, ranging from excellent to terrible), no effect of author sex emerged. The shifting standards model assumes that subjective scales encourage the use of different evaluative standards for members of groups stereotyped as differing on relevant attributes. So, for example, the same essay on makeup might be judged as "good" for a woman—when compared to the average woman—but "very good" for a man—when compared to the average man. The present study extended the shifting standards model to a legal context. Participants (N = 103) read a scenario in which a male or female perpetrator committed a stereotypically male crime (armed robbery). Half the participants provided ratings on an objective scale (recommended time in jail); half provided subjective ratings (e.g., "level of blameworthiness of the crime"). A perpetrator sex by rating scale type interaction emerged. On the objective scale, a marginal tendency to sentence the male more severely than the female emerged. A significant effect in the opposite direction occurred on the subjective scales.

E109

EMOTIONAL REACTIONS TOWARD OTHER'S NEGATIVE SITUATIONS: THE ROLE OF RESPONSIBILITY ATTRIBUTION *Nobuhiro Mitani, Kaori Karasawa; Nagoya University* – We experience emotions by observing others in a predicament. According to attributional theories of emotion, perceived responsibility determines the nature of experienced emotion. More specifically, we experience anger toward the person who is responsible for the event whereas experience pity for the person who is not responsible. In addition, the responsibility attribution is also inferred from the emotion the person expresses. That is, those who observe a person expressing guilt would infer that the person considers oneself as responsible, whereas those who observe a person expressing anger infer that the person does not take the responsibility. These two inferences concerning responsibility are considered to influence emotional experience. Furthermore, emotion is considered to be not only toward the person who expresses emotion but also toward the target of the other's emotional reaction. To test the validity of these arguments, participants' emotional experiences toward a hypothetical situation were examined. The scenario described a college student who couldn't prepare for the exam because he had watched TV that was taught by his friend (protagonist-responsibility), or because his friend who lives next door shouted aloud with someone (target-responsibility). Furthermore, the emotion expressed by the protagonist was manipulated as either guilt or anger. Results indicated that the protagonist's anger in the protagonist-responsibility condition increased anger toward the protagonist and pity for the target, whereas guilt in target-responsibility condition increased anger toward target and pity for protagonist. These results indicate the need to consider these inferences concerning responsibility in discussing emotions toward other in a predicament.

E110

THE ROLE OF RACE AND AFFECT IN FACIAL PERCEPTION *Larissa Schyrokyj, Keith Maddox; Tufts University* – Automatic evaluations of facial primes suggest that responses to facial features and affect play a role in our categorization process. Hugenberg & Bodenhausen, 2003 demonstrated that when participants viewed identical facial expressions of Blacks and Whites that changed from hostile to positive expressions, White participants were likely to view the hostility to linger longer in black faces. When shown a hostile racially ambiguous face, Whites were more likely to identify it as Black. Hostile Black faces were perceived as more hostile than White faces, which is consistent with the stereotype of African Americans as aggressive (Devine, 1989). This suggests that emotional perception can be resolved to stable aspects of a target's identity. This experiment explores how variation in affect and race influences participants' implicit evaluations of facial primes. Participants viewed Black and White facial primes that were hostile, friendly, or neutral. Following each prime, participants made friendly/hostile judgments of the facial primes. A main effect of race occurred, F (1, 11), p= .056. Participants were most accurate for friendly white faces (94.7%) and least accurate for friendly black faces (76.3%), suggesting that accuracy in facial perception is highest when our stereotypes are confirmed. Participants displayed greater facilitation to white faces, taking longer to categorize black faces (Ms 654.44 vs. 530.56). Participants also showed a preference for faces that were congruent with the stereotyped affect, F (1,6), p=.002. This research reinforces a familiarity effect in facial perception and suggests that both affect and race have an influence in assessing implicit associations.

E111

CAN MERE ACCEPTANCE EFFECTS INFLUENCE RESPONSES ON A RACIAL IMPLICIT ASSOCIATION TEST? *Michael Sargent[1], Todd Kahan[1], Chris Mitchell[2]; [1]Bates College, [2]University of New South Wales, Australia* – The Implicit Association Test (IAT) is designed to measure the strength of mental association between each of a pair of categories (e.g., Black vs. White) and each of a pair of related attributes (e.g., negative vs. positive). Recent work by Mitchell (2004) on "mere acceptance effects" shows that, if one of the categories is the focus of attention more so than the other, then an apparent preference for the focal category can emerge on the IAT, even when no such preference actually exists. Mitchell has suggested that such mere acceptance effects could influence responding on names-based racial IATs, perhaps leading to an exaggeration of anti-Black/pro-White bias. Whether such IATs can be influenced by mere acceptance effects is unknown, though. By manipulating whether "Black" or "White" was the focal category on a names-based racial IAT, the present study addressed this very issue. Each member of a sample of 66 White college students completed two IATs. One IAT was designed to make the category "White" focal, in part by employing the labels "White" and "Not White" (rather than the typical "White" and "Black"). The other IAT was designed to make the category "Black" focal, in part by using the labels "Black" and "Not Black." The typical "pro-White" IAT effect emerged on both IATs, but it was smaller on the Black-focal IAT than on the White-focal IAT. These results are consistent with the operation of mere acceptance effects, but not effects large enough to fully explain the appearance of bias on the IAT.

E112

DO YOU SEE WHAT I SEE? ACTION IDENTIFICATION AND VISUAL PERSPECTIVE *Eric M. Shaeffer, Lisa K. Libby; The Ohio State University* – Individuals can construe actions (e.g., voting) concretely (e.g., marking a ballot) or abstractly (e.g., influencing the election) (e.g., Vallacher & Wegner, 1985). Concrete construals describe how one goes about doing an action, whereas abstract construals describe the consequences or motivations for doing so. Previous research has shown a bidirectional causal relationship between the visual perspective people use to imagine themselves doing an action and the level at which that action is construed: Construing an action concretely is linked with imagining it from the first-person perspective (looking through one's own eyes); construing an action abstractly is linked with imagining it from the third-person perspective (an observer's viewpoint) (Libby, 2003). The present studies conceptually replicate this pattern, but with photographs instead of self-generated mental imagery. In Study 1, participants saw photographs depicting actions from either a first-person or a third-person point of view. Each photograph was accompanied by a concrete and an abstract description; participants chose which one best described the action in the photograph. Abstract descriptions were chosen more often when photographs depicted actions from the third-person perspective. Study 2 used the same photographs and action descriptions, but this time manipulated which action descriptions participants received — concrete or abstract. Participants chose whether a first-person or a third-person photograph better depicted each description they received. Third-person photographs were chosen more often when action descriptions were abstract. These results provide converging evidence for past work on perspective in mental imagery, and have implications for everyday social judgments and persuasive messages containing photographic images.

E113

PSYCHOLOGICAL DISTANCE EFFECTS ON MORAL JUDGMENT *Tal Eyal[1], Nira Liberman[1], Yaacov Trope[2]; [1]Tel Aviv University, [2]New York University* – It has been recently suggested by morality researchers that when making moral judgments, people rely on simple, generalized intuitive rules (e.g., incest taboo) and fail to think of concrete situations that might break these rules. Based on construal level theory (CLT, Trope & Liberman, 2003), which proposes that psychological distance enhances the tendency to use abstract, high level constructs, we predicted that this tendency would be more pronounced for distal situations than for proximal situations. To test our prediction, participants read about morally offensive actions (e.g., having sex with a family member) that had no harmful consequences (e.g., both parties did not regret the act, they used contraceptives). Results indicated that, consistent with the predictions of CLT, moral transgressions were judged more severely when they were imagined in the distant future than in the near future (Study 1) and when they were imagined from a third person perspective than from one's own perspective (Study 2). We suggest that this might be because high level, general moral rules better apply to psychologically distal situations, either in time or in social distance. Whereas distal transgressions are judged according to the abstract moral principle, proximal transgressions are construed in low level contextual terms that bring into consideration specific extenuating circumstances, and thus elicit less radical moral judgments.

E114

DOES THE GNAT INCONGRUENT TRIAL MAKE COGNITIVE CONFLICT? BRAIN ACTIVITIES DURING GO/NO-GO ASSOCIATION TASK *Koichi Hioki[1], Seiji Nakagawa[2,3], Hiroshi Watanabe[2,3], Hiroyuki Umemura[2,3], Katsunori Matsuoka[2,3], Minoru, Karasawa[1]; [1]Kobe University, [2]Institute for Human Science and Biomedical Engineering, [3]National Institute of Advanced Industrial Science and Technology (AIST)* – The aim of this research was to examine brain activities with magnetoencephalography (MEG) during the Go/No-Go Association Task (GNAT). The GNAT is considered to be a tool that measures the strength of the implicit association between a concept and an attribute category. Reaction time in a GNAT incongruent trial (e.g., discriminating Bug and Good from distracters) is longer than in a congruent trial (discriminating Bug and Bad) and such time lag is regarded as an index of cognitive distance between a concept and an attribute. However, it remains an unsettled question of whether the time lag "truly" reflects cognitive distance. We hypothesized that if there are cognitive distance between a concept and an attribute, trials would induce cognitive conflict state which would in turn activate the anterior cingulate cortex (ACC). Our previous study, using event related potentials, showed that the frontal N200 was observed in only incongruent trials. In the current study we investigated the spatial position of such phenomena by having 6 Japanese university students perform the GNAT with MEG recording. Analysis of reaction time showed that incongruent trials took longer than congruent trials. Furthermore, the MEG data revealed brain activities over midline central scalp regions (above ACC) in only incongruent trials. These activities clearly occurred at about 350 ms after the stimulus appeared (i.e., about 300 ms before the response). In conclusion, our data suggest that incongruent GNAT trials induce cognitive conflict and that the time lag is caused by cognitive conflict during stimulus judgment.

E115

THE RELATIONSHIP BETWEEN SELF-EFFICACY AND OTHER PSYCHOLOGICAL FACTORS AMONG ATHLETES FROM FOUR DIFFERENT TEAM SPORTS. *Peary Brug[1], Alasdair Robertson[1,2]; [1]St. Mary's College, UK, [2]University of Surrey, UK* – One of the key psychological factors identified in sport performance is self-confidence (Spink, 1990; Thelwell & Holman, 2000; Vealey, Hayashi, Garner-Holman & Giacobbi, 1998), which with regards to sports is often discussed in terms of self-efficacy (Bandura, 1986). The current study sought to better understand the individual (e.g., self-esteem) and group (e.g., team cohesion) factors associated with self-efficacy and how the relevance of these factors might vary based on the nature of the team (i.e., coactive or interactive). Using a questionnaire, data was collected from 52 athletes representing four collegiate level sports teams: soccer, rugby, cricket and cross-country. Results revealed significant correlations between self-efficacy and several factors, including self-esteem, skill level and "time spent training". In addition, regression analysis showed that skill level was the best predictor of self-efficacy among the athletes. Contrary to research by Zeng (2003), ANOVA comparing teams showed no significant difference with regard to self-efficacy. However, differences between the teams were found with regards to the best predictors of self-efficacy. Split-group regressions showed, for example, that self-esteem was a strong predictor of self-efficacy for soccer players but not for runners. Results highlight that athletes, with regards to self-efficacy, may benefit differently from the group environment based on the dynamics of the specific team (i.e., coactive or interactive). These findings also provide further support for the use and continued development of psychometric tools to measure the psychological components (e.g., cognitive or behavioural) that may contribute to the performance and possible success of competitive athletes.

E116

DISTINGUISHING STRATEGY AND GOAL: HOW STRATEGY MODERATES THE RELATIONSHIP BETWEEN PERFORMANCE-GOALS AND ACTUAL PERFORMANCE. *Lennart Renkema, Nico Van Yperen, Diederik Stapel; University of Groningen* – Several cross sectional and longitudinal field studies suggest that performance-approach goals can have a positive effect on performance and performance-avoidance goals have a null or negative effect on performance. The purpose of our research is to replicate the suggested effects of both performance goals in an experimental study. Additionally we want to propose an important moderating variable under which these effects can be reversed. First of all, we argue and demonstrate that performance-approach goals have a positive effect on performance and that performance-avoidance goals

have a negative or null effect on performance. Secondly we tested conditions under which these effects can be reversed. In order to do so, we ague that it is important to distinguish between the goals per se and the strategy to reach those goals. The performance goal is the desired end-state, you can reach this goal by using different strategies. We hypothesized that a "fit" between strategy (how) and goal (what) has a positive effect on performance. More precisely, a performance-avoidance goal combined with a prevention (avoiding mistakes) strategy should have a positive effect on performance. On the other hand, we predicted that the positive effect of a performance-approach goal disappears when using a prevention strategy (non-fit between goal and strategy). Both strategy and goal were manipulated in the instruction of the task (anagram task). The number of solved anagrams was the performance measure. The results support our hypotheses.

E117

CULTURAL DIFFERENCES IN AFFECT VALUATION AMONG PRESCHOOL CHILDREN *Jennifer Louie[1], Eva Chen[1], Jeanne Tsai[1], Yukiko Uchida[2]; [1]Stanford University, [2]Koshien University* – Previous findings suggest that while European American and Chinese American adults value excitement states more than Hong Kong Chinese, Chinese Americans and Hong Kong Chinese adults value calm states more than European Americans. In the present work, we examined whether these cultural differences in affect valuation generalized to preschool children and could be found in children's storybooks. In Study 1, 38 European American (EA), 44 Asian American (AA), and 38 Taiwanese Chinese (TC) children were presented with a calm and exciting smile and asked which they preferred. They were then told a story that contained characters who preferred either calm or exciting activities and asked which character they were more like. As predicted, EA children preferred the excited (relative to calm) smile and reported being more like the excited (relative to the calm) character significantly more than did TC, with AA falling in between the two groups. In Study 2, we examined whether the ten best-selling storybooks in the United States and Taiwan differed in the presence of exciting and calm smiles and activities. Smiles were coded based on a system developed from the Facial Action Coding system, and activities were coded as low, moderate, or high arousal. As predicted, American storybooks contained significantly more exciting smiles and significantly fewer low arousal activities than Taiwanese storybooks. Together, these findings suggest that cultural differences in affect valuation can be found in preschool children and that they may be taught and/or reinforced through exposure to children's storybooks.

E118

COGNITIVE AND NEUROCORTICAL CORRELATES OF SPIDER FEAR REGULATION BY IMPLEMENTATION INTENTIONS *Inge Schweiger Gallo[1], Andreas Keil[1], Brigitte Rockstroh[1], Peter M. Gollwitzer[2,1]; [1]University of Konstanz, [2]New York University* – Effective emotion control is important if one wants to get smoothly through quotidian life. As implementation intentions have been shown to be effective in the control of disgust and fear, the present studies aimed to assess (a) whether the modulation of high spider fear by implementation intentions taxes a person's cognitive resources, and (b) the electro-physiological correlates of such emotion control by implementation intentions. In Study 1, participants with an intense fear of spiders rated the valence, arousal, and dominance of spider, pleasant, and neutral pictures. Participants were assigned to one of six self-regulation groups: mere goal intention under either high or low cognitive load; goal intention plus implementation intention under either high or low cognitive load, and no-self-regulation goal control group under either high or low cognitive load. The implementation intention group reported reduced negative emotional responses to the spider pictures as compared to mere goal intention participants and control participants. Moreover, this effect held true even when the pictures were evaluated under high cognitive load. In Study 2, we analyzed the control of spider fear by implementation intentions by obtaining both self-reports as well as electrocortical correlates. We found a differential ERP activity in response to the spider slides in terms of a smaller P1 only in implementation intention participants, indicating that implementation intentions produce their effects through cortical control that sets in very early in stimulus processing. Implications for research on the self-regulation of emotions will be discussed, and clinical interventions using implementation intentions will be suggested.

E119

THE IMPACT OF MOOD ON IMPRESSION FORMATION WITH TIME LAPSE *Masayo Noda, Toshikazu Yoshida; Nagoya University* – This study investigated how lapse in time may change the impression of a person formed under certain mood conditions. An experiment was conducted on 87 participants, who were assigned to either positive or negative mood conditions. Participants were shown a film in which a person talked about her life style. Her job category was presented first, and category-consistent or -inconsistent information about her behavior was randomly presented. Participants were asked to rate this person's impression and recall her behavior immediately after the film, and again three days later. The results showed that stereotypical impression regarding job category was partially confirmed in the positive mood condition, while no such impression was seen in negative mood. These results imply that people are likely to re-judge the stimulus person after a time lapse by using their pre-judgment, rather than their memory as reference. On a recall test three days later, job category-consistent information was much better recalled than -inconsistent under positive mood condition. In contrast, job category stereotypes were partially seen under positive mood, immediately after the experiment. Also, the impression after the time lapse showed stereotypes only partially formed in positive mood. Because participants were asked to judge the stimulus person twice, they may have had a tendency to rely on their pre-judgment, more than their memory. Further studies will be necessary to elaborate on how stereotypic impression is retained in various affective states.

E120

REEXAMINING THE EFFECTS OF SELF-PRESENTATION ABOUT ONE'S ABILITY ON AUDIENCES' EVALUATION OF PRESENTERS' INTERPERSONAL ATTRACTION *Ken Inadomi, Hiroyuki Yamaguchi; Kyushu University* – The purpose of the present study was to examine the effects of self-presentation about one's ability on audiences' evaluation of self-presenter's interpersonal attraction. The self-presentations were continuously manipulated from extreme self-deprecating to extreme self-enhancing. And situations of interaction were arranged with two conditions; laboratory setting and job interview. 698 Japanese participants were asked to read one of the eighteen scenarios where the self-presenter claimed his/her score of a fictitious test. In the scenarios, the self-presenter's score was manipulated with 9 conditions (30, 35, 40, 45, 50, 55, 60, 65, or 70) which were combined with two situations (laboratory setting and job interview). In all conditions, participants were told that the average score of this test was 50. After reading the scenario, the participants were asked to evaluate the interpersonal attraction of the self-presenter. The results showed that, in the laboratory setting, the moderately self-deprecating presenter who claimed 45 score was evaluated as most favorable. Furthermore, as the distance between 45 and the self-presenter's score became larger, the evaluation of the self-presenter became less favorable. On the other hand, in the job interview, the moderately self-enhancing presenter who claimed 55 score was evaluated most favorably. Moreover, as the distance between 55 and the self-presenter's score became larger, the evaluation of the self-presenter became less favorable. These findings indicated that the adequacy of self-presentation is dependent on the situation of interaction. In addition, the current study demonstrated that the adequacy has a strong effect on interpersonal attraction of the self-presenter.

E121

THE EFFECT OF GOAL FRAMING ON TWO DIMENSIONS OF AROUSALS AND BEHAVIORAL INCLEMENT. *Hiroki Takehashi, Kaori Karasawa; Nagoya University* — While previous studies of regulatory focus theory (Higgins, 1998) have found several effects of goal framing on behavioral inclement, few studies have revealed the mediators between goal framing and behavioral inclement. This study focused on two dimensions of arousals, energetic and tense arousals (Hatayama, Antonides, Matsuoka, Maruyama, 1994) as mediators, and examined the effects of goal framing on these two types of arousals and behavioral inclement. One hundred and thirty participants were presented with the imaginary situation of goal attainment, which was framed with either promotion focus or prevention focus. Then, they were asked to indicate the level of their arousal and the preferences of starategies for goal attainment on three dimensions (approach vs. avoidance; action vs. inaction; quantity vs. quality) in the situation. The results indicated that the participants with prevention focus estimated tense arousal higher than energetic arousal whereas the participants with promotion focus did not show such tendency. Moreover, goal framing influenced only on the preference on the approach-avoidance dimension; the participants with promotion focus preferred for approach more than the participants with prevention focus. However, this effect disappeared when arousals were entered as covariance in the analysis. Finally, energetic arousal was correlated with the preferences for approach, action, and quantity whereas tense arousal was correlated with the preferences for avoidance, inaction, and quality. These results suggested a possibility that goal framing influenced the dimension of arousals, which then evoke a particular strategy for goal attainment. The discussion considered the relationship between goal framing and self-regulation.

E122

SINGLE AND DUAL-STEREOTYPE THREAT EFFECTS ON PREDICTED MATH PERFORMANCE *Richard J. Crisp, Mein-Woei Suen; University of Birmingham, UK* — Many actual math tests (i.e., SAT or GRE) reveal that White females tend to underperform compared to males or Asians. Besides physiological or education perspectives, Steele & Aronson (1995) offered a psychological perspective, termed the "Stereotype threat effect, STE", to interpret those phenomenon. In addition, mostly individuals hold more than two math single-stereotypes, for example, White females typically expect their math abilities to be not as good as Asians (because of Ethnicity-based stereotype) or males (because of Gender-based stereotype). So, considering the interactive effects of multiple math stereotypes (i.e. Dual-stereotype) this will be an interesting and necessary issue rather than just using a single stereotype. For example, Gonzales, Blanton, & Williams (2004) found a "Double-minority effect" when activating ethnicity or gender of White females before they took an actual math test. We carried out an experiment (with four participant groups; i.e. White females, Asian males, White males, and Asian females) using predicted math performance by the tests of ANCOVAs (with previous math score as covariate) and found (1) as with previous actual math results, either ethnicity-based or gender-based single-stereotype effects (i.e. threat effect and enhanced/inflated performance effects) were observed, (2) dual-stereotype effects and double stereotype effects were observed, and (3) ethnicity-based stereotype threat effects were more apparent than gender-based effects.

E123

"FAILURE AS AN ASSET" – WHEN MEMBERS OF A HIGH-STATUS GROUP PROFIT FROM FAILURE *Dagmar Stahlberg, Marc-André Reinhard, Matthias Messner; University of Mannheim* — People strive for success and success is basically evaluated positively. However, we assume that there exist certain conditions in which failure might actually become an asset. More specifically we argue that failure in a specific task will be positively evaluated if a high-status group (e.g., men) lacks this ability relative to a low-status group (e.g., women) and the person who failed is a member of this high-status group. In this case the failure will indicate that the person ressembles the prototype of the high-status group. Three experiments are presented that confirm the basic hypothesis that people will attribute high occupational success to a high-status stimulus person who allegedly scored poorly on a certain achievement test when at the same time members of the high-status group in general scored poorly. Furthermore empirical evidence is presented that this "failure-as-an-asset" effect is mediated by the attribution of high ingroup prototypicality to the high-status target who failed when in general his ingroup also failed. Experiment 1 supports this hypothesis for male and female targets, experiment 2 for targets that either study business administration (high status) and or teaching profession (low status). Experiment 3 tested the same hypothesis with weaknesses reported in a job interview (pre-tested to be completely irrelevant to the job at hand). Male interviewees with a weakness in a feminine dimension were rated as more competent than those with a feminine strength whereas the opposite was true for a gender-neutral weakness.

E124

STEREOTYPE THREAT EFFECTS: TARGET OF COMPARISON ON ACTUAL MATH PERFORMANCE *Mein-Woei Suen, Richard J. Crisp; University of Birmingham, UK* — Steele & Aronson (1995) offered a psychological perspective, termed the "Stereotype threat effect, STE", in order to interpret the apparent phenomenon of gender gap and ethnic gap on actual math performance (i.e., SAT or GRE). From a review of the literature, Keller (2002) concluded that the STE is most likely revealed with more difficult tests. In other words, when math abilities of participants were push to the limitation, the STE was found easily. In addition, mostly individuals hold more than two math single-stereotypes, for example, White females typically expect their math abilities to be not as good as Asians (because of Ethnicity-based stereotype) or males (because of Gender-based stereotype). So, considering the interactive effects of multiple math stereotypes (i.e. Dual-stereotype) this will be an interesting and necessary issue rather than just using a single stereotype. Thus, we carried out two experiment. First experiment (with White female and Asian females) showed (1) STE did be found on actual math task in our study, (2) the devise difficulties of math question indeed evoked different STE. For example, STE was easily found in middle difficulty condition but not on easy or hard difficulty condition, (3) the responses between sham control condition (comparing to others) and control condition (without mentioning comparison) had no significant difference. Furthermore, in our second experiment (with White males and Asian males), only by middle difficulty of math question, we found the interesting interaction effect of two stereotype, but surprisely did not found the enhanced/inflate effect in Asian male group.

E125

A SOCIAL PSYCHOLOGICAL APPROACH OF CARE GIVING TO PALLIATIVE ONCOLOGICAL PATIENTS *Suzanne Pietersma[1], Bram P. Buunk[1], Gertruud van der Werff[2], Fons C. M. van den Bergh[2,3]; [1]University of Groningen, The Netherlands, [2]Martini Hospital, Groningen, The Netherlands, [3]University Medical Center Groningen, The Netherlands* — Whereas the Theory of planned Behavior (TpB) has mainly been used to assess the potential causes of specific, isolated behaviors, the present study employed the TpB to analyze a complex set of behaviors, i.e. the behaviors that were directly relevant for optimal adequate palliative care for incurably ill patients. In a sample of physicians and nurses in the Martini Hospital Groningen in the Netherlands (n=151), variables based on the TpB were assessed with respect to four behaviors: asking advice from a palliative team; attending a palliative team consultation; breaking bad news to patients; and communicating with patients about palliative care. In addition to the mapping of beliefs based on the TpB, also the perceived knowledge with respect to these behaviors was assessed. The beliefs incorporated in a self-report questionnaire were based on interviews with physicians and nurses. The results showed that the intention to perform

each of the four behaviors can be predicted by a combination of attitude, social norm, perceived barriers and knowledge (average explained variance 39%). One finding, which could only surface due to the integrated approach, concerns the social norm: for both physicians and nurses especially the normative expectations that nurses were thought to have predicted the intention to perform all four behaviors. Thus, nurses seem central in shaping the professional culture of palliative care. Moreover, for each of the behaviors, specific beliefs were identified that provided direct clues to interventions. Concluding, the TpB can be useful in analyzing and handling complex problems.

E126

EFFECT OF CONTEXTUAL CONDITION ON THE RELATIONSHIP BETWEEN GOAL ORIENTATIONS AND TASK STRATEGIES *Fumiko Fujise, Hisataka Furukawa; Kyushu University in Japan* – Goal orientations are the framework for individual interpretation and reaction to events or outcomes (Elliott & Dweck, 1988). Two types of goal orientations are posited: performance goal focused on demonstration of competence, and learning goal focused on the development of competence and task mastery. Recently, it has been pointed out that the relationship between learning goal and effective task strategies is engaged in successful task achievement. To lead stable task achievement, however, it is also important to sustain the relationship in any contextual condition.We examined the stability of the relationship between goal orientations and task strategy by manipulation of time pressure as to contextual condition.Data for the study were collected from 351 undergraduate students through a self-report questionnaire with either of the two scenarios which were described differently on the levels of time pressure. These data were analyzed by using path analysis for each level of time pressure. Results showed that performance goal was mediated by achievement anxiety and the effect on rote strategy. And learning goal was mediated by achievement effort and had the effect on planning strategy and organizational strategies. Further performance goal and learning goal were influenced by time pressure differently. That is, the paths associated with performance goal were influenced by time pressure, while the paths associated with learning goal were stable. It was concluded that learning goal sustains the relationship with successful task strategies even if contextual condition is worse.

E127

CAN'T FOCUS ON EVEN A SINGLE CIRCLE? CULTURAL VARIATION IN ATTENTIONAL REGULATION BETWEEN JAPANESE AND WESTERNERS. *Takahiko Masuda[1,2], Mikako Akase[2], Mark Radford[2]; [1]University of Alberta, [2]Hokkaido University* – Recent cross-cultural research suggests that East Asians are more likely than their Western counterparts to be sensitive to contextual information. These findings, however, have been vulnerable to the criticism that complex stimuli composed of social factors and language-based measurements remain open to misinterpretation by participants. To evaluate this possibility, we designed a more controlled cultural experiment with a clear instruction and simple stimuli. In the current research, we simply presented a blinking circle that was situated at the center of a computer screen for 30 sec. Participants were alternately engaged in two different tasks: 1) A single target circle, and 2) a target circle with four surrounding circles. In either case, they were simply asked to focus ONLY on the target circle while ignoring the surrounding information. The findings suggest that, even though the Japanese attempted to focus on the center circle, they failed to do so, and therefore their number of fixations and the average distance from the center to each fixation point, was significantly larger than those of Westerners. Finally, this effect was stronger in the four surrounding circles condition surrounded the target circle compared to the single circle condition. Based on these findings, we maintain that behavior differs not only because people tend to comply with cultural norms, but also because ability itself is partially shaped by cultural.

E128

NEUROTICISM: LESS THAN IDEAL? *Louise Wasylkiw[1], Leandre Fabrigar[2], Christina Steen[1]; [1]Mount Allison University, [2]Queen's University* – The personality dimension of Neuroticism characterizes emotionality and is useful to describe people. However, there has been little exploration of the cognitive structures underlying differences in neuroticism. One theory that may contribute towards a better understanding of neuroticism is self-discrepancy theory (E. T. Higgins, 1987). Self-discrepancy theory posits that inconsistency among our beliefs and self-perceptions leads to predictable emotional consequences. Two studies examined the relationship between neuroticism and self-discrepancies. In Study 1, semi-structured questions assessed the self-perceptions of people differing on neuroticism. Results showed that high neurotics (N = 30), compared to low neurotics (N = 24), were more likely to have discrepancies between their actual selves and four self-guides: own-ideal, own-ought, other-ideal, and other-ought, $p < .05$. In a sample of undergraduates (N = 87), Study 2 confirmed that increased neuroticism is associated with increased magnitude of self-discrepancy scores. Increased neuroticism scores were also associated with a greater likelihood of thinking about one's self-guides. Further examination of the relationship between neuroticism and self-discrepancies showed that the composite index of neuroticism was a better predictor of self-discrepancies than specific traits comprising neuroticism including: anxiety, anger-hostility, depression, self-consciousness, impulsivity, and vulnerability. Implications of these findings for understanding how people who differ on neuroticism process self information are discussed.

E129

CHOICE AND POSITIVE AFFECT: MORE IS SOMETIMES, BUT NOT ALWAYS BETTER *John J. Seta[1], Ashleigh Haire[1], Catherine E. Seta[2]; [1]University of North Carolina Greensboro, [2]Wake Forest University* – One stalwart assumption from economic and behavioral approaches is that the addition of a positively-valenced stimulus to an already positive context should increase preference for that outcome. More is not always better, however, from the Averaging Summation (AS) model (Seta et al., 1989). Past research has shown that individuals are sensitive to both averaging and summation tendencies when integrating negative events (Seta et al., 2002). The current research sought to extend the AS model to positive events, exploring the possibility that more is not always better. Adding a positively-valenced stimulus to an already positive context should decrease positivity; the addition of several positive outcomes should increase it. Study 1 manipulated the number and magnitude of positive evaluations with 3 levels of between-subjects factors: 1 highly-positive, 1 highly-positive + 1 mildly-positive, 1 highly-positive + 3 mildly-positive. An ANOVA revealed a significant condition main effect, $F(2, 118)=8.0$, $p<.001$. As predicted, participants in the 1 highly + 1 mildly-positive condition (M=33.07) reported less positivity than those in the 1 highly-positive condition (M=45.5) $F(1, 118)=4.92$, $p<.05$ (averaging effect); participants in the 1 highly + 3 mildly-positive condition reported more positivity (M=55.43) than those in the 1 highly-positive condition (summation effect), $F(1, 118)=3.10$, $p<.10$ ($p<.05$ one-tailed). Using a Chi-Square analysis, Study 2 replicated the counterintuitive averaging effect; participants chose 1 highly-positive event over 1 highly-positive and one mildly-positive one, $X2$ $(n=16)=4.0$, $p<.05$. Both affect and choice measures support the AS model and demonstrate that more is not always better in the context of positive events.

E130

FEAR OF NEGATIVE CONSEQUENCES AND SELF-EVALUATIVE EMOTIONS IN RELATION TO SMOKERS' QUIT ATTEMPTS. *Carla de Groot, Arie Dijkstra; University of Groningen* – Until now the fear of negative consequences of health risk behavior has been viewed as central in the motivation to change that behavior. In this study we propose self-evaluative emotions as a second negative affective state that might motivate change. The question is whether experiencing self-evaluative

emotions predict quitting attempts among smokers better than fear of the negative consequences alone. A total of 432 smokers filled in a questionnaire which assessed their fear of the negative consequences of smoking and how often they felt emotions as shame and regret in relation to their smoking behavior. A follow-up questionnaire measured whether these smokers actually tried to quit smoking. As the regression analyses showed, consistent with our expectations, the stronger smokers experienced negative self-evaluative emotions at T1, the more often they tried to quit smoking, as reported after nine months. These results were even found when controlled for fear of the negative consequences. Also consistent with our expectations was that the fear of the negative consequences at T1 predicted quitting activity at T2. However, after controlling for self-evaluative emotions, fear no longer predicted quitting significantly. Apparently people do not simply change their behavior because they fear the negative consequences. It seems that these negative consequences contribute to the perception of a decreased self-integrity and lowered adequacy of the self, which is experienced as self-evaluative emotions. Thus, only if people evaluate their health risk behavior as discrepant with a perception of themselves as consistent and adaptive, people will eventually change their behavior.

E131

WHEN BEING JUST A LITTLE BIT ETHICAL IS ENOUGH: HOW CREDENTIALING CAN ENABLE FUTURE ETHICAL SHORTCUTS *Jessica Schwartz Cameron, Dale Miller; Stanford University* – Individuals have a number of routes to feeling like ethical people - and consistency of ethical behavior may not be a necessary condition. The present research provides evidence that, on the contrary, performing a single marginally ethical action can license individuals to take subsequent ethical shortcuts. Participants were paid for completing a very dull experimental task, which consisted of reading sections from an advanced textbook in an unfamiliar discipline. The independent variable was whether each participant had the opportunity to return a lost item to a confederate a few minutes into the task. Participants who had the chance to ethically credential themselves in this manner went on to put less effort into the task for which they were being paid. This finding may help explain how people who commit large ethical lapses can still consider themselves to be ethical people, as in the cases of public figures who present ethical images that are sharply at odds with their more private unethical actions.

E132

UNHEALTHY AND HEALTHY AUTOMATICITY: INVESTIGATING THE COGNITIVE PROCESS OF HABIT FORMATION AND HABIT CHANGE *Marit P. Bender[1], Nanne K. de Vries[1], Unna N. Danner[2], University of Utrecht, Henk Aarts[2]; [1]University of Maastricht, [2]University of Utrecht* – Recent developments in social psychology suggest that much of health related behavior is automatically triggered and executed. Interventions on changing (un)healthy behaviors therefore also need to consider automatic and habitual behavior. Theoretical knowledge about the origin of habits is however scarce. We developed a new paradigm to simulate the process of habit formation and change, building on a model of habits as schematic sequences. Participants had the goal to judge stimuli on color and type. The means to fulfill this goal was represented as pressing one of two keys. In half of the trials the stimulus was either blue or a letter; participants had to press either left or right. In another quarter the stimulus was neither a letter nor blue; the correct response was not pressing any key. In the critical quarter of the trials the stimulus was both blue and a letter. Both keys represented correct means and participants had to choose. Results showed that, in accordance with our expectations of habit formation, for those critical trials participants developed a strong preference for one of the two keys during the experiment. Reaction times became faster and fewer mistakes were made. In a second phase we prescribed the choice in the critical trials. Participants made more mistakes and demonstrated slower reaction times when adapting to these new behavior patterns. The utilization of the model and experimental paradigm to study the effects of operant conditioning, awareness and planning on changing unhealthy habits will be discussed.

E133

THE EFFECTS OF EGO DEPLETION ON EASY DECISION MAKING TASKS *Jacquline L. Cottle, Darcy A. Reich; Texas Tech University* – At first glance, prior studies on self-regulation/ego depletion and decision making have found contradictory results when it comes to whether depletion exerts a negative influence on problem solving tasks. For example, Dijksterhuis (2004) found that unconscious choices were better than those that were made more deliberatively. On the other hand, Schmeichel, Vohs and Baumeister (2003) found that ego depletion only negatively impacted tasks which required complex thinking, whereas those requiring simple information processing were unaffected. However, closer examination reveals that these two studies were using different task types and therefore their results indicate that task type may be an important moderator of the effects of ego depletion/self-regulation failure. The current study was done in an effort to more closely examine the effects of depletion on simple information processing. There were two types of problems used to examine the effects of task type: Easy heuristic correct (where the heuristic solution is the correct solution), and easy heuristic incorrect (where reliance on the heuristic solution would lead to an incorrect response). Results indicated that when depleted, participants performed better on problems where heuristics lead them to the correct solution, but seemed unable to see the correct response when heuristics lead them astray. When the heuristic is incorrect, complex thinking is required to find the right answer and depleted participants lacked the resources to do so. These results, therefore, indicate support for the Schmeichel et al. study. Implications for decision making literature will be discussed fully.

E134

RELATIONSHIP SATISFACTION AND REPRESENTATIONS OF PARTNER'S ATTRACTIVENESS *Angela C. Rowe, Ian S. Penton-Voak; University of Bristol* – Research suggests that successful romantic relationships are characterised by each member of the dyad idealising the other (Murray, Holmes & Griffin, 1996). Indeed, partner idealisation would appear to serve a protective function, insulating relationships against the negative consequences of conflict and distress. Here, we investigated whether partner idealisation extended also to physical idealisation. We assessed whether individuals' self reported attitudes towards their mate and their relationship were related to their representation of their partners' facial attractiveness. Partner faces were manipulated to give seven stimuli with varying levels of attractiveness (three increasingly more attractive than the original, three increasingly less attractive, and the original image) by moving each individual face shape along a vector between sex-specific 'normal' and 'attractive' average shapes, and warping the original colour information into the new shape. Each dyad member from fourteen heterosexual couples chose the 'veridical' image of their partner and rated their current romantic relationship. Results showed that participants reporting highly positive ratings of their current relationship and relationship-partner seemed to hold physical representations of their partner that were unrealistically favourable, as evidenced by their choice of partner image. If perception of partner's facial attractiveness contributes to the maintenance of relationships, this finding fits well with evolutionary hypotheses of sex differences in parental investment (Trivers, 1972). Such perceptual biases may favour monogamy when such a strategy is 'paying off', yet facilitate mate replacement when a relationship is unsatisfactory.

E135

MEASURING AMBIVALENT ATTITUDES THROUGH UNIDIMENSIONAL UNFOLDING *Joshua McGrane, Fiona White; University of Sydney* – Attitudinal ambivalence is said to be present when an individual simultaneously endorses both positive and negative attitudinal positions. To date, attempts at measurement of ambivalence have primarily been driven by a reliance upon the ubiquitous rating scale. Such research has highlighted the ambiguity surrounding the 'middle-point', as well as the inadequacy, of the bi-polar rating scale. However, unlike past literature, the current thesis asserts that the most valid solution to these issues is not to reformulate the nature and procedures of the rating scale but rather to abandon it as the modus operandi of explicit attitude measurement. By utilizing the theory of unidimensional unfolding, this study assessed the attitudes of 117 introductory psychology students toward the issues of abortion, homosexuality, condom usage and Indigenous Australians. Attitude statements were devised using the binary tree method in order to create a unidimensional, ordered, bi-polar continuum with statements of a conflicted nature in the centre. Through the method of paired comparisons each individual's preference order was derived for the four sets of statements. Analysis of these preference functions, including the parameters of attitude intensity and the latitude of acceptance, allowed for the identification of individuals of all attitudinal dispositions. In particular, those that reported levels of ambivalence versus indifference toward the issues. These findings highlight the more detailed and informative nature of the unfolding approach to attitude measurement. Consequently, providing the basis for future refinement of the stimuli utilized in order to further investigate the underlying structure of the attitudes studied.

E136

CALCULATING THE NAME LETTER EFFECT AS A TRUE MEASURE OF IMPLICIT SELF-ESTEEM *Luuk Albers, Ap Dijksterhuis, Mark Rotteveel; University of Amsterdam, the Netherlands* – A common measure for implicit self-esteem is the name letter effect that reflects an over-evaluation of someone's own name letters. The name letter effect is usually calculated as the attractiveness of the name letters minus the average attractiveness of those same letters as rated by participants not sharing those name letters. Both on a theoretical and an empirical level we show that this calculation method is problematic, because judgments of letters other than the name letters confound the name letter effect and because different letters get different attractiveness ratings causing a ceiling effect in the name letter scores for people with attractive letters in their names. We propose an alternative calculation method such that the name letter effect reflects the difference between the name letter scores and the average attractiveness of other letters, minus the average difference score between the matching letter scores minus the average score on other letters of participants not having those name letters, and then corrected for the general attractiveness of a specific letter. Empirical data showed that the name letter effect calculated by the traditional method positively correlates with the rated attractiveness of other than name letters while the alternative score correlates negatively with those letters, showing that people not only over-evaluate their name letters but also contrast them with the other letters. Additional findings include more positive name letter scores in general and pronounced differences in the relation between the name letter effect and explicit self-esteem measures as compared to the traditional method.

E137

MARKETING THE NEW MAN: CHANGING THE BODY FROM PROCESS TO OBJECT *Jamie Farquhar, Louise Wasylkiw; Mount Allison University, Sackville, New Brunswick, Canada* – Research examining cultural body ideals has primarily been limited to women. Notable exceptions (e.g. R. Leit, H. Pope, & J. Gray, 1999) have found that men are being presented as increasingly muscular and lean, as seen in action figures and playgirl centerfolds. However, the objectification of men in the media remains largely unexplored. The current study examines whether media images of men are being treated "body-as-object" (aesthetic qualities) as opposed to "body-as-process" (instrumental abilities). A composite of previous body-as-object measures, taken from the literature, was used to conduct a content analysis of male models in the advertisements of Sports Illustrated, a popular weekly sports magazine. A convenience sample of 28 magazines representing 30 years (1975-2005) was collected, and 402 advertisements were coded for the indices of body-as-object treatment. Three time periods (1970's, 1980's, and 1990's to present) were compared. Results demonstrated that across time, the male form is being treated more as body-as-object: Models are more posed, more nude, more fragmented, less active, have less direct eye gaze, and use the advertised item less, $p < .05$. Future research might explore whether men exposed to objectified cultural ideals evaluate their own bodies in an aesthetic fashion that contributes to negative self-evaluations.

E138

SPONTANEOUS GOAL INFERENCES: ARE DIRECT GOALS AND ULTERIOR MOTIVES ALIKE? *Marijke Van Duynslaeger, Frank Van Overwalle; Vrije Universiteit Brussel* – Previous research showed that trait inferences are made spontaneously (Uleman, Newman, Moskowitz, 1996). But does someone also spontaneously infer the goals of another person when observing this person's behavior? A first series of studies conducted by Hassin, Aarts and Ferguson (2004) and in our lab indeed provides evidence for these spontaneous goal inferences. We made a distinction between "direct goals" and "ulterior motives". Direct goals are simple, overt goals (e.g. wanting to play). Ulterior motives are "hidden goals", e.g. to help an old lady crossing the street to be able to steel her purse. We used a probe recognition paradigm with a deadline procedure (McKoon & Ratcliff, 1986). At each experimental trial, participants were presented a goal-implying paragraph or a control paragraph. Then the implied goal was presented, participants had to decide if it had been present in the paragraph. Participants erroneously responded that the goal was present in the goal-implying paragraph, indicating that both types of goals were spontaneously inferred during the reading of the paragraph. However, the inference of the ulterior motives required more time, which might be explained by the assumption that their underlying process requires second order thinking. Further research will attempt to shed light on this issue.

E139

THE PRIMACY OF THE SOCIOMORAL DOMAIN IN REPUTATION REPAIR *Christine Stanik, Oscar Ybarra; University of Michigan* – Two content domains, which we refer to as the sociomoral and taskability, are apparent in how people judge others and themselves. Sociomoral traits are comprised of behavioral tendencies such as honesty and kindness, whereas taskability traits are related to achievement and intelligence (Ybarra, Chan, & Park, 2001). For humans, groups play a central role in an individual's survival. But to reap the benefits of group living individuals must strive to be good group members. Of the two domains, sociomoral characteristics are more aligned with group aspects of life, and for this reason the sociomoral domain, compared to the taskability domain, takes on greater weight in self and other perception. Given the greater weight people place on sociomoral compared to taskability standing, it might be expected that people will endeavor to a greater extent to repair their reputations when the wrongdoing in question involves the sociomoral domain. In the current research participants imagined a scenario in which they are told by a friend that a third party believed they cheated on an important exam (sociomoral wrongdoing) or failed the exam (taskability wrongdoing). We then assessed their reactions in both an open-ended and close-ended fashion. Compared to taskability wrongdoing, sociomoral wrongdoing elicited stronger and more negative affective reactions (embarrassment, worry), more pronounced cognitive reactions (rumination, distraction, planning), and distinct behavioral intentions. Similar results were also found using a Korean sample.

E140

THE INFECTIOUS SKILL OF ROLE MODELS: LEARNING VIA ADMIRATION EXCEEDS DELIBERATE LEARNING *Gary Sherman, Jonathan Haidt; University of Virginia* – Social learning, such as imitation of skilled individuals, is pervasive. Opportunities for observation of exceptionally skilled individuals are valuable, and admiration, an emotion often triggered by such skill, may have evolved to facilitate learning in this context. Admiration is characterized by "captivation" of attention and motivation to imitate what has been witnessed (Thrash and Elliot, 2004). If admiration facilitates learning then it should enhance memory for skillful acts. To test this, participants watched a Michael Jordan highlight video and then completed visual and verbal recognition tests (focused on Jordan's moves and the narration, respectively). Before the video, we told half of the participants to "pay attention" to Jordan's actions (and that they would be tested afterwards) and half to "enjoy the video." The "pay attention" instructions encouraged deliberate learning and reduced feelings of admiration compared to the "enjoy" instructions. As predicted, visual memory was better in the "enjoy" condition than in the "pay attention" condition (there was no difference in verbal memory). Mediational analyses revealed that this effect was due, in part, to self-reported admiration. Consistent with the idea that admiration is an appetitive state (Thrash & Elliot, 2004), approach temperament moderated the relationship between instructions, admiration, and visual memory such that there was no mediation for "low approach" participants but complete mediation for "high approach" participants. These findings provide preliminary support for the proposed social learning function of admiration and suggest that deliberate attempts at learning from a skilled individual, in the absence of admiration, may be suboptimal.

E141

RACIAL COMPOSITION AND THE ACKNOWLEDGEMENT OF GROUP MEMBERSHIP *Evan P. Apfelbaum, Samuel R. Sommers; Tufts University* – Prior work on racial composition has produced conflicting results, with some studies indicating that diverse settings facilitate open-minded discourse and complex thinking (Antonio et al., 2004; Sommers, in press), and others demonstrating cognitive and social deficits in interracial interactions (Richeson & Trawalter, 2005; Shelton, 2003; Vorauer & Turpie, 2004). The goal of the present research was to demonstrate the extent to which Whites' motivations to avoid prejudice can lead to decreased task performance in certain interracial contexts. We manipulated the racial composition of interactions in the "Guess Who task," a dyadic exercise involving a photograph array. White participants were randomly assigned to work with either a White or Black confederate. Participants were instructed to ask the fewest number of questions possible in order to determine which photo from the array was the target photo their partner possessed. Photos varied orthogonally with respect to gender, race, and background color; as such, asking about race led to more efficient performance. Results indicated that participants adopted qualitatively different task strategies with White versus Black partners. Specifically, Whites in diverse settings were reluctant to acknowledge race, even though it was obviously diagnostic information, and were generally less efficient at the task when paired with a Black confederate. These results support the hypothesis that a prevailing motivation to appear nonprejudiced, particularly in the presence of Blacks, can detract from Whites' capacity to interact naturally and perform tasks efficiently. Implications for the quality and desirability of interracial interactions are discussed.

E142

GOAL-ATTRIBUTE COMPATIBILITY: THE PREFERENCE FOR CONCRETE FEATURES OR ABSTRACT BENEFITS AS A FUNCTION OF GOAL CONSTRUAL *Ryan Hamilton; Northwestern University* – Objects can be described by either their concrete, feature-level attributes or by more abstract, benefit-level attributes. Marketers have long been aware of this difference, communicating information about consumer goods in either a concrete or an abstract manner. For instance, a car could be described by its concrete features (e.g., gas mileage of 23 miles-per-gallon, highway) or by its abstract benefits (e.g., environmentally friendly). Likewise, an individual's goals may be construed at a concrete, low-level or at an abstract, high-level. Thus, someone seeking to purchase a car may think about how they will be driving the car (a low-level construal) or they could think about why they will be driving the car (a high-level construal). We define goal-attribute compatibility as the match between an individual's goal construal and the level of abstraction with which an object is described. It is proposed that when goals are compatible with the attributes describing an object, that object will be more favorably evaluated and be preferred in choice relative to an object described by features that are not compatible with an individual's goals. In a series of studies, we test this proposition by allowing individuals with either high- or low-level goal construal to choose between two consumer products, one of which is superior on a concrete, feature-level attribute and one of which is superior on an abstract, benefit-level attribute. We find strong support for the main hypothesis and identify several key factors moderating the effect.

E143

APPLICATIONS OF LABORATORY BASED CLOSENESS GENERATING PROCEDURES IN COLLEGE ADJUSTMENT AND INTERGROUP RELATIONS CONTEXTS *Kristin Davies[1], Arthur Aron[1], Stephen Wright[2], Jennifer Eberhardt[3], Hilary Burbank[3]; [1]Stony Brook University, [2]Simon Fraser University, [3]Stanford University* – Laboratory studies have shown that interpersonal closeness can be generated in stranger dyads using a series of self-disclosure and relationship building tasks (Aron et al., 1997) and that applying such procedures with cross-race dyads can improve attitudes towards the partner's group (Wright et al., 2005). In two preliminary studies we investigated potential "real-world" application of these procedures: (1) Entering college students participated in a 1-hour version of the closeness building procedure as part of a college orientation class. Post-activity positive response to partner significantly predicted end-of-first-semester perceived social success in college (beta = .52), perceived academic success (.31), and perceived integration into the university (.33). A just authorized version is currently being organized with a much larger sample, systematic cross-ethnicity pairings, long-term follow-up of college success and assessment of intergroup attitude change. (2) Police staff members paired with students from a local college participated in a 3-hour version that included making group identities salient. Following the procedure, there was a significant improvement in students' attitudes towards police, and police staff's post-activity closeness to partner strongly predicted improved attitude towards students (beta = .72). A just approved version pairing line police and minority community members is currently being organized that will add measures of "extended contact effects" (Wright et al., 1997) on non-participants in the two groups. Implications will be discussed for theory and application relevant to interpersonal relationships, college adjustment, and intergroup relations, plus broader lessons regarding application of social psychology laboratory methods to real-world contexts.

E144

CULPABLE CONTROL AND COUNTEOHIO UNIVERSITY, *Mark Alicke; Ohio University* – Counterfactual reasoning studies have examined two essential features of harmful events: departures from normality in the actions leading up to an outcome, as well as the mutability of the outcome itself. The current study investigated how both of these features affect judgments of blame and causal control. In particular, it was hypothesized that outcome mutability would affect judgments when there was a basis for disapprobation. Participants read one of eight stories depicting a man who failed to arrive at a hospital to see his sick mother before she died. Means normality was manipulated by stating that the man traveled on his usual route to the hospital or an unusual

route due to construction, for a change of pace, or to avoid the police. Outcome mutability was varied by specifying that the mother had died immediately after the man arrived at the hospital or well before. After reading one of the scenarios, participants indicated how much they blamed the man and the extent he had causal control over his over his failure to arrive before his mother's death. As expected, outcome mutability had no effect on ratings of blame or causal control when there was not a basis for disapprobation. In addition, the effects of counterfactual cues such as means normality and outcome mutability were augmented when the grounds for negative evaluations increased. These results suggest that neither departures from normality, nor the mere fact that an outcome could have been prevented, are sufficient to affect blame ascriptions and causal perceptions.

E145

INSPIRATION AND AFFECT: A LONGITUDINAL INVESTIGATION OF THE DIRECTION OF INFLUENCE. *Scott E. Cassidy, Todd M. Thrash; The College of William & Mary* – Previous research has demonstrated that inspiration relates positively to positive affect (PA) and is unrelated to negative affect (NA) (Thrash & Elliot, 2003). However, the direction of the relationship between inspiration and PA is unclear. The primary aim of the present research was to establish the direction of the relationship between these variables. Two identical questionnaires measuring inspiration, PA, and NA were administered 14 days apart to 142 undergraduate participants. At both Time 1 and Time 2, inspiration was found to correlate with PA but not NA, replicating the findings of Thrash and Elliot (2003). Regression analyses revealed that Time 1 inspiration positively predicted Time 2 PA while controlling Time 1 PA. In contrast, Time 1 PA failed to predict Time 2 inspiration while controlling Time 1 inspiration. These results are consistent with a causal model in which inspiration facilitates PA, and the results fail to provide any evidence of an effect in the opposite direction. The longitudinal effect of inspiration on PA may be mediated by goal attainment or an increased activation of the approach system, although additional research is needed to examine these possibilities. This research has important implications regarding motivation, subjective-well being, clinical intervention, and the advertising and marketing fields.

E146

PICTURING THE POLLS: THE EFFECT OF IMAGERY PERSPECTIVE ON VOTING BEHAVIOR IN THE 2004 PRESIDENTIAL ELECTION *Lisa K. Libby[1], Eric M. Shaeffer[1], Richard P. Eibach[2]; [1]The Ohio State University, [2]Yale University* – When imagining a potential future action, people often picture it in their mind's eye, and they may do so using different visual perspectives: "first-person" (own) or "third-person" (observer's). Moreover, the perspective people use to picture doing an action (e.g., voting) affects whether they construe it concretely (e.g., marking a ballot) or abstractly (e.g., influencing the election): Actions are construed more abstractly when pictured from the third-person perspective (Libby, 2003). The present study builds on these findings to investigate how the perspective people use to imagine doing an action—specifically, voting in the 2004 presidential election—influences their attitudes and behavior. Because abstract aspects of voting (participating in democracy, influencing the election) are more desirable than concrete aspects (waiting in line, marking a ballot), we predicted that third-person imagining would generate more positivity towards voting than would first-person imagining. The night before the 2004 presidential election, registered voters were either instructed to use the first-person or third-person perspective to picture themselves voting on Election Day and then rate their attitudes and predictions about voting. As hypothesized, those assigned to the third-person condition were more positive towards voting. A post-election follow-up survey revealed that this effect of imagery perspective carried over to behavior: 90% of respondents in the third-person condition actually voted compared to 72% in the first-person condition. Previous research shows that imagining a behavior can cause people to engage in it (e.g., Gregory, Cialdini, & Carpenter, 1982); the present study suggests imagery perspective is an important moderator of this effect.

E147

GENDER DIFFERENCES IN CLAIMED VS. BEHAVIORAL SELF-HANDICAPPING: EVIDENCE FOR REVISED INDIVIDUAL DIFFERENCE MEASURES *Sean M. McCrea[1], Edward R. Hirt[2], Kristen S. Hendrix[2]; [1]University of Konstanz, [2]Indiana University Bloomington* – Leary and Shepperd (1986) distinguished self-reported (or claimed) self-handicaps, involving reporting that conditions such as bad mood may interfere with performance, from behavioral self-handicaps, involving more active behaviors such as ingesting drugs. Interestingly, men tend to engage in behavioral self-handicapping more than do women, whereas both men and women engage in claimed handicapping (Rhodewalt, 1990). One problematic finding is that these gender differences are observed in behavior but not on the Self-handicapping Scale (SHS; Jones & Rhodewalt, 1982). In the present research, factor analyses were conducted on the SHS, resulting in claimed and behavioral subscales. Women scored significantly higher on the claimed subscale in 2 out of 3 samples, whereas men scored significantly higher on the behavioral subscale in 2 out of 3 samples. Results of a study by McCrea and Hirt (2001) were then re-examined using these subscales. The week prior to a test in their course, psychology students reported how much they were studying and to what extent they were experiencing daily-life stress. Overall SHS scores were correlated with reports of study effort, $r=-.29, p<.001$, and with reports of stress, $r=.38, p<.001$. In comparison, the behavioral subscale predicted reports of study effort, $r=.48, p<.001$, but not stress claims, $r=-.12$,ns. Conversely, the claimed subscale predicted stress claims, $r=.38, p<.001$, but not reports of effort, $r=-.05$,ns. Additional laboratory studies of preparation and reported stress replicated these results. These findings further support the distinction between claimed and behavioral handicapping and the gender differences found in these behaviors.

E148

OUT-GROUP HOMOGENEITY EFFECT IN PERCEPTION *Keiko Ishii[1], Shinobu Kitayama[2]; [1]Hokkaido University, [2]University of Michigan* – It is known that out-group members are perceived to be more similar to one another than in-group members are to one another. Because this effect (called the out-group homogeneity effect) has so far been examined only in higher-order cognitive judgments, it is not clear whether the effect is in fact grounded in the actual perception of similarity among people in the different groups. The purpose of this study was to address this question by adopting an Ebbinghaus illusion. We presented a target face, which was surrounded by context faces that varied in size. According to the Ebbinghaus illusion, the target face is judged to be smaller if the surrounding faces are larger. This illusion implies a contrast effect that results from perceptual comparison of the stimulus faces. We hypothesized that this comparison is more likely as the perceived similarity of the faces increases. We therefore predicted that the Ebbinghaus illusion should be more pronounced when the faces are ascribed to an out-group than when they are ascribed to an ingroup. In this work, half of the Ebbinghaus configurations were composed of faces of the people allegedly from the same university as participants (the University of Michigan) whereas the remaining half of them were composed of faces of the people allegedly from its rival university (the Ohio State University). As predicted, we found a significantly greater Ebbinghaus illusion in the out-group condition than in the in-group condition. Furthermore, we also replicated an out-group homogeneity effect in cognitive measures.

E149

THE MODERATING EFFECT OF SOCIAL DOMINANCE ORIENTATION ON STEREOTYPE AND CATEGORY PRIMING *Julie Monteagudo, Blair T. Johnson, John F. Dovidio; University of Connecticut* – Previous studies have demonstrated the effects of priming on the automatic activation of attitudes, stereotypes, and social behavior

associated with the prime (e.g. walking speeds after being primed with elderly stereotypes; Bargh, Chen, & Burrows, 1996). However, research on the activation of prejudiced intergroup attitudes reveals that priming stereotypes and priming social categories can have different consequences: Priming stereotypes has a stronger effect, more consistent across high and low prejudiced people, than category priming (Lepore & Brown, 1997). The present study investigated whether differences in intergroup orientations, represented by Social Dominance Orientation (SDO), moderate the effects of priming on participants' subsequent walking speed. Participants (n = 61) were primed in an initial decision task in which they had to make decisions about whether words were stereotypic of the elderly, pictures were of old or young people, or, in a control condition, pictures were of men or women. Walk times were measured before and after the priming task. The effect of SDO was somewhat, but not significantly, stronger for category priming than stereotype priming. Comparisons in the difference in speed of walking between the two elderly priming conditions and the control condition revealed an SDO x Condition interaction (p = .05). High SDOs walked more slowly in the elderly primes conditions than in the control condition (p = .03); low SDOs showed no effect of priming condition (p > .95). The conceptual and practical implications of individual differences in susceptibility to automatic social behavior and different types of priming are considered.

E150

CROSS - CULTURAL DIFFERENCES IN THE RELATION BETWEEN POTENTIAL AND FELT AMBIVALENCE *Wonkyong Beth Lee[1], Ian Newby-Clark[2], Mark P. Zanna[1]; [1]University of Waterloo, [2]University of Guelph* – When people have inconsistent thoughts about an issue (i.e., when they have potential ambivalence), they tend to experience aversive emotions (felt ambivalence). The relation between potential and felt ambivalence is strongest when potential ambivalence is simultaneously accessible, especially for those who prefer cognitive consistency (Newby-Clark, McGregor & Zanna, 2002). Recent cross-cultural studies have suggested that East Asians tend to embrace apparent contradictions simultaneously, and to seek a middle way that is known as dialectical thinking (Peng & Nisbett, 1999). We examined possible differences in the relation between potential and felt ambivalence between North Americans and Asians. Canadian and Asian participants repeatedly expressed their evaluations of abortion (to increase their simultaneous accessibility of potential ambivalence) or not, and then answered felt ambivalence questions about abortion. Participants' preference for consistency was measured in a mass-pre testing session. Results of regression analysis indicated that, among Canadians, there was a strong relation between potential and felt ambivalence when participants' potential ambivalence toward abortion was simultaneously accessible, especially for those who prefer cognitive consistency. For Asians, there was a moderate to nonexistent relation between potential and felt ambivalence regardless of simultaneous accessibility and preference for consistency. Future research directions will entail identifying the impact of potential ambivalence on Asians. For example, we speculate that when Asians have potential ambivalence, it may induce thinking about a particular issue in an integrative, complex way.

E151

PERSONAL GOALS ASSOCIATED WITH PERSONALITY TRAITS *Pamela Winkler, Daniel J. Ozer; University of California, Riverside* – Because the personality traits of the five factor model are broad, multidimensional constructs, a useful way to understand such traits is to identify how each is related to goal pursuits. Meta-analytic methods were applied to data from eight samples of university students who completed the BFI and an open-ended measure of goals, and then rated those goals on seven evaluative dimensions: importance, difficulty, success, stress, enjoyment, time spent on the goal, as well as whether the goal is a short or long-term goal. The goal rating data was then correlated with the traits from the Five Factor Model. The analyses identified numerous relations between personality traits and the evaluative goal dimensions. Extraversion was associated with goals related to social dominance while Agreeableness was associated with social helping goals. Neuroticism was associated with stress and perceived difficulty of goals in general, and particularly of affect control goals. Concern with minimizing stress and anxiety is a core feature of the Neuroticism construct that find support in these data. Conscientiousness was associated with self-sufficiency, and goals to increase reliability and efficiency. The results lead to the conclusion that the importance placed on specific goals is a useful way of understanding the personality traits of the Five Factor Model.

E152

INCREASING SUPPORT OF DIVERSITY: THE ROLE OF WHITE PRIVILEGE AWARENESS AND SELF-EFFICACY *Julie Woodzicka, Jessica Good, Caitlin Lane; Washington and Lee University* – This study examined the impact of increasing awareness of white privilege and feelings of self-efficacy on diversity related attitudes and behavior. White privilege has been likened to an "invisible, weightless knapsack" of unearned provisions that facilitate navigation through life for White individuals (McIntosh, 1980). Two independent variables were manipulated; awareness of white privilege (privilege awareness or control) and self-efficacy (high, low, or control). 122 white participants read either an article confirming the existence of white privilege or a control article and completed pre- and post-measures of beliefs regarding white privilege. Participants were also asked to rate their level of support for three proposed university-related diversity programs. The third program included a behavioral measure that asked them to consider donating money to a campus diversity fund. Self-efficacy was investigated by varying the degree to which participants believed that their opinions regarding the programs would be considered by the university. Results indicated that making participants aware of their white privilege influenced attitudes, but not behavior. Participants who read the white privilege article showed increased belief in white privilege post-manipulation regardless of self-efficacy level. Self-efficacy and privilege awareness interacted to influence behavior. Participants reading the white privilege article who were led to believe that their actions would make a difference donated more money than those who believed their actions would not make a difference. This study demonstrates that awareness of white privilege can affect attitudes, but both awareness and high self-efficacy are necessary to influence behavior.

E153

FORECASTING THE RELATIONAL ASPECT OF PERCEIVED SUPPORT *Brian Lakey[1], Jay L. Cohen[2], Edward Orehek[3], Lynn C. Neely[2], Robin Barry[4]; [1]Grand Valley State University, [2]Wayne State University, [3]University of Maryland, [4]University of Iowa* – The largest single determinant of perceived support is the unique relationships among support recipients and providers. That is, support is not primary a reflection of the stable characteristics of recipients, nor of providers, but is an emergent property of dyads. To use the power of relational support for applied purposes, it will be necessary to forecast which dyads will become supportive among initially unacquainted people. We investigated the constructs that predicted supportive relationships as well as whether greater contact between recipients and providers improved predictive accuracy. Ten support recipients interacted with the same four providers on 5 separate occasions for a total of 200 interactions. The recipients and providers were initially unacquainted. Recipients and independent observers rated the positive and negative affect of recipients and the supportiveness of providers. The criterion variable was provider supportiveness averaged across the last two occasions. The predictor variables were provider support, recipient positive and negative affect from (a) the first interaction, (b) the mean of the first two interactions and (c) the mean of the first three interactions. Multivariate Generalizability analyses indicated recipients' judgments of support (rho = .43) and posi-

tive affect (.48) from the first conversation were good predictors of provider supportiveness averaged over the last two conversations. Additional conversations did not significantly increase predictive accuracy (.45 and .53 for support and .47 and .60 for positive affect). Thus, recipient supportiveness could be forecasted with good accuracy from recipients' judgment of support and own positive affect from the first conversation.

E154

BETRAYAL AND TRUST REPAIR *Robert Lount, Chenbo Zhong, Niro Sivanathan, J. Keith Murnighan; Northwestern University* – Repeated cooperative interaction increases trust, which increases expectations of continued cooperation that can be easily violated. Such breaches of trust may be difficult to repair. Recent research has recently investigated factors that help restore trust. The current studies investigate the effects of the timing of a breach on trust restoration (cf., Komorita & Mechling, 1967). In two experiments, participants played an iterative prisoners' dilemma game against a confederate programmed to defect either on trials 1 and 2, 6 and 7, 11 and 12, or not at all. Then the confederate cooperated for the next thirty trials. After the 20th of these trials, participants were told that there would be only 10 more trials. We operationally defined cooperation in the last 10 trials as a behavioral measure of trust. In both studies, results showed that trusting behavior was significantly lower for participants who had experienced early (trials 1 and 2) versus late defections (trials 11 and 12). Early round defections also resulted in less trust than the control (no defection) condition. A series of affective measures augmented these findings, showing that early trust violations led to the strongest victim reactions. This suggests that the timing of a trust violation changes its psychological meaning.

E155

SOCIOSEXUAL ORIENTATION AND VISUAL ATTENTION TO ATTRACTIVE MEN AND WOMEN *Lesley A. Duncan[1], Justin H. Park[1], Jason Faulkner[1], Mark Schaller[1], Steven L. Neuberg[2], Douglas T. Kenrick[2]; [1]University of British Columbia, [2]Arizona State University* – Sociosexual orientation influences judgments and decision making within the realm of romantic relationships. However, little is known about the impact of sociosexual orientation on basic cognitive processing, such as visual attention. Do sexually unrestricted individuals devote more attentional resources to physically attractive opposite-sex others? And if so, are there sex differences in this effect? One previous investigation found that sexually unrestricted individuals showed longer eye fixations on attractive opposite-sex others (Maner et al, 2003). But eye fixation is not always indicative of actual attention. The present study used a more direct measure of visual attention. 74 male and female participants performed a computer-based change-detection task (Rensink, 1997) in which, on each trial, they were presented with 8 faces and attempted to detect a target face with a rapidly disappearing-and-reappearing feature. Across 32 trials, target faces varied along sex (male, female) and physical attractiveness (attractive, average). Lower detection times indicate greater attention to the target face. Sociosexual orientation was assessed by the Sociosexual Orientation Inventory (SOI; Simpson & Gangestad, 1991). SOI interacted with participant's own sex in influencing attention to attractive opposite-sex faces ($p < .02$): Sexually unrestricted men were especially attentive to attractive women ($r = -.57$) and inattentive to average-looking women ($r = .30$), whereas SOI did not influence female participants' attention to attractive or average-looking men (r's = .11 and -.14). Nor did SOI influence attention to same-sex faces (r's < .13). These findings are consistent with an evolutionary perspective on interpersonal perception.

E156

WHAT GOES AROUND COMES AROUND: MUTUAL INFLUENCES OF MOTIVATION AND ACCOMMODATION IN CLOSE RELATIONSHIPS. *Simon G. Beaudry, Luc G. Pelletier; University of Ottawa* – Previous research has examined accommodation in close relationships as a self-regulation behavior (Finkel & Campbell, 2001). Research on Self-Determination Theory has showed that individuals involved in intimate relationships for self-determined motives were more likely to exhibit positive accommodation strategies when facing a conflict (Beaudry, Pelletier, & Sharp, 2003). However, there is little knowledge of how a partner's motivation influences one's own accommodation strategies and dyadic adjustment. This study took the previous research one step further by examining couples instead of individuals. Participants involved in an intimate relationship (N = 166 couples) individually completed a questionnaire which included measures of their relationship motivation, accommodation and dyadic adjustment. Results suggest that partners influence each other in two ways. First, the more frequent use of positive accommodation by the partner is related to higher levels of dyadic adjustment in couples ($r = .20$ to $.34$, $p < .01$), whereas the use of negative accommodation is related to lower dyadic adjustment ($r = -.28$ to $-.32$, $p < .01$). Second, self-determined coherence within couples (i.e., when both partners exhibited high self-determined motivation) is associated with higher levels of accommodation $F(2,163) = 5.86$, $p < .01$ and dyadic adjustment $F(2,163) = 4.08$, $p < .05$ compared to couples where partners were low in self-determined motivation or exhibited motivational incoherence. In conclusion, our results suggest (a) that dyadic functioning is improved when both partners are highly self-determined and (b) that accommodation may not only be influenced by one's motivation but by the partner's motivation as well.

E157

CONTROL OF ATTENTION IN RACIAL CATEGORIZATION: A RESPONSE CONFLICT ACCOUNT OF STEREOTYPE PRIMING EFFECTS *Bruce Bartholow[1], Cheryl Dickter[2]; [1]University of Missouri, Columbia, [2]University of North Carolina at Chapel Hill* – Research in social cognition indicates that presentation of a stimulus representing a racial category (i.e., prime) facilitates responses to racial stereotype-consistent information and impedes responses to racial stereotype-inconsistent information. This priming effect has been interpreted in the context of spreading activation theory, which posits that constructs sharing similar meaning are stored close together in semantic space, relative to other constructs. The current experiments examined response conflict as an alternative explanation of priming effects. Response conflict is a general phenomenon in which a well-learned or dominant response tendency is at odds with a task-appropriate response (e.g., the Stroop task). The response conflict account holds that responses to stereotype-inconsistent information are slower because the well-learned (stereotypic) response must be over-ridden by an alternative task-appropriate response. In other words, the locus of the reaction-time effect is in the response output stage, rather than a stimulus evaluation stage of processing. In two experiments, participants categorized pictures of Black and White men's faces according to their race. These target pictures were flanked by words associated with common stereotypes of Blacks and Whites. In both studies, participants more quickly categorized faces flanked by racial stereotype-consistent words than faces flanked by stereotype-inconsistent words. In Experiment 2, event-related potential (ERP) data indicated that this behavioral effect was due to response conflict at the neural level: Stereotype-inconsistent flankers initially elicited activation of the incorrect categorization response, which slowed activation and execution of the correct response. Findings are discussed in terms the neural locus of behavioral effects.

E158

THE BAD DEED THAT ALMOST WASN'T: MENTAL SIMULATION IN JUDGMENTS OF MORALITY *Karlene Hanko, Tom Gilovich; Cornell University* – Previous research has shown that negative outcomes that are more easily undone through counterfactual simulation evoke more sympathy for victims and blame for perpetrators (Miller & McFarland, 1986; Wells & Gavanski, 1989). We propose that immoral behaviors that are more easily transformed into "moral" or "justified" ones through this same kind of simulation are judged to be less immoral. In four studies, participants read a brief scenario in which a target person engaged in a morally questionable behavior, and then judged the morality of that 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, for example, participants read a scenario in which an actor lied about having a commitment on a particular afternoon in order to avoid volunteering at a fundraiser. In one version of the scenario the actor originally did have a commitment that afternoon but it had just been rescheduled, whereas in the other version the actor never had a commitment that afternoon. As predicted, participants judged the lie to be significantly less immoral when the actor originally had a commitment that afternoon, presumably because it is easier in this case to imagine that the lie might have been true. Studies 2, 3 and 4 reinforced these results using scenarios that manipulated different dimensions of counterfactual "closeness." Possible extensions and boundary conditions on the effect are discussed.

E159

CASTING A WIDER NET: LONG DISTANCE RELATIONSHIPS AS A CONDITIONAL MATING STRATEGY *Peter Jonason; New Mexico State University* – In a direct response to limited options in dating, individuals make adaptive changes to their mate-searching strategies. 127 college participants who had not been in a long distance relationship before completed a paper-pencil survey. Results from two t-tests suggested that individuals who rate themselves as less physically attractive adopt a broader search base to find new mates. Participants who reported that they were less physically attractive were willing to travel further for new romantic relationships. Participants who rated themselves as less physically attractive were also more likely to have positive attitudes towards long distance relationships. People may hold more positive attitudes as a means of overcoming the psychological costs of long distance relationships and maintaining a larger base of candidate-mates from which to choose. This study also suggested an interaction between participant gender and level of education. Results from two ANOVAs suggested that female participants with higher levels of education and male participants with lower levels of education were willing to travel further for new romantic relationships, and were more likely to have positive attitudes towards long distance relationships. These adjustments to one's mate-searching strategies are an adaptive response, precipitated by a lower mate-value, derived from the interaction between gender and level of education, and a perceived lower level of mate-value as measured by self-rated physical attractiveness.

E160

ATTACHMENT, HOPE, AND STRESS AS PREDICTORS OF ALCOHOL USE IN COLLEGE STUDENTS *Wendy Kliewer, Kelli W. Taylor; Virginia Commonwealth University* – Examinations of alcohol use and its associated problems are important because heavy drinking periods in college can have potentially serious consequences. A number of characteristics have been hypothesized to predict alcohol-related difficulties, including family history of alcoholism (Eiden & Leonard, 2000), additional psychiatric disorders (MacCall et al, 2001), and a history of behavioral problems (Raboteig-Saric, Rijavec, & Brajsa-Zganec, 2001). However, personality characteristics that influence adaptation have yet to be clearly delineated. Thus, the present study examined the relationships among attachment, hope, stress, and alcohol use. Participants were 150 college students who completed the Relationship Questionnaire, the Hope Scale, the Daily Hassles Scale, and normative drinking behavior asking the amount of alcohol consumed in a 2 week period. Each participant was randomly assigned to either a stress or no stress condition. In the stress condition participants were told they would be making a videotaped extemporaneous speech to the group, and the non-stress group was asked to write on a sheet of paper what they would say about the same topic if giving a speech to the group. Hierarchical regression analyses indicated that secure attachment and high hope were negatively associated with alcohol use to reduce stress. Hope did not moderate the relationship between attachment and alcohol use. Thus, findings from this study suggest that attachment security and hopeful thinking are important indicators of alcohol use behavior. Implications and future directions will be discussed.

E161

CONTEXT MATTERS: A FACIAL ELECTROMYOGRAPHIC INVESTIGATION OF AFFECTIVE CONTRAST *J. Ian Norris, Jeff T. Larsen; Texas Tech University* – Affective contrast refers to the tendency for affective stimuli to be judged more pleasant when embedded in a context of less pleasant, as opposed to more pleasant, stimuli. Little is known about the mechanisms underlying affective contrast. Respondents tend to distribute their judgments across the response scale equally, so one possibility is that affective contrast is the result of a response bias. A more intriguing possibility, however, is that context influences the underlying affective reaction. To distinguish between these accounts, facial electromyography was recorded over the brow; diminished activity over the brow provides a marker for positive affective reactions. Undergraduate women rated 15 moderately pleasant target pictures presented in a context of either 35 mildly pleasant pictures (n = 17) or extremely pleasant pictures (n = 17). As expected, moderately pleasant targets were judged more pleasant in the mildly pleasant context than in the extremely pleasant context, d = 1.04. Moreover, moderately pleasant targets elicited greater inhibition of activity over the brow in the mildly pleasant context, d = .76. Results indicate that affective contrast does not merely represent a response bias. Rather, the finding that context affected EMG activity over the brow indicates that context affects underlying affective reactions. Affective contrast may be an adaptive feature of the affect system that motivates individuals to approach a given stimulus if it is one of the most pleasant stimuli in the local environment, but inhibits approach if it is one of the least pleasant.

E162

APPROACHING AND AVOIDING HOMOSEXUALITY: A CONCEPTUAL-MOTOR COMPATIBILITY STUDY *Kimberley A. Clow[1], James M. Olson[2]; [1]University of Ontario Institute of Technology, [2]University of Western Ontario* – Conceptual-motor compatibility theory suggests that particular emotions are linked to particular motor movements and that the instigation of a particular motor movement may therefore automatically elicit the linked emotion. Research has found that when participants are subtly induced to make approach or avoidance motor movements while considering novel stimuli, they later prefer the stimuli in the approach condition over those in the avoidance condition. In Study One, we tested whether a pre-existing attitude – specifically, attitudes toward homosexuals – would influence whether or not participants chose to engage in subtle approach or avoidance motor movements. Participants responded to homosexual and heterosexual words on a computer screen by choosing to push or pull a computer mouse. Findings indicated that high prejudiced participants chose to push significantly more homosexual words and pull significantly more heterosexual words than did low prejudiced participants. In Study Two, we tested whether forced approach and avoidance motor movements could affect attitudes toward homosexuals. Participants were randomly assigned to push homosexual words or to pull homosexual words. Results suggested that the manipulation did exert some influence on participants' attitudes.

E163

PERSONALITY AND EMOTION *Meara M. Habashi, William G. Graziano; Purdue University* – Much of the research examining the relationship between the Big Five Personality dimensions (Extraversion, Agreeableness, Conscientiousness, Emotional Stability, and Openness) and emotion has focused on only two of the dimensions, Extraversion and Neuroticism (Larson & Buss, 2005). The present research attempts to fill this gap by examining the relations between the Big Five Factors of Personality and prosocial emotions, empathic concern and personal distress. Past research has found a strong relationship between Agreeableness and empathy (Graziano et al., 2005). These findings suggest that Agreeableness may act as a proxy to empathy in Batson's (1991) empathy-altruism hypothesis. Based on these findings, we predicted that Agreeableness would be related to the emotions that have been hypothesized to motivate prosocial behavior – empathic concern and personal distress. After listening to the broadcast story of a student in need of help, participants rated their emotional reactions to the story, and were given the opportunity to offer help. Agreeableness was the only dimension of the Big Five that predicted either empathic concern (β = .60) or personal distress (β = .51). More specifically, Agreeableness was positively related to prosocial emotions. Consistent with past research, persons high in Agreeableness show more emotional responsiveness than their low Agreeable counterparts (Tobin et al., 2000). Results also will be discussed in terms of prosocial motivation and its link to overt helping behavior.

F1

ARE IMPLICIT EVALUATIONS MORE RELATED TO AFFECT THAN TO COGNITION? *Colin Smith, Brian Nosek; University of Virginia* – Implicit evaluations may be more related to affective rather than to cognitive components of attitudes (e.g. Phelps, et al., 2000), perhaps because implicit attitudes and emotions may reflect automatic processes, whereas attitudinal cognitions may also include contributions from controlled processes. The current research reports an experimental manipulation of attitudinal focus investigating whether focusing on affect elicits similar evaluations from implicit and explicit attitude measures. Affective versus cognitive focus was manipulated by obtaining judgments on items relating to cats and dogs (e.g. "I love cats," versus "I think cats are intelligent"). Participants then completed multiple implicit (IAT and SPF) and explicit attitude measures. Two two-group (affect and cognition) structural equation models were compared, with both loading implicit and explicit attitude measures onto a single factor. In the first, factor loadings were allowed to vary freely; in the second, factor loadings for each measure were constrained equal across groups. The first model showed a modest, but unreliable, improvement in fit, with implicit and explicit loadings showing somewhat stronger relations in the affect condition, conceptually consistent with the hypothesis that affective focus increases the relationship between implicit and explicit attitudes. Further, for participants in the affect condition, higher as opposed to lower Need for Affect was associated with implicit and explicit measures conforming more closely to a single factor. These results are consistent with the prominent perception that implicit attitude measures are more strongly related to affect than cognition. Future work will parse the affective and cognitive processes that contribute to implicit evaluation.

F2

EMOTIONAL AND ORGANIZATIONAL SUPPORT AS MODERATORS OF THE RELATIONSHIP BETWEEN WORKPLACE INCIVILITY AND WELL-BEING *Kathi Miner-Rubino; Western Kentucky University* – Early research on workplace hostility focused primarily on physical violence. Neuman and Baron (1998) maintain that physically violent behaviors in the workplace are merely the "tip of the iceberg." They argue that hostile behavior is more often verbal and passive, rather than physical and direct. Recently researchers have become interested in lesser, more subtle forms of hostility such as incivility (i.e., rude, impolite behavior). While research studies have linked incivility with detrimental outcomes (e.g., declines in subjective and physical well-being) for individuals who have experienced it (e.g., Cortina et al., 2001), no research has examined factors that may buffer the negative effects of experiencing incivility. The present study examines emotional and organizational support as moderators of the relationship between incivility and well-being outcomes. Participants included 36 men and 54 women from a property management company who completed scales assessing personal experiences of incivility at work, degree of felt emotional and organizational support, and well-being outcomes (e.g., job satisfaction, job stress, and physical health). Results showed that (after controlling for age, hours worked per week, and job tenure) participants who experienced high levels of incivility and reported low levels of support were more negatively affected by incivility. Specifically, these individuals reported lower levels of job satisfaction and physical health, and higher levels of job stress compared to individuals with high levels of support. These findings suggest that support from family, friends, coworkers, and the organization may be important factors in how individuals are affected by negative mistreatment at work.

F3

SELF-ESTEEM AND RELATIONSHIP SATISFACTION: THE MEDIATING ROLE OF EMOTIONAL EXPRESSIVITY *Karen Choi[1], Joanne V. Wood[1], John G. Holmes[1], C. Logel[1], D.B. Anthony[1], J. J. Cameron[2]; [1]University of Waterloo, [2]University of Manitoba* – A robust finding in the interpersonal relationships literature is that low self-esteem individuals (LSEs) are less satisfied with their relationships than high self-esteem individuals (HSEs). What accounts for this self-esteem difference in relationship satisfaction? We hypothesized that one reason that LSEs are less satisfied with their relationships than HSEs is because they are less emotionally expressive. Due to their self-protectiveness (Baumeister, Tice & Hutton, 1989) and concern with rejection (Leary & Baumeister, 2000), LSEs may inhibit emotional expressivity. In contrast, HSEs may be secure enough in their relationships to openly express both positive and negative emotions with others. Expression of emotions is a means by which individuals communicate their needs to close others (Miller & Leary, 1992). Emotional expressivity has also been associated with greater intimacy and higher communal orientation in relationships (Clark & Finkel, 2005). Thus, we expected emotional expressivity to predict satisfaction with a relationship partner. Participants completed an online questionnaire assessing their emotional expressivity and satisfaction with their relationship partner, friend, and parent. As predicted, HSEs reported more expressivity than LSEs. Mediational analyses revealed that the association between self-esteem and relationship satisfaction was partially explained by emotional expressivity. Interestingly, this was true only for relationship-specific emotional expressivity and not for trait emotional expressivity. Trait emotional expressivity neither predicted satisfaction nor mediated the association between self-esteem and satisfaction. Additionally, emotional expressivity predicted relationship satisfaction regardless of whether the emotions being expressed were of positive or negative valence. Implications of the study and directions for future research are discussed.

F4

YOU CAN'T FAKE A SMILE: SELF-ESTEEM AND VERBAL AND NON-VERBAL BEHAVIORAL INCONGRUENCE *Danielle M. Gaucher, Danu B. Anthony, Joanne V. Wood; University of Waterloo* – How do people present themselves to make a good first impression? Gender may play a role, because it dictates the specific characteristics that individuals are expected to have: Women are expected to behave communally whereas men are expected to behave agentically (Eagly, 1987). However, self-esteem (SE) may affect people's ability to successfully self-present. According to sociometer theory, people with low SE (LSEs) do not expect to be accepted. Anxiety about acceptance could affect the way LSEs behave when they are trying to make a first impression. We investigated the role of gender and SE on people's self-presentations by having participants introduce themselves to a new group of people over a videotape. Gender was expected to affect controllable verbal behaviours, such that women, more than men, would describe themselves as communal, whereas SE was expected to affect less controllable non-verbal behaviours, such that LSEs would be less able to convey their desired impressions than HSEs. Results supported our hypotheses. Women described themselves as more communal than did men. Furthermore, women's non-verbal responses were moderated by SE, such that LSE women made less eye-contact and smiled less than HSE women, making LSE women appear less warm and friendly. Thus, although HSE and LSE women described themselves as warm and friendly, LSEs were unable to convey their communal qualities non-verbally. Potential mediators of this effect and directions for future research are discussed.

F5

FACETS OF VALUE CONFLICTS IN TWO CULTURES: RANKINGS, PREFERENCES AND TRADE-OFF JUDGMENTS OF FREEDOM AND EQUALITY IN SWEDEN AND USA *Henry Montgomery[1], Girts Dimdins[2], Lee Ross[2]; [1]Stockholm University, [2]Stanford University* – A questionnaire study compared Swedish and American attitudes towards freedom and equality and the potential trade-off between these two values. The participants were first-year students from Stockholm University (N=54) and Stanford University (N=92). When participants simply rank-ordered a number of values related to freedom and equality no significant between-group differences in orderings were

observed. However, when participants were asked to indicate their willingness to see increased freedom in their society at the expense of reducing equality, and vice versa, clear between-group differences were apparent. Both in direct measures regarding this tradeoff and in evaluation of public policy options, Swedish participants generally proved more willing than Americans to increase freedom at the expense of equality whereas the American participants proved more willing to increase equality at the expense of freedom. This result implies that answers to trade-off questions may reflect the perceived fulfillment of values in the society (more freedom in USA, more equality in Sweden), which is not shown by importance ratings. The results are discussed in the context of previous cross-cultural studies comparing political value preferences in both countries.

F6

PREDICTING AFFECTIVE EXPERIENCE WITH IMPLICIT SELF-ATTITUDES: THE POWER TO PREDICT DEGRADES QUICKLY WITH TIME *Tamlin Conner; University of Connecticut Health Center* – Implicit attitudes are known to predict spontaneous reactions to attitude objects. Consistent with this idea, recent research has shown that implicit attitudes about the self (i.e., implicit self-esteem) predict people's immediate affective reactions in daily life, as measured by a computerized experience-sampling procedure (Conner & Barrett, in press). This poster is an extension of that research. It shows that implicit self-attitudes have a negative monotonic relation with time in the power to predict affect. In a sample of 84 students, as the time between an affective experience and reporting was delayed (from immediate, to end of day, to end of week, to "in general"), implicit self-attitudes (measured by an IAT) decreased monotonically in their power of prediction, whereas explicit self-attitudes (measured by the Rosenberg Self-Esteem scale) increased in their power of prediction. These results show that implicit self-attitudes can predict feelings of which we are aware and can convey through verbal self-report, but this prediction decreases with time. Details of our spontaneous reactions degrade quickly in memory; judgments become more considered; and reports become infused with generalized semantic knowledge. Findings have implications for the design of future studies seeking to investigate implicit-experience links. Other implications will be discussed.

F7

WHAT'S BLACK AND WHITE AND MISREAD ALL OVER? BLACKS' AND WHITES' EVALUATIONS OF SOCIAL INTERACTIONS INVOLVING POSITIVE RACIAL STEREOTYPES *Amber C. Thompson, Alexander M. Czopp; University of Toledo* – Social and personal norms against expressions of prejudice based on negative stereotypes are powerful and pervasive. However, because positive stereotypes are often perceived as complimentary toward target group members, their use may be deemed more socially acceptable by some. Specifically, Whites who endorse positive stereotypes about Blacks (e.g., as athletic) may express such beliefs as a form of admiration toward Blacks or as an attempt to portray themselves as non-prejudiced. To the extent that Blacks perceive such expressions of positive stereotypes more negatively, interracial discord is possible. In two studies, Black participants evaluated a White target who expressed well-intentioned stereotypic "compliments" toward Blacks. In Study 1, Blacks rated a stereotyping target as more prejudiced and less likeable than a non-stereotyping control target. In Study 2, Black and White participants evaluated an interracial interaction involving a White target who "complimented" Blacks or a non-stereotypic control interaction involving the same targets. Blacks evaluated the stereotyping White target as more prejudiced and less likeable than White participants, who rated the stereotyping target similar to the control target. Furthermore, White participants rated the stereotypic interaction as more constructive for race relations than Black participants. There were no differences between Blacks' and Whites' evaluations of the control interaction. Implications for positive interracial contact are discussed.

F8

SELF-ENHANCEMENT AND ACADEMIC PERFORMANCE: REGULATORY FOCUS MODERATES THE RELATION BETWEEN EXAGGERATION AND IMPROVEMENT *Greg Willard, Richard H Gramzow; Northeastern University* – Overly positive self-evaluations are prevalent in Western society, and are thought to be linked to enhanced motivation, persistence, and performance outcomes (Taylor & Brown, 1988). College students tend to exaggerate their grade point averages (GPAs), and exaggeration often positively predicts later performance (Gramzow, Elliot, Asher, & McGregor, 2003). Gramzow et al (2003) hypothesized that the same level of self-report bias (i.e., exaggeration) can occur for a variety of motivational reasons, and that these different motivations influence whether self-enhancing tendencies are related to adaptive outcomes. The authors propose that differences in regulatory focus (Higgins, 1997, 1998) represent distinct reasons why students might exaggerate their GPAs. Under some circumstances, exaggerations likely reflect a strong aspiration and expectation of eventually achieving and maintaining a higher level of performance (promotion-focus); under other circumstances, exaggerations are more likely a self-protective denial of failure, the benefits of which may be prevention of negative affect or anxiety (prevention-focus). It was hypothesized that exaggeration only translates into improved performance to the extent that it reflects a focus on desired future goals (i.e., promotion-focus). Consistent with this hypothesis, a relationship between exaggeration and improvement was evident only among students dispositionally high in promotion-focus (Study 1), or when self-reports followed a manipulation that temporarily induced a promotion-focus (Study 2). The present research also extended the generality of past findings, which focus on single performance outcomes, by examining the culmination of numerous performance outcomes over time (changes in overall GPA). Implications for the broader self-enhancement literature are discussed.

F9

ATTACHMENT AND PSYCHOLOGICAL WELL-BEING: THE MEDIATING EFFECTS OF SOCIAL SUPPORT *Susan Wiese[1], Jeffery Aspelmeier[2]; [1]Florida Atlantic University, [2]Radford University* – A large volume of research examining attachment supports the notion that individual differences in attachment security often affect the quality of psychological well-being throughout the lifespan, although little is known about the processes or mechanisms that might account for this relationship. Previous research has indicated a close conceptual link between the quality of attachment and social support and their individual affects on psychological well-being. Given these associations, it is predicted in this study that one of the mechanisms through which attachment affects psychological well-being is through an individual's perceptions of available support and the perceived quality of received supportive behaviors. A sample of 276 female undergraduate students participated in this study by filling out a series of questionnaires examining parent, peer, and romantic attachment; perceptions of available and received social support; and psychological well-being. As predicted results showed that secure attachment significantly predicted psychological well-being relative to insecure attachment, and secure attachment was positively correlated with perceptions of available support and perceived quality of received support. Results also indicated that the relationship between parental attachment and psychological well-being was partially mediated by perceptions of available support and the perceived quality of actual received support. As well as providing support for previous research, the results of this study show that of the three dimensions of attachment that were examined, only the relationship between parental attachment and psychological well-being was mediated by perceptions of available social support and perceived quality of received support.

F10

HOW TO REACT TO FAIRNESS: AN AFFECTIVE-EXPERIENTIAL MODEL FOR UNDERSTANDING PEOPLE'S REACTIONS TO FAIR AND UNFAIR EVENTS *Marjolein Maas, Kees van den Bos; Utrecht University* – People tend to be strongly influenced by whether they are treated fairly or unfairly. But why do people react so strongly to fair and unfair events as they commonly do? And, do people react equally strong to (un)fair events? Within justice literature, there are recent debates as to whether reactions to fairness are constructed in either intuitive or rationalistic ways. We argue that it is not that black-and-white and integrate these two lines of reasoning, by proposing that people's reactions to (un)fair events should be understood by a combination of experiential ways of information processing (Epstein, 1994), higher levels of individuals' affect intensity (Larsen, Diener & Emmons, 1986), and experienced personal uncertainty (Van den Bos & Lind, 2002). Thus, integrating and extending on these different literatures, findings of Experiment 1 and 2 revealed that especially when people have higher (vs. lower) levels of affect intensity, have been brought in an experiential (vs. a rationalistic) mode of information processing, and have experienced personal uncertainty they show the strongest positive reactions to equal outcome distributions and the strongest negative reactions to unequal outcome distributions. Moreover, findings of Experiment 3 reveal that the same effects occur in reaction to different fairness events (receiving vs. not receiving an opportunity to voice opinion), and even when people do not experience personal uncertainty. We argue that these findings suggest that people do not always react equally strong to fair and unfair events, but that fairness matters to people especially when they are in affective-experiential states.

F11

THE IMPACT OF MULTIPLE HARASSMENT STRESSORS ON PSYCHOLOGICAL DISTRESS USING THE SCL-90-R *Robert Hitlan[1], Kimberly Schneider[2]; [1]University of Northern Iowa, [2]Illinois State University* – The current research was conducted to investigate the impact of multiple harassment stressors on psychological health as measured by the Symptom Checklist-90-R (Derogatis, 1983). Currently, research examining the psychological consequences of harassment has primarily focused on global measures of psychological distress including symptoms of PTSD and general mental health. While informative, these measures do not allow for a detailed investigation into specific types of psychological distress that might be experienced by victims (e.g., paranoid ideation, interpersonal sensitivity, hostility, somatization) found in the SCL-90-R. Participants included 168 working students from a midwestern university (Sample 1) and 142 working students from a southwestern university (Sample 2). All participants completed a workplace experiences survey which included measures of sexual harassment, bystander harassment, and ethnic harassment. Results indicated that participants from both universities who reported experiencing multiple types of harassment reported significantly greater levels of psychological distress across several psychological distress dimensions. The current research begins to fill a gap in the current research on harassment in several ways. First, it allowed for a more detailed examination into the specific types of psychological distress experienced by participants who reported being victimized by harassment. Second, it provides additional information on the psychological impact of experiencing multiple types of harassment stressors. Third, the cross-sectional sampling procedure allowed for an examination as to how traditional majority and minority groups are psychologically impacted as the result of being harassed. Results are discussed in terms of their implications for proactive and rehabilitative programs.

F12

CLINGING TO POSITIVE FEEDBACK AS A FUNCTION OF AUTONOMY AND CONTROL MOTIVATION *Holley S. Hodgins, Kathryn Adair, Rachel Gordon, Yaritza Saavedra, Sara Shiffman, Kevin H. Wozniak; Skidmore College* – This study explored the influence of primed autonomy, neutral, and control motivation on the tendency to pay more attention to positive than negative feedback. Participants completed two word tasks and received false positive feedback on one and negative feedback on the other. It was hypothesized that control-primed participants would show a greater preference for positive feedback relative to the neutral-primed participants, and that autonomy-primed participants would show a smaller preference for positive feedback. Results confirmed the hypothesis, as evidenced by time spent reading each type of feedback. The findings are discussed in terms of the defensiveness caused by control motivation and the lack of defense caused by autonomy motivation.

F13

THE EFFECTS OF REGULATORY DEPLETION ON SUBSEQUENT REGULATORY FAILURE: IT'S A MATTER OF TIME *Paul E. Weiland[1], Brad Okdie[2], Andrew L. Geers[1], Dana Podracky[1], Tom Sharkey[1]; [1]University of Toledo, [2]University of Northern Iowa* – The regulatory strength hypothesis (see Schmeichel & Baumeister, 2004) states that self-regulation is a function of a finite resource which depletes as people engage in self-regulation, and which cannot be fully replenished without a period of rest. A large body of research in this area has demonstrated differences in subsequent self-regulation between people who previously self-regulated and those who did not. There has been no work to date, however, looking for differences in subsequent self-regulation between people who regulate for different amounts of time. In the present study, participants were given a task designed to deplete regulatory resources (a cross-out task with complex rules for what letters to cross out) and asked to work on it for either 2 minutes, 6 minutes, or 10 minutes. Residual self-regulatory strength was measured by the amount of time participants persisted on an unsolvable puzzle-tracing task immediately following the depleting event. The data revealed that participants who worked on the cross-out task for 10 minutes stopped working on the tracing puzzles significantly sooner than the other two groups. No differences were found between participants who worked for 2 minutes and those who worked for 6 minutes, suggesting a nonlinear relationship between task demands and regulatory depletion. There were no effects of mood or other individual difference variables. These results have important theoretical implications in that they provide the first look into the impact of immediate regulatory demands on subsequent self-regulation.

F14

THE INFLUENCE OF LIFE GOALS ON GENDER DIFFERENCES IN OCCUPATIONAL CHOICE *Clifford D. Evans, Amanda B. Diekman; Miami University* – In this research, the framework of social role theory (Eagly, Wood, & Diekman, 2000) was used to explain sex differences in occupational choice. From this perspective, diffuse gender roles inform men and women's life goals, and these goals in turn help determine occupational choice. Preliminary research provided evidence for mediation of the relationship between sex and gender-stereotypical career interest by life goals, and this research sought to determine if making gender-atypical goals accessible through experimental priming manipulations would lead to greater interest in gender-counterstereotypical careers. If goal salience influences occupational choice, it may assist in reduction of occupational sex segregation. Participants completed scales focusing on either status or family goals to prime those goals, followed by a measure of gender-stereotypical career interest. A 2 x 2 x 2 mixed ANOVA resulted in a significant Career Type x Participant Sex x Goal Prime interaction. Decomposing this interaction yielded a significant Participant Sex x Goal Prime for male-stereotypical careers, in which men primed with family goals expressed significantly more interest in male-stereotypical careers

than men primed with status goals, and women primed with family goals trended toward less interest in male-stereotypical careers than women primed with status goals. In contrast, only the main effect of participant sex was significant for female-stereotypical careers, with women expressing more interest than men. The findings provide some support for the malleability of goal-related processes; however, they also suggest that at least some gender-atypical goals may still be fulfilled by means congruent with the diffuse gender role.

F15

CULTURE, REGULATORY FOCUS, AND PERFORMANCE *Takeshi Hamamura, Steven Heine; University of British Columbia* – In obtaining a better understanding of cultural variations in psychological processes, one promising approach is to focus on individuals' regulatory focus (Higgins, 1996). Two kinds of regulatory foci have been articulated: promotion and prevention foci. A promotion focus is guided by a pursuit for the "ideal" view of the self and presence or absence of positive outcomes. In contrast, a prevention focus is guided by a pursuit for the "ought" self and presence or absence of negative outcomes. In prior cross-cultural studies on regulatory foci, researchers have found East Asians to be relatively more prevention oriented compared to more promotion oriented North Americans. Following up this line of research, this study investigated performance differences between Canadians and Japanese on a task that is framed either in promotion or prevention term. We invited 67 Canadian and 75 Japanese participants to take part in a computerized pattern recognition task. Half of the participants were told that they would earn a nickel for each correct response (promotion instruction) and the other half of the participants were told that they would lose one nickel for each incorrect response (prevention instruction). A significant interaction was found in that Japanese participants performed better with the prevention instruction than the promotion instruction whereas the pattern was the opposite for Canadians, who performed better with the promotion instruction. Results from this research converge with prior studies that find cultural differences in regulatory foci.

F16

ATTITUDE IMPORTANCE AND THE SALIENCE OF ATTITUDE IMPORTANCE RESTRICTS COGNITIVE DISSONANCE REDUCTION VIA ATTITUDE CHANGE AND TRIVIALIZATION *Ashley S. Soryal[1], Leandre R. Fabrigar[1], Katherine B. Starzyk[2], Jessie J. Fanning[1]; [1]Queen's University, Kingston, Ontario, [2]University of Waterloo, Waterloo, Ontario* – In his seminal book, Festinger (1957) postulated that one critical determinant of the magnitude of cognitive dissonance is the importance of the dissonant cognitive elements. Importance has, however, received relatively little empirical attention, despite its central role in cognitive dissonance theory. The present study explored how people's ability to reduce cognitive dissonance, via attitude change and trivialization, changes as a function of how personally important the issue is and whether or not the personal importance of the issue is salient at the time of dissonance reduction. In mass testing, 237 undergraduates rated the degree to which they favor government supported student loans and the personal importance of the issue. Several weeks later, participants wrote a counter-attitudinal essay, with either high- or low-choice, before reporting their attitude and rating the personal importance of the issue. Participants in the importance salient condition (vs. importance not salient) were also reminded of the issue's personal importance before they wrote the essay. Results showed participants experienced and tried to reduce cognitive dissonance by changing their attitudes and trivializing the importance of the issue. Of particular interest, high-choice participants who rated importance as moderate or high were less able to use both modes of dissonance reduction when importance was salient. In contrast, participants who rated importance as low were relatively unaffected by the salience of importance. Ironically, these results suggest that people are less likely to be able to use attitude change and trivialization when they are particularly likely to experience high levels of dissonance.

F17

SUPPORTIVE BEHAVIORS IN GOOD TIMES AND IN BAD *Natalya Maisel, Shelly Gable; University of California, Los Angeles* – Previous research on social support has found that behaviors intended to be supportive are not always related to positive outcomes (Dunkel-Schetter & Bennett, 1990). The present study attempted to address this counterintuitive finding on enacted support and to extend the scope of "social support" research to include the effects of supportive responses to disclosures of positive events (see Gable et al., 2004). To accomplish these goals, we focused on responsiveness, which is defined as reactions to one's partner that convey understanding, validation, and caring (Reis & Patrick, 1996). Theorists have proposed that if supportive behaviors are responsive, the outcome of these behaviors will be positive (e.g., Reis & Collins, 2000). To test these effects, a behavioral coding guide was created (Responsive Behaviors Coding Guide [RBCG]). This guide was used on a sample of 79 heterosexual dating couples. The average age was 21.71 years, and couples had been dating for an average of 25.07 months. Couples were videotaped while each partner discussed a personal problem and a personal positive event. One team of coders used the RBCG to code these interactions while a second team used an established support coding system (Barbee & Cunningham, 1995), and these two coding guides were compared to relationship data collected from the couple. We hypothesized that responsive behaviors would be positively associated with relationship outcomes such as satisfaction and commitment. In addition, we hypothesized that the RBCG would predict these outcomes better than the established social support coding system. Data largely supported our hypotheses.

F18

MOTHERHOOD: ADVERSE CONSEQUENCES FOR CAREER ADVANCEMENT *Madeline E. Heilman[1], Tyler G. Okimoto[1,2]; [1]New York University, [2]Flinders University of South Australia* – Although being a mother is likely to elicit positive affective responses, it also is likely to exacerbate gender stereotyping and therefore intensify the perceived lack of fit between a woman's attributes and those considered necessary to succeed at male sex-typed jobs. Thus motherhood may ultimately hinder a woman's career advancement. Two experimental studies were conducted to test this idea, one involving undergraduates with a 2x2 repeated-measures design and the other involving MBA students using a 2x2 between-subjects design. Participants evaluated both men and women, who either were or were not parents, who had applied for a promotion to a high level managerial position. In the repeated-measures sample, participants rated the mother as the least desirable choice for promotion compared to women without children, men without children, and men with children. And, when asked to eliminate one of the job applicants from the applicant pool, 65% of participants eliminated the mother. The between-subjects MBA sample, 74% of whom had personnel decision-making experience, yielded consistent results; mothers again received the weakest promotion recommendations. Results also demonstrated that commitment, dependability, and achievement strivings were rated generally lower for parents than non-parents, but perceived effectiveness was rated uniquely low for mothers. Additional analyses indicated that stereotyped characterizations of women mediated effectiveness perceptions and in turn promotion recommendations. These findings suggest that motherhood can indeed hinder the career advancement of women and that the exacerbation of gender stereotyping, and the perceived person-job mismatch that it produces, is the source of its adverse consequences.

F19

THE EFFECT OF EXCESSIVE VIOLENCE IN SPORTS VIDEO GAMES ON AGGRESSIVE AFFECT, COGNITION, AND BEHAVIOR *Nicholas L. Carnagey, Jessica R. Mugge, Craig A. Anderson; Iowa State University* – Past studies (e.g., Anderson & Dill, 2000; Carnagey & Anderson, in press) have demonstrated that exposure to violent

video games can increase aggression-related variables compared to exposure to nonviolent video games. This supports the violent content hypothesis, the notion that violent content in violent video games causes heightened aggression. An alternative explanation is the competition content hypothesis, which states that it is the competitive aspect of violent video games compared to nonviolent video games that causes increases in aggression. Three experiments test the competition hypothesis by comparing two sets of equally competitive sports games. In all three studies participants were randomly assigned to play either a realistic, simulation-based sports video game or a sports video game that contained excessive and unnecessary violence. Study 1 found that violent sports game participants were more hostile than nonviolent participants. Also, violent sports game were more endorsing of violence in sports on some dimensions. Study 2 found that violent sports game participants displayed higher aggressive cognition than nonviolent sports game participants. Study 3 found that violent sports game participants behaved more aggressively than nonviolent sport game participants in a mildly provoking context. These experiments demonstrate that excessive violence in video games, even when compared to equally competitive nonviolent video games can increase aggression-related variables.

F20

ACADEMIC DELAY OF GRATIFICATION AND SUBJECTIVE WELL-BEING *Jennifer Thake, John Zelenski; Carleton University* – Many personal achievements depend on the ability to work towards long-term gains. In the academic setting, students must often choose between an immediately available option (e.g., going to a concert the day before a test) or a delayed alternative (e.g., staying home to study to get a good grade in the course). The purpose of this present study was to examine the relationship between subjective well-being and delay of gratification in an academic setting. It was hypothesized that long delayers would be happier (even though they often forgo fun), more conscientious, and receive higher grades than non-delayers. Eighty-nine university students completed measures of academic delay of gratification, subjective well-being (i.e., positive affect, negative affect, satisfaction with life), academic success and Big 5 traits. Results indicated that academic delay was associated with greater conscientiousness (r = .47) and neuroticism (r = .22). Academic delay of gratification was significantly related to positive affect (r = .32) but not negative affect or life satisfaction. Surprisingly, academic delay of gratification was not associated with actual academic success, but it was associated with expected academic success (r = .22). Future research is required to discern the directionality of the relationship between positive affect and delay (i.e., whether delay of gratification leads to positive affect, or whether, positive affect increase one's ability to delay), and to explore why academic delay is not associated with greater actual academic success.

F21

PLANNING VERSUS DOING: DIFFERENT DECISION MAKING CONSTRUCTS PREDICT PLANNED BEHAVIOR VERSUS ACTUAL BEHAVIOR *Carolyn R. Brown Kramer, Marc T. Kiviniemi; University of Nebraska, Lincoln* – Social psychologists have long been interested in factors which predict individuals' behaviors. Most models assume individuals form conscious intentions to engage in behaviors and that those intentions predict actual behaviors. Most models also are cognitively based, focusing on such factors as cost/benefit beliefs. Our previous work has shown that that feelings associated with behavioral choices are a stronger predictor of actual behaviors than are cognitive beliefs. Moreover, the influence of cognitive beliefs on ongoing behavioral practices is mediated through the feelings one associates with those behaviors. In this study, we examined whether affective and cognitive associations predicted actual behavior and behavioral intentions. 138 undergraduates reported cognitive beliefs and affective associations for either fruits/vegetables or high fat foods, current intentions to diet to lose weight, and current behavior. The influence of cognitive beliefs on actual behavior was completely mediated by affective associations with the behavior, replicating our past work; cognition-behavior b changed from 1.52 to 0.22 for high fat foods and from 0.75 to 0.07 for fruits/vegetables. By contrast, when predicting intentions to diet, cognitive beliefs had a direct relation to intentions without any mediational role of affect; high fat foods, b=-1.19; fruit/vegetables, b=0.23. These findings suggest that different decision making processes might impact behavioral intentions than those which predict actual behavior. In particular, to the extent that affective associations are a mediator for actual behavior but not behavioral intentions, these findings might explain why plans to engage in behaviors do not always effectively translate into actual behavioral practices.

F22

AN INTERACTIONIST APPROACH TO STUDENT SUCCESS: WHEN CONSCIENTIOUSNESS MATTERS *Joan Poulsen, Deborah Kashy, Gerd Kortemeyer; Michigan State University* – With the proliferation of educational technology in higher education has come a need to assess its effectiveness. Such research needs to take into account contextual variables at the course level as well as individual- or student-level variables. A theoretically relevant individual difference variable in education is conscientiousness, one of the "Big Five" factors of personality. This poster reports the results of a study of 34 university courses involving 3394 students who used the LON-CAPA course management system. A measure of conscientiousness was administered to all participating students. In addition, student attitudes about the technology and their overall evaluations of the courses were collected. Official student records provided us with students' final course grades and overall GPA. We derived student behavioral data (e.g., indicators of guessing, success on homework problems) directly from the LON-CAPA system. Course level data were gathered from the course syllabi and the instructors. Data were analyzed using multilevel modeling with courses serving as the upper-level factor and students as the lower-level factors. We found that for courses that put less emphasis on homework (i.e., fewer assignments, homework counted less towards the course grade), or in which students had the potential to be more anonymous (e.g., larger class size), a fairly strong positive association between success and conscientious occurred. However, for courses that emphasized homework more, or were smaller in size, there was no relationship between success and conscientiousness. Results highlight the interaction between "strong situations" and personality in predicting outcomes.

F23

REDUCING PREJUDICE: EXPLORING STRATEGIES FROM THE TARGET'S PERSPECTIVE *Adam Lazarewicz, Toni Schmader, Jeff Stone; University of Arizona* – Although research has identified strategies that reduce prejudice, no prior studies have examined whether stigmatized individuals might use these strategies themselves in their interactions with biased perceivers. In two studies, Hispanics and women imagined interacting with a person who is prejudiced, nonprejudiced, or about whom they have no information and rated goals and strategies for the interaction. The goals included changing the perceiver's stereotypes or attitudes about one's group, avoiding being targeted by stereotypes or prejudice, or having a smooth interaction. Factor analyses from both samples revealed a common set of strategy clusters: perspective-taking, inducing discrepancy, affirmation, acting counterstereotypically, and emphasizing shared identity. Generally, participants preferred having a smooth interaction and being liked as an individual to changing group-level attitudes or beliefs. However, participants from both samples were more interested in changing stereotypes and avoiding being seen stereotypically when interacting with a prejudiced person. In interactions with biased perceivers, participants in both samples chose to emphasize a common identity to the degree that they wanted the perceiver to like them as an individual, but they chose to induce value discrepancy to the degree that they wanted to change the perceiver's group-level stereo-

types. Women chose to act counterstereotypically to the degree they wanted to avoid being stereotyped, but Hispanics chose this strategy to the degree that they wanted to change stereotypes about their group. Conversely, women chose perspective-taking to change group-level stereotypes, whereas Hispanics chose this strategy to avoid being stereotyped. Implications for research on stigma and prejudice reduction are discussed.

F24

THE GOAL ACTIVATION MODEL OF PLACEBO EFFECTS: SUPPLYING EVIDENCE FOR GENERALIZABILITY *Andrew Geers[1], Suzanne Helfer[2], Kristin Kosbab[1], Paul Weiland[1], Justin Wellman[1]; [1]University of Toledo, [2]Adrian College* – The placebo effect is widely discussed and has clear medical significance, but relatively little is known about it. Recently, we proposed the goal activation model of placebo effects to account for this phenomenon (Geers et al., 2005). The model argues that placebo effects occur when individuals hold a nonconscious goal that is compatible with a placebo expectation. In earlier studies, we found stronger placebo effects when individuals were given a nonconscious goal of cooperation. The present study tested the generalizability of this model. First, we tested to see if the aforementioned goal-placebo expectation effect would occur with a conditional placebo expectation. Similar to a clinical trial, conditional-expectation participants were told they had an equal chance of receiving a placebo or an active drug. Second, unlike our prior research in which placebo symptoms were reported once, we recorded placebo symptoms at three different times during the experiment. This was done to see how quickly somatic perception was altered and how long the phenomenon lasted. The experiment, in which we administered caffeine placebos, consisted of a 2(nonconscious cooperation goal X no nonconscious cooperation goal) by 3(no placebo expectation X unconditional-placebo expectation X conditional-placebo expectation) by 3(symptom measurement time) mixed factorial design. Results revealed that nonconscious goals enhance placebo responding for participants in both conditional and unconditional expectation conditions. Placebo symptoms were also found during all three measurement periods. These data provide strong support for the generalizability and predictive ability of the goal activation model of placebo effects.

F25

THE ROLE OF IDENTITY QUALITY IN THE RELATIONSHIP BETWEEN IDENTITY COMMITMENT AND PSYCHOLOGICAL WELL-BEING *Isis Settles[1], William Jellison[2]; [1]Michigan State University, [2]Colgate University* – The current research sought to integrate two pieces of the identity literature: 1) theories that suggest that identities vary according to individuals' level of commitment to them and as a result, the impact they have on well-being, and 2) research that finds that the quality of identities is related to psychological well-being. We hypothesized that the relationship between identity commitment and well-being might be mediated by identity quality. Further, we examined identity commitment operationalized as both identity importance and the value of the identity in society (social value), as both conceptualizations have been suggested in the literature. Two-hundred sixty-six participants in a survey study completed three measures of well-being; they also rated 22 social identities (e.g., friend, student, racial group) on the social value of each identity, as well as the importance and quality of those identities they held. Results demonstrated that commitment (importance and social value) and quality were both positively related to well-being. Further, quality fully mediated the relationship between identity importance and well-being, and partially mediated the relationship between identity social value and well-being. Identity quality as an indicator of the level of privilege and benefits gained from identities vs. identity commitment as an indicator of the possibility of gaining privilege and benefits from identities is discussed, as are differences in the two conceptualization of identity commitment.

F26

DOES PERSONALITY MODERATE THE DISCOMFORT OF DISSONANCE? AN EXAMINATION OF THE "BIG FIVE" *David Matz[1], Petra Hofstedt[2]; [1]Augsburg College, [2]Iowa State University* – A common finding to emerge from research on cognitive dissonance is that people differ widely in their reactions to dissonance arousing situations. Over the years, many researchers have attempted to pinpoint the individual difference factors that moderate the effects of cognitive dissonance. For example, researchers have considered the effects of cognitive control, self-esteem, self-monitoring, and locus of control (to name just a few). Limited attention, however, has been given to the traditional Big Five personality traits as potential moderators of dissonance. In the present study, we test the possible dissonance moderating qualities of the Big Five dimensions. Participants (n = 188) in the present study were led to believe that other members of a small discussion group either generally agreed or generally disagreed with their position on an issue of interest to the group. Exposure to attitudinally discrepant information has been shown to produce feelings of dissonance. Participants then completed an emotion measure that assessed dissonance discomfort and a measure of the Big Five personality dimensions. Results indicate that only extraversion successfully moderated the discomfort associated with cognitive dissonance. Extraverts experienced significantly less dissonance discomfort than did introverts when exposed to disagreeing others. Results are discussed within the context of the limited research linking Big Five personality dimensions to the dissonance experience, the unique method of dissonance induction and measurement used in this study, and Eysenck's theory on nervous system "excitability."

F27

STABILITY AND CHANGE IN RELIGIOUSNESS DURING THE TRANSITION TO ADULTHOOD *Laura B. Koenig, Matt McGue, William G. Iacono; University of Minnesota* – The transition from adolescence to adulthood is an important developmental period that involves many life changes. This transition includes exploration of religious views and beliefs, which are protective factors for other outcomes in later life (e.g., Gartner, 1996; Mason & Windle, 2002). Therefore, it is important to study the change and stability of religiousness in late adolescence. The current study examined mean-level, rank-order, and individual-level change in females' religiousness in adolescence and early adulthood, as well as the genetic and environmental influences on religiousness and its change and stability. Analyses were completed with an epidemiological study of two cohorts of twins: one assessed at ages 14 and 18 and a second assessed at ages 20 and 24. Mean levels of religiousness did decrease significantly, though only slightly, with age, and rank-order stability (assessed by test-retest correlation) was high. Individual-level change (assessed by the Reliable Change Index) was significant, though the majority of individuals showed little change. Analyses of the twin data revealed that the heritability of religiousness increased with age, while the family environmental influence decreased. For the younger cohort, change was genetic in origin while stability was environmental. In the older cohort, change was influenced by nonshared environmental effects and stability was influenced by both genetic and family environmental effects. Implications include the idea that genetic predispositions influence change in religiousness in late adolescence when individuals move away from home and make their own decisions, though in early adulthood, already expressed genetic predispositions create stability in religiousness.

F28

INDIVIDUALISM AND GROUP MEMBERSHIP – A TOXIC COMBINATION? *Julie Christian[1], Nadira Lakhani[1], Tom Postmes[2]; [1]University of Birmingham, [2]University of Exeter* – This paper reports a series of three studies investigating the rejection-identification model, which argues that ingroup identification can function as a buffer against the negative consequences of social stigma. The present paper examines

whether the predictions of this model are upheld across a variety of groups. According to social identity theory, a lack of solidarity is characteristic of low status groups with an individual mobility belief system. Permeable boundaries will promote a culture of individualism, which will prevent group members from engaging in social creativity or collective action in order to redefine the injustices which its members suffer from, and the social identity associated with such memberships should be negative. We expected that the predictions of the rejection-identification model would be less likely to be upheld under such conditions. To examine these issues, we conducted three longitudinal studies amongst diverse urban samples (homeless people, ethnic minorities and women), exploring the relation between identification and well-being. Our prediction was that among homeless people in particular, the social context would be such that identification would have a negative relation with well-being; the opposite of what is traditionally shown. Overall, the findings suggest that the combination of individualism and extreme social rejection can make for a toxic group environment, in which greater identification is associated with negative self-esteem, and self-categorization as a group member with increased depression. Implications from the work will be discussed in terms of group dynamics that might be perceived as tendencies to erode the capacity to cope with adversity.

F29

MEDIA INFLUENCES ON BODY IMAGE: POSITIVE VERSUS NEGATIVE EFFECTS *Duane Hargreaves[1], Marika Tiggemann[2], Janet Polivy[1], Lena Quinto[1]; [1]University of Toronto, [2]Flinders University* — Two experiments were conducted to examine the conditions under which exposure to thin-ideal media can elicit positive versus negative effects on women's mood and body image. In Experiment 1, 123 participants viewed a series of thin-ideal magazine advertisements. While viewing each advertisement the participants were instructed to socially compare to the model (comparison condition), fantasize about being the model (fantasy condition), or evaluate some nonappearance-related features of the advertisement (control condition). The results showed that exposure to thin-ideal advertisements had a negative effect on women's mood and body image but only in the social comparison condition. The thin-ideal advertisements had had a positive effect on women's mood in the fantasy condition. In Experiment 2, half of the 98 participants were weighed before exposure to either thin-ideal or product control advertisements. The results showed that restrained eaters who were weighed reported decreased appearance esteem after thin-ideal media exposure. Restrained eaters who were not weighed were not negatively affected. Furthermore, women who were not weighed felt more inspired and motivated after thin-ideal media exposure. Taken together the results suggest that the same media images can produce either positive or negative effects depending on viewing conditions.

F30

INFLUENCING OTHERS ENHANCES FEELINGS OF BELONGINGNESS, CONTROL, SELF-ESTEEM, AND PURPOSE IN LIFE *Martin Bourgeois[1], Kristin Sommer,[2,3], Dana Binder[1], Christine Shea Adams[1]; [1]University of Wyoming, [2]Baruch College, [3]City University of New York* — The fields of conformity, compliance, obedience, and persuasion have generated thousands of studies (summarized by Cialdini & Goldstein, 2004) that attempt to determine why and when people will be influenced by others. Almost no research, by comparison, has examined social influence from the perspective of the source. What functions are served by having influence? We suggest that influencing others results in an increased sense of purpose, control, self-esteem, and belongingness. This study attempted to provide direct evidence that believing that one has successfully influenced another person would lead to an increased sense that each of these needs is being met. Participants (N=46) were asked how they felt about an issue and to list up to three reasons why. Participants were led to believe that another person in the session either agreed or disagreed with them before exchanging responses. After exchanging responses, participants were then led to believe that the same person now either agreed or disagreed with them. Lastly, participants completed a questionnaire designed to assess the needs hypothesized to be affected by influence. The critical test of the influence hypothesis involved the comparison between the initial disagreement/final agreement and initial disagreement/final disagreement cells. Believing that one successfully persuaded another led to an increased sense of purpose (t=1.80, d=.72), a greater feeling of control (t=1.74, d=.70), higher self-esteem (t=2.30, d=.93), and increased sense of belongingness (t=1.72, d=56), compared to believing that one failed to persuade another person. This study provides direct evidence that being influential is beneficial to the source of influence.

F31

TRAIT VISIBILITY MODERATES THE RELATIONSHIP BETWEEN PERSONALITY JUDGMENTS AND VISIBLE BEHAVIORS *Ryne Sherman[1], David Funder[2]; [1]Monmouth College, [2]University of California, Riverside* — Funder and Dobroth (1987) suggested that some personality traits are more visible than others because some are more evident in observable behavior. They gathered ratings of trait visibility and, separately, self-ratings and acquaintance ratings of personality. More visible traits manifested better consensus and self-other agreement. The present study builds upon these findings by examining correlations between trait ratings and observable behavior. 144 targets in 48 three-person groups were rated for various behaviors by trained coders using the Riverside Behavioral Q-Sort (Funder, Furr, & Colvin, 2000). Each target's two interaction partners and three independent judges, who viewed videotapes of the interaction, rated each of the targets on 100 personality characteristics from the California Adult Q-Set (Block, 1961; Bem & Funder, 1968). Coded behaviors were then used to predict composite scores from the observer judgments and interaction partner judgments. Results indicate that observable behaviors were more highly correlated with personality ratings to the degree that the personality trait in question is observable, as previously identified by Funder and Dobroth. These findings confirm that judgments of personality traits seen as highly visible are manifested in observable behaviors, whereas those that are not as visible are not well predicted by such behaviors. Further analyses indicated that judgments made by observer judges were better explained by target behaviors than judgments made by the interaction partners.

F32

FEELING TWO THINGS AT ONCE: A FUNCTIONAL DISSOCIATION BETWEEN IMPLICIT AND EXPLICIT AMBIVALENCE TOWARD SOCIAL GROUPS *Jay J. Van Bavel, Dominic J. Packer, Norman Farb, Javier Gonzalez, Alison L. Chasteen, William A. Cunningham; University of Toronto* — Attitudinal ambivalence exists when both positive and negative evaluations toward an attitude object co-occur. The present study extends previous research by examining ambivalence at the implicit level. Specifically, we tested whether simultaneous positive and negative associations could automatically become active to create implicit ambivalence. To examine this, participants first learned about two social groups: one White (automatically associated with positive in this sample), and one Arab (associated with negative in this sample). In the control condition both groups were described in neutral terms. In two other conditions, one group was implicated in terrorist activities and the other group was described in neutral terms. Participants then completed implicit (GNAT) and explicit attitude measures that allowed for the computation of attitudinal ambivalence. Not surprisingly, compared with controls, participants presented with negative information about either the Arab or White group self-reported less positivity and more negativity toward the terrorist group, resulting in reduced explicit ambivalence. Interestingly, the pattern of ambivalence was reversed on the implicit measure. Whereas participants expressed the least explicit ambivalence toward the White terrorists, they expressed the most implicit ambivalence toward the White terrorists; the greatest

degree of co-activation of positive and negative associations occurred for the White terrorists. The fact that the White terrorist group evoked the least explicit ambivalence, but the most implicit ambivalence suggests a functional dissociation between implicit and explicit ambivalence. These data suggest a role for reflective processes in the integration of evaluative information to reduce explicit ambivalence.

F33

EFFECTS OF JUDGMENT SPECIFICITY AND SELF-DECEPTION ON RELATIONS BETWEEN SELF-EFFICACY AND PERFORMANCE *Heather P. Slade, Ryan Y. Hong, Sampo V. Paunonen; University of Western Ontario* – This study examined the extent to which the relations between self-efficacy judgments and test performance were affected by specificity of judgments and self-deception. Participants' self-efficacy judgments in relation to five areas of ability (i.e., verbal, arithmetic, spatial, mechanical, and general cognitive ability) were examined across four levels of specificity (i.e., generalized, domain-, context-, and task-specific). After participants rated their self-efficacy levels, they completed objective ability tests in each of five areas. Correlations between the test scores and the various self-efficacy judgments revealed that the generalized judgments had the weakest relations with test scores. The Self-Deceptive Enhancement Scale of the Balanced Inventory of Desirable Responding (Paulhus, 1991) was found to be highly associated with generalized self-efficacy judgments and slightly correlated with context-specific judgments. Interestingly, self-deception was negatively related to three of the test scores (i.e., verbal, arithmetic, and general cognitive ability). When self-deception was controlled for, correlations between self-efficacy judgments and test scores generally improved, suggesting a suppression effect. Overall, results suggested that the more specific the self-efficacy judgments were, the better the prediction of test performance. Moreover, associations between self-efficacy judgments and performance were compromised to the extent such judgments were contaminated with self-deception enhancement. It is thus recommended that generalized self-efficacy measures be used with caution because of both low predictive power and high contamination with self-deception.

F34

OUT OF SIGHT, SOMETIMES OUT OF MIND: IS FERTILITY A MODERATING FACTOR IN WOMEN'S SELECTIVE ATTENTION AND MEMORY FOR ATTRACTIVE MALE FACES? *Elaine Perea-Reiss, Uriah S. Anderson, Douglas T. Kenrick, Steven L. Neuberg; Arizona State University* – Attractiveness is a highly valued characteristic, and appears to be a useful indicator of health and high genetic quality. It is perhaps not surprising, then, that women pay more visual attention to attractive men than to average-looking men. What is surprising, however, is that—despite this enhanced attention—women do not remember attractive men particularly well (Maner, 2003). Why do women pay extra attention to, yet forget to a greater extent, attractive men? The present research seeks to understand this attention-memory disjunction by exploring women's fertility as a moderator. Because conception is most likely to occur as a result of intercourse in the days immediately preceding and including ovulation, cues heuristically related to male genetic fitness—including physical attractiveness—may be especially relevant during this timeframe. Female participants viewed attractive and average-looking faces, and we measured their eye gaze (using an eye-tracking device) and recognition memory for these faces. Findings replicated Maner's disjunction, for both high and low fertility women: They gazed more at attractive than average-looking men, yet failed to remember them with better accuracy. In comparison to low fertility women, however, high fertility women looked more at attractive men and remembered all men well. Discussion focuses on the logic underlying the attention-memory disjunction, and on why ovulation seems to alter the ways in which women process information about males in their social environments.

F35

UNCERTAINTY SUPPRESSION FOLLOWING A CAUSAL UNCERTAINTY PRIME: THE TEMPORAL COURSE OF UNCERTAINTY ACCESSIBILITY. *Aaron Wichman, Ryan Brunner, Gifford Weary; The Ohio State University* – The CU model (Weary & Edwards, 1996) states that people attempt to resolve their uncertainty, but that under some conditions, goal disengagement strategies, such as uncertainty suppression, may be implemented. The model further predicts that such strategies ultimately should be unsuccessful in the face of the fundamental nature of the uncertainty-reduction goal. We tested this prediction, using an adaptation of Hass, Katz, Rizzo, Bailey, and Moore's (1992) implicit affect task to measure the accessibility of uncertainty after a CU prime. We measured uncertainty accessibility either immediately post prime or after a short delay. Results showed that the prime interacted with delay to affect uncertainty accessibility. Immediately after the prime, participants suppressed uncertainty. After a delay, however, uncertainty accessibility returned to baseline levels. Theoretically, the CU prime should have activated a discrepancy from participants' desired state of accurate causal understanding. Immediately upon discrepancy activation, whether goal disengagement or uncertainty reduction is attempted is probably a function of expected discrepancy-reduction success. If the expectation is positive, direct attempts at discrepancy reduction, or enhanced processing, may be the response. If the expectation is negative, however, goal disengagement, or suppression, attempts may follow. Future research might more specifically delineate the conditions under which these different strategies are implemented.

F37

THE INFLUENCE OF AFFECT ON JUDGMENTS OF FAMILIARITY *Christopher Bartak[1,2], Ian Handley[1,3]; [1]University of Florida, [2]SUNY, Buffalo, [3]Montanta State University* – Noting that repeated exposure to an object promotes positive affect toward that object, researchers have hypothesized that positive affect associated with a novel object may also promote perceptions that the object is familiar. Indeed, recent research has demonstrated that novel, yet positively valenced, objects are falsely recognized as familiar more frequently than objects that are novel and neutrally valenced. However, due to the focus on the potentially reciprocal relationship between positive affect and familiarity judgments, previous research has largely overlooked the potential influence of negative affect on these judgments. Coming from the perspective that affect in general serves as information (e.g., Schwarz & Clore, 1983), we currently suggest that any affective reaction, positive or negative, that presumably stems from an encountered object informs individuals that an object is familiar, whereas neutral affect confers no information about the familiarity of the object and results in judgments of less familiarity. That is, if one has an affective reaction to an object, it is likely that the object, or some quality of the object, has been encountered previously and is therefore familiar. Testing our prediction, we conducted an experiment having a between-within design in which participants encountered either a set of smiling and neutral faces or a set of angry and neutral faces. After each face was presented, participants reported how familiar each face seemed to them. As predicted, results indicate that participants judged the affect-emoting faces as more familiar than the neutral faces, regardless of whether the faces were smiling or angry.

F38

THE DYNAMICS OF PERSONALITY STATES, GOALS AND WELL-BEING *Daniel Heller, Jennifer Theakston, Wonkyong Beth Lee; University of Waterloo* – Drawing on recent theoretical developments (Cognitive Affective Personality System, CAPS; Mischel & Shoda, 1995, 1998) and empirical findings (Fleeson, 2001), we examine the nature, magnitude, and factors associated with variability in Big-5 personality states over time in people's daily lives. Specifically, we hypothesize that this within-individual variability is: (a) substantial compared to between-individual

variability and to the magnitude of variability in other states (e.g., self-esteem) and, (b) related to the pursuit of (short term) goals, and (c) has important implications for fluctuations in subjective well-being. One-hundred and one undergraduate students participated in a 10-day interval contingent diary study. Our findings based on multi-level procedures establish a considerable amount of within-individual variability that is both: (a) larger than that observed between-individuals, and (b) larger or similar to other constructs assessed with a state approach (e.g., self-esteem and mood). In addition, both neuroticism and extraversion states were systematically related to the short-term pursuit of both approach-avoidance goals, as well as self-concordant goals. Finally, fluctuations in neuroticism and extraversion states were related to changes in the three components of momentary subjective well-being assessments (i.e., both positive and negative affect and life satisfaction). Taken together, our findings testify to the importance and utility of studying intra-individual variability in personality states.

F39

THE EFFECTS OF COMMUNITY MOTIVATIONS ON CIVIC PARTICIPATION *James J. Lindsay[1], Mark Snyder[1], Allen Omoto[2]; [1]University of Minnesota, [2]Claremont Graduate University* – Previous theorizing and research (e.g., Omoto & Snyder, 2002) have identified connection to community as an important motivator of volunteerism. In the present research, this theory and research is extended to examine the role of community-related motivations in predicting more generalized forms of civic participation. This study explored the relationships between three constructs – community-based motivations, social support, and group identity – and their relative power to predict civic participation over time. Data were drawn from an ongoing field-based experimental study of persons affiliated with AIDS service organizations in Minnesota and California. Participants (N=490) completed questionnaires at baseline and again 10 weeks later. Questionnaires included multiple item measures of sense of community, organizational involvement, motives, personality, health, attitudes, and civic engagement. At baseline, community motivation correlated with group identity and social support (rs >.11, ps < 05). Regression analyses, collapsed across all conditions, revealed that these variables predicted AIDS-related activism, general activism, and intentions to increase involvement in one's AIDS service organization over time, Fs > 6.22, ps < .001. Moreover, community-related motivations predicted AIDS activism and intentions for organizational involvement (betas > .29, ps <.001). These results suggest that community-related motivations can be distinguished from measures of social support and social identity, and may predict civic participation better than these other constructs. These findings speak to the utility of exploring psychological sense of community in future research. It may be that strengthening people's sense of community not only increases forms of civic engagement, but can improve psychological and physical health too.

F40

ACCESSIBILITY EXPERIENCES AND PERCEIVED RELATIONSHIP SUPERIORITY *Shevaun Stocker, Lawrence Sanna; University of North Carolina at Chapel Hill* – Similar to positive illusions people demonstrate for themselves, people also have exaggeratedly positive views of their personal relationships. This perceived superiority encompasses beliefs that our own relationships have more good and fewer bad features than other peoples' relationships. It plays an important role in reducing doubt and sustaining conviction in relationships. Three studies test, and provide evidence for, the critical role of accessibility experiences in this process. People make judgments on the basis of two distinct factors: (a) accessible content (what information is brought to mind); and (b) accessibility experience (how easily information is brought to mind). Prior research on perceived superiority has focused only on accessible content, while completely neglecting the possibly essential role of people's accessibility experiences. Study 1 (n = 92) provided evidence that people find listing positive or negative thoughts about their own or others' relationships differentially easy or difficult. Study 2 (n = 134) provided evidence that directly manipulating accessibility experience through a thoughts-listing task affects a variety of relationship satisfaction variables. Study 3 (n = 127) augmented this by demonstrating that accessibility experiences influence relationship-functioning variables using a traditional relationship literature thought-listing method. In short, the three studies provide unequivocal evidence that perceived superiority in relationships cannot be fully understood or explained without taking into account people's metacognitive accessibility experiences.

F41

DERISIVE SMILING AS A RESPONSE TO VIOLATIONS OF GROUP NORMS *Thomas Trail, Deborah Prentice; Princeton University* – Conventional wisdom in social psychology holds that people react negatively to those who violate group norms. However, little is known about the precise nature of these reactions. Are they characterized by anger? Contempt? Derision? And how are the reactions manifested? The present study used facial electromyography (EMG) along with self-reports to examine these questions. We asked Princeton undergraduates to react to each of 30 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. Ten of the statements expressed attitudes and behaviors that were normative on campus, 10 that were counternormative, and 10 that were neutral (i.e., irrelevant to campus norms). We measured participants' facial movements while they listened to each statement using electromyography and then asked questions probing their positive and negative affect, liking, similarity to the target, and likelihood that they would deride the target (by teasing, laughing at, and making fun of her). We found, consistent with previous research, that participants liked the counternormative targets less than the other targets, though this lower liking was not accompanied by greater negative affect. Participants did, however, indicate that they would be more likely to deride counternormative targets and smiled significantly more in response to these targets. These results suggest that people react to ingroup members who violate group norms with derision and derisive smiling, reactions that may be especially effective for bringing deviants back into the fold.

F42

THEY ALL LOOK THE SAME TO ME UNLESS THEY'RE ANGRY *Joshua M. Ackerman, Jenessa R. Shapiro, D. Vaughn Becker, Douglas T. Kenrick, Steven L. Neuberg; Arizona State University* – When our memory is tested, we are often rather bad at remembering specific individuals from ethnic groups other than their own. Yet, are there theoretical reasons to expect that this out-group homogeneity could be erased, or even reversed? According to a functional perspective, these effects might be mitigated if out-group members pose a potential threat. We investigated the influence of certain threat cues (stereotypically dangerous out-group & expression of anger) on memory for novel faces. In Experiment 1 (N=246), participants viewed a series of African-American and Caucasian male faces exhibiting either neutral or angry expressions. Out-group homogeneity was found for neutral stimuli – Caucasian faces were remembered better than African-American faces. However, this effect was reversed for angry stimuli – angry African-American faces were remembered better than angry Caucasian faces. Experiment 2 (N=241) included manipulations of presentation time and number of simultaneous photos. Results suggested that preferential processing of angry out-group faces occurred at the level of encoding. This reversal of out-group recognition homogeneity is discussed in light of functional theories of social cognition.

F43

WHEN NEGATIVE INFORMATION IS MOTIVATIONALLY POSITIVE: THE INTERPLAY BETWEEN TASK SOCIALITY, SELF-CONSTRUALS, AND EXPECTANCIES. *Kristy K. Dean, Wendi L. Gardner; Northwestern University* – Recent research has demonstrated that negative self-relevant information can be motivationally beneficial for certain individuals. Specifically, failure feedback (Heine, Kitayama, Lehman, Takata, Ide, Leung, & Matsumoto, 2001) and pessimistic expectancies (Dean, Gardner, Lee, & Pennington, 2004) increase motivation (persistence and performance) for Easterners and individuals that view the self as socially connected to others (e.g., individuals with chronic interdependent self-construals). The more common detrimental effects of negative self-relevant information held only for Westerners and individuals that view the self as autonomous (e.g., individuals with chronic independent self-construals). This begs the question: Can specific social situations elicit these same effects? The current study explicitly manipulated the sociality of the performance task to examine the influence of the social context on the use of pessimistic expectancies to motivate behavior. Interdependent and independent individuals were given either pessimistic or optimistic expectancies for their upcoming performance on an anagram task. Additionally, participants were told this task would be completed individually or in a group. We expected, and found, that pessimistic expectancies increased persistence and performance for all individuals (regardless of self-construal) when the group nature of the task was emphasized, demonstrating that negative self-relevant information is motivating when social concerns are salient. Alternatively, pessimistic and optimistic expectancies had differential effects on interdependent and independent individuals when the individual nature of the task was emphasized, reflecting previous research. Discussion centers on self-construal as a driving force behind cross-cultural differences in motivation, as well as the self-enhancement/self-improvement debate.

F44

LEARNING TO FIND THE SILVER LINING: THE NEGOTIATION OF DISAPPOINTING EVENTS *Joann Benigno[1], Patrick Carroll[2]; [1]Institute of Child Development, University of Minnesota, [2]The Ohio State University* – Theory and research on emotional experiences suggest that emotions have important survival functions (Carver & Schier, 1992; Fredrickson, 2001; Zajonc, 1980). For example, the peak of an emotional experience carries vital information regarding personal capacity to cope with the event in the future (Fredrickson, 1999). The present research focuses on the meaning assigned to the experience of disappointment and to what extent social partners facilitate this construction of meaning within autobiographical memory. 294 college undergraduates participated in a scenario study in which they recalled two disappointing academic-related events from their distant (elementary school) and recent (high school) past. For each event, participants rated their level of disappointment and indicated whether they discussed the event with their parents. If they did discuss with parents, they rated the extent to which their conversation with their parents helped them realize the benefits of the experience. Findings revealed that participants who talked with parents following early experiences compared to those who did not were better able to view the benefits of the disappointing early experience, $t(281) = 6.01$, $p < .001$. Moreover, those who talked with parents following early experiences compared to those who did not reported feeling less disappointed after talking with parents following the more recent disappointing experiences, $t(281) = 2.11$, $p < .05$. These findings suggest that social partners can play a vital role in helping people find instrumental value in early disappointments and may continue to prepare people to cope with later disappointments.

F45

TEMPORAL CONSTRUAL EFFECTS ON RELATIONSHIP GOAL PURSUIT *Laura E. Buffardi, W. Keith Campbell; University of Georgia* – Pursuing relationship goals often requires making decisions under conditions of interpersonal uncertainty. Construal level theory (CLT) provides a theoretical framework for understanding these decisions. According to CLT (Trope & Liberman, 2003), increased temporal distance from goal pursuit activates a high-level mental construal of the goal. This, in turn, focuses attention on both primary features of the goal and motivation for pursuing the goal. Decreased temporal distance from goal pursuit, conversely, activates a low-level construal that focuses attention on both the goal's secondary features and specific steps for pursuing the goal. In two studies, we examined how construal level affects the pursuit important relationship goals. Specifically, we examined: (a) approaching a potential mate, and (b) attempting to resolve a relationship conflict with one's partner. We predicted that, with increased temporal distance, the likelihood of deciding to take action towards a relationship goal increases because the subsequent adoption of a high-level construal emphasizes the desirability of achievement; whereas, decreased temporal distance accentuates the difficulty of attainment. As predicted, in Study 1, participants rated themselves on a questionnaire as being more likely to approach an attractive person and bring up uncomfortable topics with their partner when the goal pursuit was in the distant future. In Study 2, we found similar results in a laboratory setting where participants were asked to make decisions about self-relevant relationship behaviors in the distant future or in the immediate future. These findings suggest that CLT provides a new way to consider decision making in relationship goal pursuit.

F46

JAPANESE APOLOGIES: DOES FORMALITY MATTER *Heather Coon, Fukumi Matsubara; North Central College* – Sojourners to Japan often comment on how frequently Japanese people apologize – often in situations in which such apologies seem unnecessary. Previous research suggests that, compared to Americans, Japanese apologize more frequently, consider apologies to be more appropriate, and place greater emphasis on social context and the nature of the apology. The current research addressed whether Japanese people consider apologies and admissions of accountability equally important and appropriate when judging responsibility for a transgression. The degree of formality in the language of the apology or admission was also studied (though in a more preliminary fashion), as appropriate levels of formality are important in Japan. Japanese university students read a scenario in which a male student committed a small transgression (running into them on a bicycle). The cyclist either apologized, admitted responsibility for the incident, or did neither. Participants rated how angry and satisfied they were with his remarks. There were also two levels of formality of language (formal and casual), however this variable was added halfway through data collection, using a separate sample. When language was informal, students were more angry with the apology than the admission of responsibility. When language was formal, students were most angry when there was no apology or admission and most satisfied with the apology. These preliminary results suggest that apologies are important, but that it may be more important in Japanese culture to apologize using appropriately formal language. A same-sample replication of this study is underway, as is U.S. data collection.

F47

HOW STORIES CAN CHANGE OUR GOALS: THE REGULATORY ROLE OF STORIES ON AUTOMATIC GOAL PURSUIT. *Lucette Ouschan, Yoshihisa Kashima, Jenny Boldero; The University of Melbourne* – For the current research we were interested in the role of stories in regulating automatic goal pursuit. Evidence suggests that goals can be automatically adopted and pursued by the implied behaviour of another person (Aarts et al., 2004). In two experiments we demonstrate that this goal contagion effect can have different strategic and regulatory conse-

quences depending on the valence of the story outcome. Compared to a control group, participants who read a competition – success story demonstrate more competitive behaviour in an unrelated task, faster reaction times and tend to perceive neutral scenarios as more competitive. Participants who read a competition – disqualification story demonstrate less competitive behaviour, significantly longer reaction times and tend to perceive neutral scenarios as more competitive. The role of stories as a cultural tool for regulatory mechanisms in automatic goal pursuit are discussed. The implications for research and theories on goal automaticity are highlighted.

F48

THE RELATIONAL SELF-CONSTRUAL AND POWER IN CLOSE RELATIONSHIPS *Kari A. Terzino, Susan E. Cross; Iowa State University* – Previous research has demonstrated that individuals with high relational self-construals are motivated to secure and maintain close relationships (Cross, Bacon, & Morris, 2000). High relationals tend to be more committed, satisfied, and disclose more in close relationships (Cross et al., 2000). However, how does power affect such relationships? Other research has investigated the consequences of power across different types and orientations of close relationships (e.g., Anderson, Keltner, & John, 2003; Chen, Lee-Chai, & Bargh, 2001). We extend these findings by using a Relational Self-Construal (RISC) x Power approach to predict relationship quality and well-being in new roommate relationships. Over the course of a semester, participants completed measures assessing relationship quality (commitment, roommate satisfaction, and social provisions) and well-being (self-esteem, life satisfaction, positive relations with others, and depression). Analyses reveal that relational self-construal interacts with power and disclosure to predict various aspects of relationship quality and well-being. Furthermore, contrasting effects emerged for different levels of power and relational self-construal. Low power was associated with greater relationship quality and well-being for low RISC participants who disclosed more to their roommates, whereas disclosure did not show such an association for high RISC participants. In contrast, high power was associated with greater relationship quality for high RISC participants who disclosed more to their roommates, whereas disclosure did not have such an association for low RISC participants. These results support Chen et al.'s assertion to examine power as a Person x Situation variable. Implications for self-construal and power in close relationships are discussed.

F49

THE ANSON POLITICAL ORIENTATION SCALE: ASSESSING ATTITUDINAL DIFFERENCES IN THE AMERICAN VOTER *Jacqueline M. Anson, Frederick L. Coolidge; University of Colorado, Colorado Springs* – The Anson Political Orientation Scale (APOS) was created to determine individual, cognitive, and social motivational differences between members of the American Republican and Democratic political parties. The scale was developed by examining applicable psychological theories, especially those relevant to predicting voting behavior in the 2004 Presidential election. After an initial pilot study and focus group with 8 graduate and post-graduate students, a final 40-item scale was established with each item answered on a 6-point Likert scale. The APOS was then tested on 116 participants (83 females, 32 males, and 1 participant who did not indicate his/her sex) whose ages ranged from 18 to 75 years (M = 27). Forty-one participants identified themselves as Republican, 29 as Democrat, 37 as Independent, and 9 were not registered to vote. Internal scale reliability (Cronbach's alpha) was good (.87) and test-retest (one week interval) was excellent (.98). Factor analysis revealed a 3 factor solution; a conservative morality factor, a tolerance for inequality factor, and a cognitive style factor. As hypothesized (by independent t tests), people identifying themselves as Republicans scored significantly higher on the APOS than those who identified themselves as Democrats. Further, voters who chose George W. Bush over John Kerry (many of whom identified themselves as Independent) scored significantly higher on the overall scale. Based on these preliminary analyses, the APOS appears to be of value for measuring attitudinal differences between self-identified political party members and differentiating among political orientations (i.e., conservative, moderate, liberal). Certainly, additional research is warranted.

F50

BUSH-BASHING INCREASES GENDER DISCRIMINATION: MORAL CREDENTIALING AMONG THE POLITICALLY ACTIVE POLITICALLY CORRECT *Louisa Egan, Geoffrey Cohen; Yale University* – It has been found that if people have the opportunity to disagree with blatantly sexist or racist statements, thereby establishing their moral credentials, they are later more likely to hire males or whites over women or African-Americans (Monin and Miller, 2001). In the current study, the authors examine effects of cross-domain credentialing—can establishing moral credentials in one domain affect decision-making in an unrelated domain? We investigated moral credentialing effects among 80 protesters at the 2004 Republican National Convention. We expected that individuals who asserted their anti-Republican identity would be more likely than non-credentialed participants to engage in gender discrimination by preferring to hire a member of their own gender group for a high ranking position in a traditionally male industry. Anti-Republican political identity was primed by inviting participants to agree or disagree with a set four statements, either anti-Bush (e.g., "President Bush has alienated and isolated us from other nations") or not. Participants then read about a cement manufacturing company and profiles of four applicants, two females and two males, each with strengths and weaknesses. Participants selected an applicant, listed reasons for their choice, and filled out abbreviated versions of hostile and benevolent sexism inventories. Overall, anti-Bush identification led to the hiring of same-sex applicants among both men and women. The result that moral credentialing may occur through anti-Bush identification and cause in-group bias suggests that moral credentialing effects can operate across domains.

F51

CHOICE IN WORKING CLASS AND MIDDLE CLASS CONTEXTS: TO BE SIMILAR OR DIFFERENT? *Nicole Stephens[1], Hazel Rose Markus[1], Sarah Townsend[2]; [1]Stanford University, [2]University of California, Santa Barbara* – Choice in middle-class (MD) European American contexts serves to express uniqueness and difference from others (Kim & Markus, 1999). We examined how the meanings and functions of choices differ according to the social class contexts in which they occur, hypothesizing that choice in working-class (WK) contexts may serve to express similarity to, rather than difference from others. Studies 1 and 2 revealed that in comparison to students from MD backgrounds, students from WK backgrounds more often chose a pen that was similar to the other choice alternatives, and liked their pen choice more when a confederate chose a similar rather than a different pen. We hypothesized that these behavioral differences reflect differences in implicit understandings about how to be a normatively good person in the world — models of agency. To examine how different models of agency were reflected at an individual level, Studies 3 and 4 used an explicit, close-ended survey and an implicit, open-ended interview to assess people's attitudes towards choice. To examine how different implicit understandings were present at a contextual level, Studies 5 and 6 examined the level of variety present in two social class contexts and analyzed the messages found in magazine advertisements targeting people in WK and MD contexts. Given the emphasis on differentiation, the MD context, as hypothesized contained more variety than the comparable WK context, and magazine advertisements targeting people in MD as opposed to WK contexts more often contained messages related to difference and uniqueness.

F52

LONG-TERM EFFECTS OF SCHOOL ENTRY AGE ON EDUCATIONAL ATTAINMENT, CAREER SUCCESS, AND LONGEVITY *Leslie R. Martin[1], Peggy L. Kern[2], Howard S. Friedman[2]; [1]La Sierra University, [2]University of California, Riverside* – Students who enter primary school at too young an age may not be psychosocially prepared for the hierarchical school setting, and their academic and psychosocial well-being may suffer. Conversely, early academic and psychosocial success may set a positive trajectory for the child. This study extends existing research on age of school entry to outcomes across the lifespan. This project used data (N = 1119) from the Terman Life Cycle Study (1922-2004), supplemented by our research team with the collection of death certificates and construction of new indexes. Age of primary school entry, measured by parental report in 1922, was considered as a predictor of occupational success, measured in 1940, and educational attainment, measured across the lifetime. Additionally, Cox proportional hazards regression analyses were used to relate these predictors to longevity, and to consider the possible mediating effects of adult education and occupation on longevity. Furthermore, personality was considered as a potential moderator. Age of school entry predicted key later important outcomes, including longevity, although the pathways involved varied. Starting school later was more beneficial than starting school at earlier ages, even for the bright children who constitute this sample. It is possible that age of school entry, and the accompanying maturity level, may set in motion a psychosocial trajectory for an individual that can have a long-lasting impact. Findings confirm the importance of life-span approaches to understanding individual patterns in a social context.

F53

THE PSYCHOLOGY OF RESISTANCE: EXPLORING EVERYDAY RESPONSES TO INJUSTICE *Amber Hui, Stephen Wright; Simon Fraser University* – Power is never met without resistance. The question then is to what degree and intensity do people and groups resist? This study explores the notion that demonstrations of power that are perceived to be unjust are met with a class of observed behaviours and unobserved thoughts and attitudes, some of which have previously gone unrecorded in social psychological discourse. We propose resistance as a broad construct that encompasses the extent of psychological responses to perceived injustice representing silent defiance through to active rebellion. Resistance is introduced as a model containing four key components: identification with the social value or issue, a perception of a present power or authority, a sense of injustice, and demonstrations of dissatisfaction. Three additional variables were also tested as moderators — personal investment in the status quo, degree of learned helplessness, and social identification as an activist. Undergraduate students (N=135), 70% female, aged 17 to 46 (M = 20.9, SD = 3.84), completed a questionnaire that measured each component of the resistance model in reference to a current and relevant social issue. Results support the proposed model of resistance, and suggest that social behaviour often described as passive and apathetic can reflect an important element of the individual or social dynamic. The findings in this study offer an expansion of perspective for research in social justice, social action, and social change.

F54

IMPRESSION FORMATION OF OTHERS' TRAITS, ATTITUDES, AND VALUES. *Jordan Pennefather, Bernadette Park; University of Colorado, Boulder* – Past research on person perception has focused primarily on how people form impressions about others' personality traits. Other critical dimensions of social impressions have been relatively unexplored. The aim of the current study was to examine consensus, accuracy, and social projection in perceptions of others attitudes and values, as well as personality traits. Participants (n=108) were initially shown a photograph of six target individuals (from one of three sets of such individuals) and were asked to rate where each person stood with respect to a number of attitudinal issues, cherished values (Rokeach), and the Big Five personality trait dimensions (Norman, 1963). These same judgments were made a second and third time following two 5-minute video clips of interviews in which each target was asked a variety of questions generally relevant to the judgments. Using the Social Relations Model (Kenny, 1981), we examined the level of consensus, accuracy, and projection by time and judgment dimension. Consensus was greater for traits than for both values and attitudes, and greater for attitudes than values. Overall, accuracy did not differ by judgment dimension, though it did increase over time. There was less projection for traits than for the other two dimensions. Interestingly, projection increased after watching the interviews, compared to judgments at zero acquaintance.

F55

STRATEGIC SELF-PRESENTATION IN POLITICAL SURVEY RESPONSE *Christopher Miller; University of Minnesota* – National Election Study Times Series data for U.S. Presidential elections was examined for effects predicted by the Basking In Reflected Glory (BIRG) literature. NES participants who presented a consistent candidate preference in one of the past six Presidential elections were selected. Pre and post-election thermometer ratings of subjects' preferred candidate were subjected to a paired sample T test. Results were consistent with the literature in 1984, 1988 and 1996. The results of 1992 and 2000 can be explained by the BIRG literature, but the 2004 results can not be fully explained. Individual differences in candidate evaluation and political participation are examined, but do not provide a full explanation.

F56

CULTURE AND IMPLICIT SELF-VIEW INCONSISTENCY *Helen Boucher[1,2], Kaiping Peng[1]; [1]University of California, Berkeley, [2]Bates College* – A growing body of research suggests that East Asians have inconsistent beliefs about themselves, relative to European Americans (Choi & Choi, 2002; Spencer-Rodgers, Boucher, Mori, Wang, & Peng, 2005; Spencer-Rodgers, Peng, Wang, & Hou, 2004). The current research builds on this work by extending self-inconsistency to implicit or automatic self-views. Chinese, Chinese American, and European American participants completed explicit measures of self-beliefs in the domains of extraversion, introversion, and self-esteem, as well as implicit measures of the same constructs (i.e., the Go/No-go Association Task, a conceptual relative of the IAT; Nosek & Banaji, 2001). Regarding the explicit measures, Chinese and Chinese American participants indicated more self-belief inconsistency, and scored lower on self-esteem, than did European Americans, replicating previous research. Regarding implicit self-beliefs, the main finding was that Chinese American extraverts had a stronger association between the concepts of self and introversion than did European American extraverts. For implicit self-esteem, there were no differences between groups in the strength of their association between the concepts of self and positive valence. However, Chinese participants had a stronger association between the concepts of self and negative valence than both the European and Chinese Americans. Additional analyses revealed that these effects were due to European and Chinese Americans having more polarized associations of self with positive valence, while Chinese participants were more balanced in associating self with both positive and negative valence. Discussion focuses on how members of Chinese culture come to possess relatively inconsistent explicit and implicit self-views, and questions for future research.

F57

SHIFTING EVIDENTIARY STANDARDS? THE EFFECTS OF RACE, STEREOTYPES AND POLITICAL CLIMATE ON LEGAL DECISION-MAKING *Jennifer E. Ma, Lauren V. Fishman, Yael Granot; Vassar College* – In two studies, we considered whether the evidentiary standard required to acquit a criminal defendant differs depending upon the defendant's race. In Study 1, 62 participants were presented with a murder case involving either an African American or White American defendant. Participants were presented, via computer, one item of exonerating evidence at a time and asked to consider evidence until such time

as they decided that the defendant should be acquitted of the crime. Participants also completed trait ratings of the defendant before completing various individual difference measures. Results showed that in contrast to the application of a general racial stereotype of criminality, participants required less evidence to acquit the African American (and perceived him more positively) than the White American defendant. These patterns held even after controlling for various individual differences. Given the current political climate and prejudice toward Arabs and in an attempt to test a social desirability explanation for the Study 1 results, in Study 2, 89 participants were presented with the same murder case, but involving a White American or Arab defendant. Results showed that participants tended to acquit the Arab defendant sooner (and perceived him more positively) than the White American defendant. By contrast, warmth measures indicated that specifically in the Arab condition, White Americans were significantly more liked than Arabs. Thus both studies, contrary to expectations, show that non-Whites were exonerated more quickly than Whites, despite different levels of societal support for prejudice against these groups. Possible explanations for these results are considered.

F58

TRAIT FORGIVENESS II: SPIRITUAL VS RELIGIOUS COLLEGE STUDENTS AND THE FIVE-FACTOR MODEL OF PERSONALITY *Lise DeShea, Jean Tzou, Sunwoo Kang, Masami Matsuyuki; University of Kentucky* – Measurement is fundamental to any area of psychological research. Dozens of self-report measures of forgiveness have been developed in recent years, yet until now, researchers have not compared these scales based on data from a single group of participants. One goal of this study was to compare trait forgiveness scales on a level playing field. We surveyed N = 236 undergraduates and presented 22 trait forgiveness scales, Paulhus' Balanced Inventory of Desirable Responding, and Gosling's Ten-Item Personality Inventory. Because of the prominence of forgiveness in Christianity, the dominant religion in this population, we hypothesized that people who identified themselves as spiritual and religious (SR) would be more forgiving than those who said they were spiritual but not religious (SNR). Tzou, DeShea, & Kang (2005) used this data set to compare these groups on 10 scales, but failed to control for socially desirable responding. In the present study we compared the groups on all 22 scales while controlling for self-deception and impression management. Results largely confirmed the hypothesized group difference. Further, we found Agreeableness correlated with 21 of the 22 trait forgiveness scales for the SR group, but not for the SNR group, for which Agreeableness correlated with only two scales. For the SNR group, Conscientiousness correlated significantly with forgiveness more frequently than it did for the SR group, an especially noteworthy finding since the SNR group was about one-third the size of the SR group, providing markedly less power to detect significance.

F59

GENDER DIFFERENCES IN FEELINGS OF INADEQUACY OF LOW AND HIGH SELF-HANDICAPPERS *Dorothee Dietrich; Hamline University* – The impostor phenomenon (Clance, 1985) refers to feelings of inadequacy, fraudulence and incompetence by highly successful individuals. Previous research has shown mixed results regarding gender differences with some studies showing women exhibiting higher impostor scores than men (e.g., Lapp-Rincker, 2004) and in other studies men scoring higher than women (e.g., Topping & Kimmel, 1985). Interestingly self-handicapping has also been associated with elevated impostor scores (Cowman & Ferrari, 2002). Self-handicapping, defined as any behavior enhancing the opportunity to externalize failure and internalize success (Berglas & Jones, 1978), may be utilized to protect oneself from the negative affective consequences (such as shame) of impostorism. Therefore, the purpose of the current study is to determine the degree to which gender and self-handicapping jointly contribute to impostor scores. Male and female college students (N=116) participated in this study by completing the 20-item impostor scale (Clance, 1985), and the 10-item self-handicapping scale (Strube, 1986). Using a median split procedure, men's and women's self-handicapping scores were categorized as low or high. The 2-way ANOVA of the impostor scores revealed a significant main effect for gender with women having higher impostor scores than men [$F(1,112) = 8.13$, $p=.005$], and a significant main effect for self-handicapping [$F(1, 112) = 34.06$, $p=.001$] with high self-handicappers exhibiting higher impostor scores than low self-handicappers. Overall, high self-handicapping women had the highest impostor scores while low self-handicapping men had the lowest impostor scores. This study demonstrates that women are at greatest risk for feelings of inadequacy, especially those exhibiting self-handicapping tendencies.

F60

PREDICTING COPING STYLES FROM THE SNYDER HOPE SCALE AND HERTH HOPE SCALE: A COMPARATIVE VALIDITY STUDY *Randolph Arnau[1], David Rosen[2]; [1]University of Southern Mississippi, [2]Texas A&M University* – The Snyder Hope Scale (SHS) is probably the most commonly used measure of hope. However, the Herth Hope Scale (HHS) also appears promising, and taps into a broader conceptualization of hope, including not only the goal-focused domain covered by the SHS, but also perceived support (both social and spiritual), general optimistic style, and hopelessness. The purpose of the present study was to compare the incremental validity of HHS scores over the SHS for predicting coping styles. Participants were 529 undergraduates (54.1% female) who completed the SHS, HHS, and the Ways of Coping Questionnaire. The SHS and HHS subscales served as predictors of three coping style subscales (Problem-Focused, Emotion-Focused, and Displacement) in a series of hierarchical regressions. The SHS subscales were entered in the first step followed by the HHS subscales. Then, the analysis was repeated, with the entry order reversed. A commonality analysis was performed to quantify the amount of variance in coping uniquely accounted for by each hope scale. Results indicated that for all three types of coping styles, the HHS explained a significant amount of variance in coping beyond that explained by the SHS, but when entry order was reversed, the SHS also explained variance beyond the HHS. The commonality analysis indicated that for problem-focused coping, the SHS accounted for the most unique variance, but the HHS accounted for more unique variance in Emotion-focused and Displacement coping. Therefore, the HHS appears to be worthy of further study, but may benefit from the addition of more goal-specific content.

F61

GETTING A SECURE GRIP ON REALITY: SHARED REALITY, ATTACHMENT SECURITY, AND MEANING IN LIFE *Maya Sakellaropoulo, Mark Baldwin; McGill University* – Shared reality concerns a feeling that one's conception of reality corresponds with that of others. Given the intersubjective nature of shared reality, attachment theorists might specify that the greatest benefits from sharing reality, including a sense that life is meaningful, would be reaped by those in a secure context. Indeed, it has been suggested that one of the fundamental threats to meaning is the impossibility of having others partake fully in one's experiences (Yalom, 1980). Eighty-nine undergraduate students completed measures of attachment security and meaning. They also completed a novel shared reality measure, in which they indicated which pair of gradually overlapping circles best represented the extent to which they felt they shared their reality with each of four particular others: family, best friend, person the participant felt closest to, and average person. Analyses revealed that a sense of meaning in life was predicted by the degree to which participants felt they shared their reality with family members, but only when a high level of shared reality occurred in combination with a high level of attachment security. Interestingly, the extent to which participants felt they shared reality with people outside of the family context had no effect on their sense of meaning. These findings suggest that meaning is rooted in both attachment security and the feeling that one's construal of reality is validated by significant others.

F62

EXPLORING THE RELATIONSHIP BETWEEN PSYCHOPATHY AND NORMAL PERSONALITY TRAITS WITH ITEM RESPONSE THEORY *Kate E. Walton[1], Brent W. Roberts[1], Robert F. Krueger[2], Christopher J. Patrick[1]; [1]University of Minnesota, Twin Cities, [2]University of Minnesota, Twin Cities* — This research explores the relationship between normal personality traits and psychopathy. Although many maintain that psychopathy is an extreme variant of normal personality, to our knowledge, this idea has never been formally tested. If measures of psychopathy accurately reflect an extreme variant of normal personality, items on measures of psychopathy should contain items that are more difficult (i.e., less likely to be endorsed) than items on measures of normal personality. The ideal way to test such ideas is with Item Response Theory (IRT), which provides formal tests of items' difficulty levels. In the present study, undergraduate participants (N=459) completed measures of psychopathy and normal personality. IRT methods were used to estimate the difficulty levels of items on both scales. We expected that the psychopathy measure would contain a disproportionate number of highly difficult items, while the measure of normal personality would contain a relatively high number of easy to moderately difficult items. Contrary to our expectations, both measures consisted of a large number of moderately high difficult items and few, if any, items with difficulty levels in the easy, moderate, or extremely high ranges. In two additional samples, one consisting of community participants (N=353) and one consisting of prisoners as well as community participants (N=263), we again found a great deal of overlap between the difficulty parameters of the measures of psychopathy and normal personality. That is, the measures of normal personality contained items just as difficult as those comprising the measure of psychopathy. Implications and future directions are discussed.

F63

TENDENCIES TOWARDS UNDERHELPING FOLLOWING A MILD PROVOCATION: A BEHAVIOURAL INVESTIGATION INTO THE NATURE OF REVENGE BETWEEN STRANGERS VERSUS INTIMATES *Alishia Alibhai, Susan Boon; University of Calgary* — The purpose of this study was to provide a direct behavioural measure of whether people would be more or less likely to seek revenge against a romantic partner or a stranger following a provocation. Dating couples attended the sessions and were led to believe they were playing two computer games either with their own romantic partner or a stranger. In actuality, all participants played both games with a pre-programmed computer. Crossed with the manipulation of game playing partner, half of the participants were provoked in the first game and the other half were not. The second game provided participants with an opportunity to retaliate in the form of an "underhelping" behaviour. Specifically, participants could decide how many hints to offer their partner when the partner asked for assistance in an object-use-generating game. Regardless of who they believed their game partner was, provoked participants retaliated to a greater extent (i.e., gave fewer hints and hints of poorer quality and charged their partners more for these hints) than not provoked participants. Independent of whether they were provoked or not, participants were less likely to underhelp their romantic partners than strangers. This study demonstrated that intimates and strangers indeed get even with each other, that people are just as likely to get even with strangers as their romantic partners, and that compared to strangers, romantic partners are more generous with each other. Theoretical implications of these findings will be discussed.

F64

EXAMINING THE IMPACT OF ALCOHOL INTOXICATION AND CUE SALIENCE ON PERCEIVED SEXUAL AROUSAL *Lianne McLellan, Tara K. MacDonald; Queen's University* — Little experimental research has examined the effects of alcohol intoxication on men's sexual aggression in a date situation. One factor that may influence aggression is men's perceptions of their partners' sexual arousal. Alcohol Myopia (AM) theory purports that people are highly influenced by the most salient cues in their environment when they are intoxicated (Steele & Josephs, 1990). Sixty-three male university students were randomly assigned to either a sober or intoxicated condition and listened to one of two scenarios of a couple on a date. In the scenarios, a man is making unwanted sexual advances toward his date and she is either subtle (low salience) or forceful (high salience) in saying that she does not want to go further sexually. At five times throughout the scenario, participants reported how aroused they perceived the woman to be. We expected an alcohol by cue salience interaction such that sober men would report low arousal regardless of cue salience and, consistent with AM, intoxicated men would report lower arousal when the woman was forceful in expressing that she did not want to go further (i.e., high inhibiting cue salience) than when she was subtle. Contrary to our hypothesis, we found a significant interaction such that participants perceived the woman to be more aroused when she was forceful in saying no than when she was subtle, and the difference was more pronounced among intoxicated than sober participants. Theoretical implications for AM and practical implications for deterring date rape are discussed.

F65

INFORMATION SHARING IN COMPETITIVE DECISION-MAKING GROUPS: BIASED COGNITION OR STRATEGIC COMMUNICATION? *Christine Gockel, Gwen M. Wittenbaum; Michigan State University* — In an experiment by Wittenbaum, Hollingshead, & Bowman (2003), each member of a three-person decision-making group preferred a different decision alternative and additionally received a monetary incentive for advocating that alternative during discussion. Group members mentioned more information that was preference-congruent than preference-incongruent. This discussion pattern may reflect either a cognitive bias favoring the preferred alternative or strategic communication. The present experiment sought to tease apart these two explanations. Participants individually read information about three hypothetical cholesterol-reducing drugs that biased them to like a particular drug, and they anticipated discussing the drugs and deciding among them in three-person groups. After individually evaluating the importance of each piece of drug information (to assess cognitive bias), participants were given a monetary incentive to advocate for their preferred drug (congruent members) or a different drug (incongruent members). Participants individually identified which items of information they planned to mention during discussion (to assess a strategic communication plan). Participants were dismissed in lieu of engaging in discussion. Congruent members favored information that was consistent with their preference and incentive both cognitively and in their communication plan. Incongruent members cognitively favored information that supported the drug they preferred but planned to communicate information that supported the drug that would win them money. These findings provide evidence that biased information sharing during group discussion may be due, in part, to strategic selection of information rather than a simple cognitive bias.

F66

ADOLESCENTS' IMPLICIT CATEGORIZATION OF GENDER AND ETHNICITY *Joshua E. Susskind, Eric Schettler, Lisa DeSloover; University of Northern Iowa* — This study examined how 10-to-13-year-olds categorized adults on the dimensions of ethnicity and gender using the statement matching paradigm (Taylor, Fiske, Etcoff, & Ruderman, 1978). Forty-seven children watched a PowerPoint presentation of a conversation involving two Black men, two Black women, two White men, and two White women. Each slide displayed the speaker's picture, name, and the statement made. Afterwards, the children were asked to determine who made each statement. The pattern of errors in their assignments was examined to assess how they spontaneously categorized the adults. More within-ethnicity-within-gender errors (e.g., assigning a statement made

by a White woman to the other White woman) were made than any other type of error. This implies that the targets were categorized at the subgroup level. In contrast to findings with adults (Stangor, Lynch, Duan, & Glass, 1992), the children did not also categorize at the more global level of gender above and beyond the subgroup categorization. These results also conflict with findings for preadolescents when gender and ethnicity were presented as single categories in statement matching paradigms. Under these conditions, preadolescents classified social targets along the gender or ethnic dimensions (Bennett & Sani, 2003; Bennett, Sani, Hopkins, Agostini, & Malucchi, 2000). As participants in the current study only classified at the subgroup level, the activation of the subgroup category seems to have inhibited the use of the broader gender and ethnicity categories. This implies that children in this age range are unable to implicitly categorize social targets at two hierarchical levels simultaneously.

F67

EXPANDING THE SCOPE OF IMPLICIT MEASURES: THE STATEMENT POSITIVITY TASK (SPOT) *Aiden P. Gregg, Adam Bouzoukos; University of Southampton* — In an attempt to increase the symbolic range and applied flexibility of implicit measures, we devised an IAT-variant methodology--the Statement POsitivity Task, or SPOT--in which respondents alternately classified single words of contrasting valence and factual statements of contrasting truth-value. Study 1 established a baseline automatic association between truth and positivity, but, critically, one moderated by the manipulated differences in the valence of statements. Study 2 established that the SPOT could discriminate between different groups whose attitudes spwaned contrasting evaluations of the propositional content of statement stimuli. Study 3 established that the SPOT at least partly resisted deliberate faking. Implications for the improvement and diversification of implicit measures are discussed.

F68

ANTICIPATING INTERPERSONAL CONSEQUENCES OF CONFRONTING SEXISM: THE MODERATING ROLE OF STIGMA CONSCIOUSNESS *Jessica Salvatore, J. Nicole Shelton; Princeton University* — How do women expect to be seen when they confront versus ignore sexist comments? The perceived social costs of both choices are partly a function of whether women believe ingroup or outgroup members are evaluating their response. In previous work, we asked women to imagine confronting or not confronting a male who made sexist remarks, and then to imagine that in-group or out-group observers witnessed their (in)action. Our results showed that targets of prejudice anticipate a dilemma based on observers' group membership: they expect men to be more angry with them if they confront, but they expect women to be more angry if they fail to confront (Salvatore & Shelton, 2005). Some women, such as those who expect to be stereotyped by others, may have a heightened awareness of this dilemma. To test this idea, we reanalyzed these data to assess whether stigma consciousness (SC; Pinel, 1999) shapes backlash expectations. Including SC (low vs. high) as a factor revealed a significant three-way interaction, confirming the prediction that SC moderates the interaction we had previously reported between women's behavior and the observers' gender. Although this two-way interaction remains significant for both groups of women, differing effect sizes speak to the importance of individual SC levels. For women with lower levels, the effect size is substantially smaller (partial eta-squared = .21) than for women with higher levels (.52). These findings support the idea that women high in SC are more attuned to the social costs that they face when responding to sexism.

F69

SOCIAL INTERACTION AND SELF-REGULATION: IS PARTNER HOPELESSNESS DEPLETING? *Sarah J. Scarbeck, Eli J. Finkel; Northwestern University* — Research addressing the intersection of social interaction and self-regulation has revealed that certain interactions require, and thus deplete, self-regulatory resources. The present research focuses on specific characteristics of the interaction partner that might create such high-maintenance interactions (Finkel, Campbell, Brunell, Dalton, & Chartrand, 2005). Specifically, we propose that certain characteristics of depression (negativity, hopelessness, and the depressive attribution style) may create such an interaction. We hypothesize that, relative to those interacting with a nondepressed partner, participants who interact with a partner displaying characteristics of depression will report experiencing more subjective depletion and demonstrate greater post-interaction impairment of self-regulatory strength. To test the initial hypothesis, pairs of participants engaged in a 6-minute "get acquainted" interaction and then completed a questionnaire about their experience. Utilizing participants' scores from a standardized depression measure administered at a mass testing session, the results revealed a positive association between the participant's experience of subjective depletion and the depression score of his or her interaction partner. In the second study, participants engaged in a brief, 6-minute problem-solving task with a confederate who was either displaying characteristics of depression or was neutral. Results revealed that, compared to those who interacted with the neutral confederate, participants who interacted with the "depressed" confederate showed a greater post-interaction decrement in self-regulatory strength, assessed by a handgrip strength measure. Together, these studies broaden our understanding about the types of interactions that require self-regulatory strength and suggest that interacting with certain characteristics of depression can be depleting.

F70

SHEDDING POUNDS THE EASY WAY: MODERATORS OF ACTUAL VERSUS SELF-REPORTED WEIGHT DISCREPANCIES *Rochelle Bergstrom[1], Clayton Neighbors[2]; [1]Minnesota State University, Moorhead, [2]University of Washington* — Body image problems are experienced by a great number of young women in this country. Many young women report being dissatisfied with their weight and express a desire to be thinner, both of which are predictors of eating disorders. Given this fact, it is not surprising that previous research has shown that women tend to underreport their weight. The purpose of the current study was to further investigate the phenomenon of weight underreporting, focusing on moderators of actual and reported weight discrepancies. One hundred ninety-seven college women served as participants. Results showed that women underreported their weight, on average, by approximately 7 pounds. Furthermore, certain women showed greater actual-reported weight discrepancies. Larger women, particularly those with high self-esteem, high body satisfaction, and more positive perceptions of their attractiveness underreported their weight to a greater extent than other women. Findings are discussed in terms of health-related positive illusions and self-serving biases.

F71

INTERPERSONAL GOALS MEDIATE CULTURAL DIFFERENCES IN AFFECT VALUATION *Felicity F. Miao[1], Emma M. Seppala, Jeanne L. Tsai[1], Helene H. Fung[2]; [1]Stanford University, [2]Chinese University of Hong Kong* — In a previous study, we found that European Americans valued high activation positive states [HAP] (e.g., excitement, enthusiasm) more and low activation positive states [LAP] (e.g. calm, relaxation) less than Chinese living in Hong Kong. What accounts for these cultural differences in affect valuation? In the present work, we conducted two studies to test our prediction that these cultural differences were due to cultural differences in interpersonal goals. While American culture emphasizes "influence" goals (i.e. changing others to be consistent with the self), Chinese culture emphasizes "adjustment" goals (i.e. changing the self to be consistent with others). We predicted that across cultures, people with influence goals would value HAP more than LAP, while people with adjustment goals would value LAP more than HAP. In Study 1, 40 European American, 38 Asian American, and 40 Hong Kong Chinese were randomly assigned to "Influencer" and "Adjuster" roles in a dyadic card-

sorting task. In the middle of the task, participants completed a measure of affect valuation. As predicted, across groups, Influencers valued HAP more and LAP less than Adjusters. In Study 2, 34 European Americans and 30 Asian Americans participated in the same task twice, once as an Influencer and once as an Adjuster. As predicted, across groups, changing from the Adjuster to the Influencer role produced an increase in valued LAP. Contrary to predictions, changing from the Adjuster to the Influencer role produced no change in valued HAP. We discuss the implications of our findings for cultural differences in affect valuation.

F72

VICTORY AND DEFEAT MEMORIES IN A PERSONAL VERSUS GROUP CONTEXT: IMPLICATIONS FOR PERSONAL WELL-BEING AND GROUP COHESION *Tharsni Kankesan, Marc Fournier, Kate McLean; University of Toronto* – Telling personal memories to others is a common social occurrence and can be grouped into two categories: personal memory telling to a specific audience and collective memory telling when several people share common memories. While there is some research on personal memory telling (e.g. Thorne, 2000), the implications of group memories have not been well explored. This study examined the impact of telling personal versus group memories on group cohesion and personal well-being. Further, since the emotional cadence of narratives is especially important to well-being (e.g. McAdams et al., 1997), victory and defeat memories were examined. Effects of story type (victory/defeat), condition (personal/group), and order (victory-then-defeat/defeat-then-victory) were examined on well-being (positive/negative affect and state self-esteem) and group closeness/group cohesion. Each participant wrote stories about a victory and defeat, with half writing personal stories and half writing group stories (story order was counterbalanced). Describing a victory, regardless of group/individual condition, resulted in higher levels of positive affect, group closeness, and state self-esteem, and describing a defeat resulted in increased negative affect. Describing a group story also resulted in increased positive affect. Order X Type interactions were found, perhaps reflective of redemption and contamination across stories. Order X Type X Condition interactions were also found showing that the content, social condition, and story order lead to immediate changes in well-being and group closeness. The impact of story order on aspects of well-being, and what the study of group stories brings to the examination of group cohesion and personal well-being is discussed.

F73

SPENDING FOR YOUR COUNTRY: AUTOMATIC EFFECTS OF AMERICAN NATIONALISM ON MATERIALISM *Travis J. Carter, Melissa J. Ferguson; Cornell University* – As residents of the world's wealthiest capitalist country, citizens of the United State of America are often assumed to be materialistic. Sometimes the connection between the U.S. and consumerism is even made explicit. For example, during the wave of American nationalism following 9/11, spending money to help the economy was described as an act of patriotism by George W. Bush. This begs the question of the degree to which American nationalism is associated in memory with materialism. Expanding on recent research by Ferguson & Hassin - (2005) on the automatic effects of U.S. nationalism on attitudes and behavior, the current study examined the potential association between U.S. nationalism and support of materialist values. Participants were subliminally primed with either the U.S. flag or a control stimulus, and then performed a word fragments task, a job attribute ranking task, and the Material Values Scale (MVS; Richins & Dawson, 1992). Participants in the Flag-prime condition showed a significant increase from pre-test to post-test in materialist values compared with participants in the control condition. Participants who considered themselves capitalists were more likely to show this change as well. These findings suggest that the subliminal perception of symbols that are associated with the United States may automatically activate materialist values and attitudes.

F74

DO MEN AND WOMEN THINK ON EARTH BUT PLAY ON MARS AND VENUS? TAXONICITY OF GENDER DEPENDS ON SPECIFICATION *Bobbi J. Carothers[1], Harry T. Reis[2], Bradley Bodenhammer[3]; [1]Centenary College of Louisiana, [2]University of Rochester, [3]Southwest Missouri State University* – Gender is the most common and pervasive method of categorizing people. Lay conceptions of gender place people into distinctly separate types, but the appropriateness of this conceptualization depends on whether gender is defined in psychological or behavioral terms. Sex differences in a wide range of variables were examined with taxometric analyses to determine the taxonicity of gender. The analysis of psychological variables included the Fantasy, Empathic Concern, and Personal Distress subscales of the Interpersonal Reactivity Index; Social Provisions Scale; PAIR-M (friend version); Relational-Interdependent Self-Construal Scale; Mate Selection Questionnaire; and the Sociosexual Orientation Inventory as indicators of gender. The analysis of behavioral variables included items from a "College Activities" index measuring enjoyment of highly sex-stereotyped activities people do for fun, and included boxing, construction, playing videogames, scrapbooking, watching pornography, watching talk shows, and cosmetics. Taxometric methods used were MAXCOV, MAXEIG, MAMBAC, and L-Mode. Psychological constructs were dimensional (not taxonic by sex), demonstrating that although sex differences in these measurements are pervasive, they are not consistent enough in order to "diagnose" sex. Behavioral constructs were taxonic by sex, meaning that males and females consistently reported enjoying sex-stereotyped activities moreso than counter-stereotyped activities. Therefore, gender defined as the "psychological consequences of sex," is dimensional, but when defined as the "behavioral consequences of sex," it is taxonic, when examining highly stereotypic activities. These results implicate the consequences for selecting appropriate variables as measurements of the construct in question, for both taxometric research and any study that attempts to define gender.

F75

WHY DO WE CARE ABOUT THE INDEPENDENT SELF? EVIDENCE THAT TRAITS AND ATTRIBUTES HAVE SOCIAL UTILITY. *Lisa Jaremka, Shira Gabriel, Mauricio Carvallo; University at Buffalo, SUNY* – The self is often seen as a firmly bound entity that is comprised of traits and attributes (e.g. smart, nice) that form the basis for self-definition and differentiate the self from others. An impressive body of research has demonstrated that individuals will go to great lengths to feel good about their traits and attributes. The current study explored the hypothesis that traits are valued, in part, because of their perceived social utility. Specifically, being smart may be valued, in part, because if you are smart then you are more likely to fit in with others. Participants were 55 introductory psychology students. First, participants listed four traits they liked about themselves. Next, they rated the degree to which they possessed each trait and how important each trait was to their sense of self. Finally, participants answered questions like "How useful is the trait for making friends?"" and "Does having this trait set you apart from others?" which tapped into the social and independent utility of each trait. A regression was run in which the social utility of the trait, the uniqueness of the trait, the degree of possession of the trait, the positivity of the trait, and participant were simultaneously entered. The model and all of the predictors other than participant were significant. As predicted, the social utility of the trait was the strongest predictor of the perceived value of the trait. Thus, the regression supported the hypothesis that traits are valued, at least in part, for their social utility.

F76

SUBLIMINALLY PRIMING "WHITE SUPREMACIST" IMAGES HEIGHTENS ANTI-BLACK BIAS *Jeffrey P. Ebert, Mahzarin R. Banaji; Harvard University* – Can the mere presence of others automatically and unconsciously shift judgments in the direction of their attitudes? Partici-

pants were subliminally primed, supraliminally primed, or not primed with images of a "White supremacist" group. They then completed an IAT measuring implicit evaluation of Black and White Americans, as well as a self-report measure of race attitudes. Subliminal priming was found to increase both implicit and explicit preference for White Americans relative to Black. Subjective and objective measures of prime awareness confirmed that participants in the subliminal priming condition were influenced by the primes without their knowledge. These results suggest that the IAT might detect accessible knowledge about others' attitudes and that such "second-order" attitudes could be an important component of implicit evaluation. The results are also consistent with the hypothesis that judgments automatically assimilate to the views of others present -- even when those others are disliked and their views disavowed. Additional research employing novel groups and attitudes will clarify the nature of these findings.

F77

THE GOOD, THE TRUE, AND THE SELF *Constantine Sedikides, Aiden Gregg, Claire Hart, Erica Hepper; University of Southampton* – Keats famously asserted the equivalence of truth and beauty. Although this equivalence is empirically suspect--many facts are negative and many fictions positive--we wondered whether Keats´s assertion might hold true at a psychological level. Study 1 established a strong automatic association between truth and goodness, using a variant of the IAT featuring true or false statements, even when these statements were neutral or negative. Two further studies established that the effect was particularly strong in the case of self. Study 2 found that respondents less readily affirmed, but more easily denied, true but uncongenial facts about themselves, and that they more readily affirmed, but less easily denied, false but congenial fictions about themselves. Study 3 found that participants misremembered congenial false feedback as true and uncongenial true feedback as false. Implications for general cognition and self-enhancement are discussed.

F78

SOCIAL APPROACH-AVOIDANCE MOTIVES PREDICT ATTENTION TO SOCIALLY-RELEVANT CUES *Thery Prok, Elliot Berkman, Allison Kozonis, Shelly Gable; University of California, Los Angeles* – Despite a growing body of research on approach and avoidance motivation, few studies have investigated these effects in a social context. The present research tests whether social approach-avoidance motives modulate attention to socially-relevant cues. It is predicted that scores on a measure of social approach and avoidance motivation will be associated with reaction time in a dot-probe task. Higher social approach is expected to predict greater attention to socially appetitive words, whereas higher social avoidance is expected to predict greater attention to socially aversive words. Results confirm these hypotheses, and further demonstrate that social approach-avoidance motives are stronger than general approach-avoidance motives as predictors of attention to socially-relevant words. These data provide support for a theory of approach-avoidance motivation specific to the social domain as well as further validation for the instrument used to measure social motives.

F79

EXPLAINING ATTITUDES OF HATE: THE RELATIONSHIP OF REGULATORY FOCUS, EMOTIONS, AND SOCIAL IDENTIFICATION WITH EXTREME RACIAL ATTITUDES *Shannon M. Rauch, Michael R. Leippe, Donna Eisenstadt, Kevin P. McIntyre; Saint Louis University* – Egalitarianism, fairness, and compassion are traits that are highly valued by most Americans. Still, there exists a sizable group of people who endorse extremely racist attitudes and beliefs. A model of extreme racial attitudes is proposed which predicts that these attitudes are triggered by the following conditions: a regulatory state in which negative outcomes are avoided (i.e., a prevention-focus), strong identification with one's ingroup, perceived threat and anxiety, and persuasive influences that attribute the threat and anxiety to an outgroup. An initial step in testing this model is to determine if the trait variables in the model are more predominant in extreme racists than in the rest of the population. Participants from two White Nationalist websites ("extremists", n=24), and two non-racist websites ("non-extremists", n=104), completed an online survey that measured prevention-success (a personal history that orients individuals to a prevention-focused regulatory state), frequency of anxiety-related emotions, social and personal identification (how much one's identification is dependent on group memberships versus individual traits), and blatant and subtle racism. Results showed, not surprisingly, that extremists scored more highly on Pettrigrew and Merteen's Blatant and Subtle Racism scales than non-extremists. In addition, consistent with the model, extremists indicated greater prevention-success and were more highly socially identified than non-extremists. The predicted relationship between anxiety-related emotions and extreme attitudes was not found, however. Regression analyses showed that increased prevention success and social identification predicted increased blatant racism, whereas only social identification predicted increased subtle racism. Implications for the model of extreme attitudes are discussed.

F80

RELATIONSHIPS AMONG ATTACHMENT STYLES, TRAUMA HISTORY AND EARLY MALADAPTIVE SCHEMAS *Bradley Green, Jody Grenville, Randy Arnau; The University of Southern Mississippi* – Early Maladaptive Schemas (EMSs), which distort expectancies and attributions about relationships, have been related to attachment styles. Attachment style, a more general influence on personality than EMSs, may be related to development of EMSs. The present study employs multiple measures of attachment, and a large sample, to investigate the relationships among EMSs and attachment styles. Data were collected on 806 university undergraduate students. The 16 schemas the Young Schema Questionnaire proposes to measure, and measures of attachment styles (anxious/ambivalent, avoidant, dismissive, and secure) were entered into canonical correlation. A variable measuring trauma history was also entered on the attachment side of the analysis to test the hypothesis that trauma will add unique variance to the prediction of EMS development or severity.The first three canonical functions explained 51.6%, 24.7% and 10.7% of the variance respectively (87.0% total). All of the EMSs contributed to the first function, which was positively correlated with anxious and avoidant attachment, as well as a history of trauma, and negatively correlated with secure attachment. The second function was defined on the attachment side by avoidant (positively) and anxious and secure styles (negatively), related to an EMS latent variable defined by defectiveness/shame, mistrust/abuse, emotional deprivation and emotional inhibition (positively), and abandonment, enmeshment, and isolation (negatively). In other words, purely avoidant and disconnected. The third canonical variable was defined primarily by trauma and dismissive attachment (positively) and avoidant attachment (negatively) and emotional deprivation, mistrust/abuse, vulnerability to harm, and self sacrifice (positively), and social undesirability and emotional inhibition (negatively).

F81

THE ROLE OF SELF-DISCREPANCIES IN PREDICTING CONTRAST AND ASSIMILATION FOLLOWING SOCIAL COMPARISON *Kevin P. McIntyre, Donna Eisenstadt, Michael R. Leippe, Shannon M. Rauch; Saint Louis University* – Previous research suggests that both upward and downward social comparison can lead to assimilation and contrast. The present study extends this research by examining these consequences from a self-regulatory perspective. We reasoned that upward comparison targets serve as concrete representations of positive self-guides (e.g., ideal self), whereas downward comparison targets serve as concrete representations of negative self-guides (e.g., feared self). Thus, learning about how one stands relative to comparison targets, and therefore self-guides, should result in increased awareness of self-dis-

crepancies and lead to the experience of positive and negative affect as predicted by self-discrepancy models of self-regulation. To test this, 139 college students read about a peer's academic achievements, which were varied such that they were either superior (i.e., an upward comparison) or inferior (i.e., a downward comparison) to participants' own achievements by either a large or small magnitude. Participants then rated self-discrepancies (i.e., how much more or less of a trait they would wish to have) with regard to forty positive and negative traits, half of which were within the comparison domain of academic achievement, and completed measures of affect and state self-esteem. Results indicated that (1) engaging in social comparison affected individuals' awareness of self-discrepancies only within the comparison domain; (2) engaging in downward comparison resulted in larger self-discrepancies than engaging in upward comparison; and (3) small self-target differences resulted in greater perceived self-discrepancies than did large self-target differences. Additionally, self-discrepancies significantly predicted the affective and self-evaluative outcomes of social comparison. Implications and future directions are discussed.

F83

WORKING MEMORY CAPACITY AND SHARED REALITY CREATION IN DATING COUPLES *Ulrich Schimmack, Raluca Petrican; University of Toronto at Mississauga* — Relationship stability appears to depend upon the existence of a "shared reality space" of the couple. As such, a lack of emotionality and detail in memories involving oneself and one's romantic partner is a good predictor of relationship dissolution. Our study investigates the role of one individual cognitive characteristic, working memory capacity, in one's ability to become "transported" (engrossed) in the shared reality space of one's current romantic relationship. 55 dating couples completed three computer-administered-working memory tasks. Additionally, they wrote about three positive autobiographical events involving them and their partner, and read the three stories written by their partner. After each episode recalled or read, the participants completed the Narrative Transportation Scale, which was used to assess "self-transportation" (when writing one's own stories) and partner-initiated "transportation" (when reading the stories written by one's partner) in the shared reality of the couple. Path analysis demonstrated that working memory capacity is a good predictor both of "self-transportation" and transportation. Furthermore, self-transportation when writing about the shared memories predicted partners' transportation when reading the targets' stories. The results suggest that higher working memory capacity allows participants to create and share a more vivid and emotional representation of their romantic relationship, which is associated with higher relationship satisfaction.

F84

THE EFFECTS OF CONSCIOUS AND NON-CONSCIOUS POSITIVE EMOTIONS ON COPING AND COGNITIVE FLEXIBILITY *Michele Tugade, Ean Fonseca; Vassar College* — Positive emotions are important for effective coping and resilience (Tugade & Fredrickson, 2001; 2004). Research examining the effects of positive emotions in the coping process, however, have largely focused on conscious experiences of positive emotions, with relatively little attention given to the role of non-conscious positive emotions. We examined the effects of conscious vs. non-conscious positive emotions on coping and cognitive flexibility. Participants (N = 60, 53% female) were experimentally induced to experience sadness. Participants were then randomly assigned to be presented with either a conscious or non-conscious positive emotion induction. They then completed a Stroop task (Stroop, 1935) intended to assess cognitive flexibility. Finally participants completed measures of subjective emotional experience. During the sadness induction, sadness was the greatest emotion experienced by participants (M = 5.71, SD = 1.44) and reports of sadness were not significantly different between conditions [t (58) = .76, ns]. Participants in the non-conscious positive emotion condition, however, evidenced a greater decrease in sadness (M=-4.23, SD = 2.55) than those in the conscious positive emotion condition (M=-2.68, SD=1.57) [F (1,58) = 8.05, p = .006]. A repeated measures analysis indicated that participants in the non-conscious positive emotion condition also evidenced shorter latencies throughout the Stroop task than those in the conscious positive emotion condition [F (1,58) = 7.31, p = .009]. These findings suggest that non-conscious positive emotions may help people cope more effectively with negative emotions and experience greater cognitive flexibility than conscious positive emotions. Limitations, implications and future directions will be discussed.

F85

MORTALITY SALIENCE AND PERSONAL RELEVANCE AS PREDICTORS OF ACHIEVEMENT AND LIFE SATISFACTION *David Nalbone[1], Rachel Miller[2]; [1]Purdue University, Calumet, [2]University of California, Riverside* — Recent world events (e.g., the 9/11 and 7/7 terror attacks) have made mortality more salient than it had been in prior decades. Pyszczynski, Greenberg, and Solomon (1999) argue that individuals cope with death-related thoughts in two ways: via distal and proximal terror management defenses. One such defense may be a desire to increase one's symbolic immortality, or sense of achievement after one's future death. Another such defense is the tendency to buy into one's cultural worldview more than one otherwise would. In order to examine the impact of mortality salience, we randomly assigned participants to a 2x2 factorial design, with the variables being mortality salience (MS, no MS) and personal relevance (PR, non-PR), which reflected whether the scenario described reflected personal action (PR) or observation of another person's action (non-PR). Overall, our hypotheses that MS and PR would individually and collectively (i.e., via an interaction term) would lead to greater need for achievement (NFA) and life satisfaction (LS) were not supported. However, post-hoc factor analyses yielded several significant results, indicating that the NFA and LS scales were multidimensional. Specifically, we found interactive effects of MS and PR for several subsets of items, indicating that, relative to other participants, participants in the MS and PR condition exhibited more future-oriented fear, more death anxiety and worry, more desire for creative pursuits, and more desire for notoriety and a sense of accomplishment. These results, while promising, indicate the need for greater refinement and disaggregation of the NFA and LS scales.

F86

THE DEVELOPMENT OF POSITIVE IMPLICIT AND EXPLICIT SEXUAL ORIENTATION ATTITUDES AMONG GAY MEN *William A. Jellison, Allison M. Mitnick; Colgate University* — Explored how time "out of the closet" and gay identity formation influence implicit and explicit attitudes toward homosexuality among gay men. Due to growing up in a heterosexual culture, gay men may hold negative attitudes toward homosexuality before identifying as gay. Given that implicit attitudes are slower to change than explicit attitudes (Wilson et al., 2000), we hypothesized that implicit attitudes, compared to explicit attitudes, would be more influenced by the length of time that a man has been out. We also hypothesized that as gay identity develops, both implicit and explicit attitudes toward sexual orientation would become more positive. Gay male participants completed questionnaires assessing the length of time out, gay identity formation, and explicit attitudes toward sexual orientation, as well as a sexual orientation version of the Implicit Association Test (Greenwald et al., 1998). Implicit sexual orientation attitudes were shown to be positively related to the length of time gay men had been "out," however explicit attitudes were not. In addition, the more participants endorsed being in the early stages of forming a gay identity (e.g., More than likely I'm gay, although I'm not positive about it yet), the more negative their implicit and explicit attitudes; however, the more they endorsed statements in the later stages of identity development (e.g., I am openly gay and fully integrated into heterosexual society), the more positive their attitudes. Implications for understanding dual attitudes among gay men in the formation of a healthy gay identity and overcoming internalized homophobia are discussed.

F87

SUBJECT POOLS: DIFFERENCES IN RATES OF PARTICIPATION, SAMPLE CHARACTERISTICS AND PARTICIPANTS' PERCEPTIONS OF BONUS CREDIT AND COURSE REQUIREMENT CONDITIONS *Elizabeth C. Sharp, Luc G. Pelletier, Nathalie C. Ricard; University of Ottawa* – A survey of 2001-2003 issues of the Personality and Social Psychology Bulletin reveals that 60% of articles reported recruiting at least one of their samples with a student subject pool. Of these, some offered bonus credits for participation, others included participation points as a course requirement and some did not specify which of the two methods they used. This study examines the relationships between these methods of recruitment and rates of participation, sample characteristics and participants' perceptions of coercion and educational value. A bonus credit condition (n=164) and a course requirement credit condition (n=120) were introduced in a university where credits are not normally offered for participation. Participation was highest in the course requirement condition, with 73% receiving the maximum four points, as compared to 57% in the bonus condition. In the no-point control condition (n=55), 0% participated in 4 studies (mean 1). No significant personality or general motivation differences emerged in either credit condition between those who participated only in the in-class mass-testing and those who participated in subsequent studies. However, those who scheduled appointments and failed to present themselves did differ from those who did not break appointments. Participants in the bonus condition felt less pressured to participate than did those in the course requirement condition, with both means situated beneath the "a little" mark. Participants in both credit conditions felt that participation moderately increased their knowledge and interest in psychology, thought that it was a worthwhile experience and had positive feelings during the studies themselves.

F88

INTERPERSONAL PREDICTORS OF SELF-OTHER AGREEMENT *Amber Story; National Science Foundation* – The degree of self-other agreement exhibited within a pair likely depends on more than relationship duration or the amount of information they share. It seems likely that how they feel toward each other also matters. In this longitudinal study, 28 college student "targets" and their roommates provided assessments of the target using the Q-sort technique twice, once after they had known each other about five weeks, and again roughly 3 months later. The pair also reported how much they liked their roommate and how well they knew their roommate. Self-other agreement at the end of the semester was solely related to how much the roommate currently liked the target, after controlling for initial self-other agreement ($B = .02$, $F(1, 25) = 12.48$, $p < .002$.). The roommates' current liking of the target was specifically related to the convergence of the roommates' impression of the target to the target's initial self-image (partial $r(27) = .11$, $p < .03$). No other variable predicted self-other agreement at the end of the semester. It appears that the "other's" feelings toward the target may have more influence than the "target's" feelings toward the "other" in the degree to which they agree on the target's personality. It may be that interpersonal liking serves as a motivator to verify the targets' identity so that interactions are smoother. It may also be that targets hold largely positive self-images which are more likely to correspond to the positive impressions of them held by roommates who like them.

F89

HOW GROUP MEMBERS' DECISION PREFERENCES SHAPE INFORMATION EXCHANGE IN GROUPS *Rudolf Kerschreiter[1], Stefan Schulz-Hardt[2], Dieter Frey[1]; [1]Ludwig-Maximilians-University Munich, [2]University of Goettingen* – Existent research on information exchange in groups centered on the sharedness vs. unsharedness of the information discussed. A piece of information is considered to be shared when all group members already know this piece of information before the group discusses an issue. Little attention was given, however, to the preference-consistency of the information, i. e. the question, whether the information is congruent with the decision preferences of sender or receiver of the information. In addition to that, earlier studies frequently confounded preference-consistency and sharedness of an item of information such that most of the shared information was also preference-consistent. Several experiments were conducted that systematically examined the effects of preference-consistency of information on the discussion of information. Participants worked on a decision-making task in dyads and exchanged information on two decision alternatives in written form with a partner in the room next door. Results show that participants systematically communicated more preference-consistent information than preference-inconsistent information. If participants were informed that their partner in the room next door favored the other of the two decision alternatives they told their partner even less information inconsistent with their own preference. It will be examined to what extent this focus on preference-consistent information is due to motivational processes (e.g., wanting to convince the partner) and to what extent it is due to a biased evaluation of the information (e.g., preference-consistent information is judged to be more important and more credible). Implications for future research and strategies for effective information exchange will be depicted.

F90

FEMININE = FLAUNTING? WHY GENDER-ATYPICAL BODY MOTION IS MORE COSTLY FOR MEN *Vicky Reichman, Kerri Johnson; New York University* – People readily and accurately perceive sexual orientation based on minimal visual information, and people routinely express an explicit acceptance of homosexuality. Nevertheless, homosexuality is still stigmatized. The present research explored how bodily cues that have been related to the perception of sexual orientation (body shape and motion) may also bring about unflattering and stigmatizing social inferences, especially for gay men. Stimuli included animated and human targets that walked with a masculine shoulder "swagger" and a feminine hip "sway," depicting both gender-typical and gender-atypical combinations of apparent sex and walk motion. Participants judged each target's sex, gender (i.e., masculinity and femininity), and sexual orientation, the target's intent to convey sexuality, and the social acceptability of the target's actions. Compared to the more gender-typical targets, gender-atypical targets were more likely to be judged as homosexual and to be judged as more unseemly. For both measures, this effect was markedly stronger for male targets. Interestingly, targets walking with hip sway were judged to have greater intent to communicate their sexuality to observers, regardless of whether the target was a man or a woman. Thus, the bodily cues that inform the basic perception of sexual orientation in gay men (i.e., gender-atypical motion) also led observers to infer that the individual intended to communicate his sexuality. Gay men, therefore, may be perceived to be flaunting their sexuality in a way that lesbian women are not. The asymmetric importance of gender typicality for men and women is discussed.

F91

NORMATIVE INFLUENCE ON COLLEGE STUDENT ALCOHOL CONSUMPTION: MODERATING EFFECTS OF GROUP IDENTITY. *Mark Reed, James Lange, Julie Ketchie, John Clapp; San Diego State University* – It is well documented that college students consistently overestimate the quantity and frequency of alcohol consumption of their college peers. Further, some studies have shown a positive relationship between the misperception of college student drinking norms and one's own drinking behavior. Few studies, however, have examined variables that may moderate the relationship between perceived drinking norms and drinking behavior. For this study we recruited a convenience sample of 605 undergraduate students who completed a web-based survey concerning college student achievement, lifestyles, alcohol and other drug behavior. Participants completed demographic, alcohol consumption (i.e. drinks per occasion), injunctive norms (i.e. friends and room-

mates' approval of drinking), and social identity measures. Hierarchical multiple regression modeling was used to test whether the extent to which an individual identifies with a group moderates the relationship between perceived drinking norms among college students and alcohol consumption. Regression results showed perceptions of friends' approval of drinking had no effect on alcohol consumption for participants whose identification with their friends was low. In contrast, perceptions of friends' approval of drinking were positively related to alcohol consumption for participants who identified strongly with their friends. A similar relationship was observed for campus residents' identification with their dorm and perceptions of their roommates' approval of drinking. The results of this study suggest group identity may play an important role in determining the salience of normative information related to alcohol consumption.

F92

KILLING BEGETS KILLING *Andy Martens[1], Jeff Greenberg[2], Spee Kosloff[2], Mark Landau[2], Toni Schmader[2]; [1]University of Canterbury, New Zealand, [2]University of Arizona* – Over the course of this past century alone, millions of ordinary people have contributed to the killing of an estimated 170 million others in acts of genocide and mass murder. Here we investigate one possible contributor to these deeds—that killing begets more killing perhaps as a means to justify, and reduce dissonance about, earlier killing. We examined this in three experiments by measuring the number of small bugs participants placed, one by one, into a grinder during a 20-second extermination task. Participants believed they were killing bugs, though in fact, no bugs died. In Study 1, we led participants to "kill" one or five bugs prior to the 20-second extermination task. Participants who initially killed five bugs killed more during the 20-second task than those who initially killed one bug. In Studies 2 and 3, we measured perceived similarity to bugs to further examine the role of dissonance. If greater killing occurred in Study 1 as a way to reduce dissonance about the initial killing, and if greater perceived similarity increases dissonance due to killing, then greater similarity should exacerbate the instigating effect of initial killing on subsequent killing. The results showed that without killing any bugs initially, and so without an initial behavior to justify, greater similarity reduced killing during the 20-second task. However, as we increased the amount of initial killing to one bug and to five bugs, similarity reversed its apparent inhibitory effect on killing and instead predicted greater killing. Implications for genocide are discussed.

F93

CONVICTING THE INNOCENT AND ACQUITTING THE GUILTY: WHO SEES WHICH AS WORSE, AND WHY? *Laith Alattar, J. Frank Yates, Linyun Yang; University of Michigan* – Anglo-American legal principles hold that incorrect convictions are far worse than incorrect acquittals, that "it is better that n guilty persons escape than that one innocent suffer," where $n > 1$ (Volokh, 1997). But to what extent do laypeople (e.g., prospective jurors) share this belief? Given the performance of American juries, we suspect that the value of n varies widely, and that for some, $n < 1$. In Study 1, we investigated the extent to which laypersons agree that false convictions are worse than false acquittals. Undergraduates (N = 132) were given trial scenarios and asked to rate the relative seriousness of the two potential wrongful outcomes. They were also asked to describe their rationales. While the majority of participants rated false convictions as more serious, some (22.7%) argued that wrongful acquittals are worse. Furthermore, we found that those who consider incorrect convictions to be more serious attach high value to the protection of individual rights and interests, whereas those with the opposing view emphasize the collective good. In Study 2, we sought to develop a means to predict interpersonal differences in the seriousness beliefs, using rationales collected in Study 1. These beliefs are shown to be at least moderately explainable on the basis of one's feelings about the inevitability of error and misfortune and the state's violation of moral principles. Our findings demonstrate considerable variability in laypersons bias against wrongful convictions. They also help explain, among other things, jury deliberation difficulties and the seeming unpredictability of jury verdicts.

F94

CORTISOL REACTIVITY IN ANTICIPATION OF PUBLIC SPEAKING AS A PREDICTOR OF SUBSEQUENT PERFORMANCE AND BEHAVIOR *Stephen W. Metting, Pranjal H. Mehta, Robert A. Josephs; The University of Texas at Austin* – The hypothalamic-pituitary-adrenal (HPA) axis is activated in times of psychological stress, resulting in the release of the hormone cortisol. Although much research has examined the individual difference variables and situational factors that predict cortisol reactivity, little is known about the relationship between cortisol reactivity and subsequent performance and social behavior. In the current study, we examined whether cortisol reactivity in anticipation of performing a speech would predict subsequent speech performance and the desire to perform a second speech. Participants (N = 43) reported to the lab one at a time and provided a saliva sample. Next, participants were told they would be giving a speech and had six minutes to prepare. Participants performed a five-minute videotaped speech and were asked afterwards whether or not they wanted to perform a second speech. Another saliva sample was taken to measure cortisol reactivity in anticipation of the first speech. As expected, cortisol rises predicted poorer speech performance. In turn, participants who performed well on the first speech preferred to perform a second speech, but above and beyond the effects of performance on preference, rises in cortisol predicted a greater likelihood of choosing to perform a second speech. These results suggest that cortisol reactivity is an important predictor of performance and behavior.

F95

CROSS-CULTURAL DIFFERENCES IN THE PERCEPTION OF GROUP ENTITATIVITY AND AUTONOMY *Carey Ryan, Koichi Kurebayashi; University of Nebraska at Omaha* – This research examines the cross-cultural differences in relative importance of essence and dynamic group properties on perceived group entitativity and the influence of entitativity on group autonomy belief. Essence properties represent fixed characteristics (e.g. personality) and dynamic properties represent malleable/situational factors (e.g. cooperation). Ninety-six American and 99 Japanese university students provided the rating for degree of entitativity, group properties, and autonomy associate with 15 groups. Within-subject correlation and regression were conducted and the results were aggregated for culture-level analyses. Results showed that both essence (American, $r = .719$, $p < .05$, and Japanese, $r = .688$, $p < .05$) and dynamic (American, $r = .782$, $p < .05$, and Japanese, $r = .800$, $p < .05$) properties have significant relationship with entitativity. Analysis of regression weights indicate that unique contribution of essence property is significantly larger in the U.S., $t(192) = 3.163$, $p = .002$, and that of dynamic properties is larger in Japan but the difference was non-significant, $p > .05$. Finally, Americans tend to believe stronger autonomy of groups, $t(191) = 2.525$, $p = .012$, and entitativity has stronger relationship with group autonomy belief in the U.S., $t(190) = 6.825$, $p = .000$. Higher importance of essence property is consistent with Americans' tendency to focus on trait, rather than situational, characteristics. However, no difference in dynamic properties is inconsistent with our expectation. Finally, stronger autonomy belief in the U.S. is also inconsistent with the idea that Japanese believe stronger autonomy of group instead of individual autonomy.

F96

DO AS I SAY AND DO AS I DO: THE SOCIAL LEARNING OF VULNERABILITY TO DEPRESSION *Philippe Adams, Nancy Whittaker, John R. Z. Abela; McGill University* – Depression is known to run in families. Although part of this association is accounted for by genetic factors, the role of social familial factors is nonetheless important.

How do children learn to think negatively? Three social learning mechanisms have been proposed to account for the interpersonal transmission of vulnerabilities to depression (Alloy et al., 2001): 1) Children's modeling of parents' pessimistic responses to negative events; 2) Children's internalization of parents' negative remarks about stressful events in their child's life; and 3) Children's exposure to the negative parenting practices seen in individuals with a history of depression. The present study examined the role of these social learning mechanisms in the development of cognitive vulnerability in children of parents with a history of depression. In support of the modeling hypothesis, results indicated that children whose parents displayed high levels of pessimism were more likely to show increases in pessimism, as well as increases in depressive symptoms. Additionally, children whose parents displayed high levels of pessimism and reported high levels of negative events in their child's life displayed increased pessimism. Interestingly, dimensions of parenting practices (i.e. nurturance, non-restrictiveness, responsiveness, and consistency) did not predict higher levels of pessimism. These findings suggest that the intergenerational transmission of negative ways of thinking promoting depression may operate through the social learning of parental cognitive styles. Helping parents with a history of depression to modify their interactions with their children may allow them to escape the risk process.

F97

BEHAVIORAL CONSEQUENCES OF DISAGREEMENT ON HIGHLY HERITABLE ATTITUDES *Nicholas Schwab, Martin Bourgeois, Jerry Cullum; University of Wyoming* – Although a wealth of behavioral genetic data exists within personality psychology, little attention to genetic influences has been paid within social psychology. One area of behavioral genetic research yielding surprising results concerns social attitudes. Contrary to previous assumptions, a variety of attitudes do appear to have a substantial genetic basis. Work by Tesser (1993) and Bourgeois (2002) indicate that higher heritable attitudes are more resistant to social pressure and influence and are more salient in liking of others. A remaining question raised by previous research with attitude heritability is whether heritable attitudes are differentially consequential in a behavioral context. Previous research on attitude heritability noted effects on attitude stability, salience in evaluation, or resistance to social influence; however, no prior research included behavioral measures. The present research attempted to note behavioral implications of heritable attitudes in the domain of mundane helping situations. Participants wrote arguments for various heritable attitudes while also evaluating the arguments of a confederate who either agreed or disagreed with the participant. After participants were aware of the confederate's position a helping situation occurred and the participant's response was assessed. When confederates disagreed with a participant on a high heritable attitude compared to a low heritable attitude they received significantly less helping 2 (1, N = 24) = 2.91, p < .05. Our preliminary results illustrate the importance of noting and exploring the consequences of genetics on attitude strength and behavior.

F98

NONCONSCIOUS REACTANCE *Amy Dalton, Tanya Chartrand, Gavan Fitzsimons; Duke University* – We investigated reactance to relationship partners in two experiments and found that reactance can occur automatically and nonconsciously. In Experiment 1, participants were subliminally primed with the name of a controlling significant other who either wanted them to have fun or work hard. Without awareness or intent, participants pursued the goal that directly opposed their significant other's wishes. Moreover, participants engaged in this "behavioral backlash" even when it resulted in a personally suboptimal outcome. Experiment 2 demonstrated that chronic reactance moderates participants' immediate responses to significant others. Low reactant individuals adopted their significant other's goal, whereas high reactant individuals pursued the opposing goal, even when it was not in their best interest to do so. These studies extend the current conceptualization of reactance by demonstrating that reactance can operate nonconsciously. These studies also identify two triggers of nonconscious reactance, both based on the perception of others as controlling: (1) significant others perceived as controlling can trigger automatic reactance in individuals, and (2) individuals chronically high in reactant tendencies, who see everyone as controlling, automatically react against significant others' wishes.

F99

DO THEY SEE ME AS A PERSON OR JUST A WOMAN? STEREOTYPING IN THE LEFT AND RIGHT CEREBRAL HEMISPHERES. *Clarissa Jayne Chavez, Kimberly Ann Carrillo, Moira Shaw, Michael Zarate; University of Texas at El Paso* – This research focused on cerebral asymmetries in gender stereotyping. The goal is to understand under what conditions stereotyping versus person based inferences emerge. We hypothesize that the right cerebral hemisphere (RH) processes unique or variant traits faster while the left cerebral hemisphere (LH) processes the stereotypical traits faster. Over a period of three days, participants learned about 4 individuals, each of whom were described by two stereotypic terms and two unique terms. Learning was conducted over 3 days to produce memory consolidation effects. On the third day, participants completed a person-trait matching task using an RT paradigm. Participants were presented with a person/photo pair and were instructed to decide whether the target photo matched with the trait presented during learning. Items were presented to either the left or right visual field. Participants also completed a handedness scale, a sexism scale and a demographic questionnaire. An analysis using a 2 (participant sex) by 2 (visual field: left or right) by 2 (trait type: unique or stereotypic) design produced a visual field by trait type interaction ($F(1,49)=8.09$, $p=0.0065$). As predicted, stereotypic traits were responded to faster ($F(1,50)=7.89$, $p=0.0071$) when presented to the LH (M=753, SD=141) than to the RH (M=767, SD=142). The individuating traits did not produce a significant difference across cerebral hemispheres ($F(1,49)=.89$, $p=.35$). In addition, LH RT patterns predicted the explicit measures of sexism. These findings extend previous findings to decompose the social perception processes to differentiate stereotyping from person perception.

F100

APPETITE FOR AFFILIATION: EXAMINING VARIABLES IMPORTANT FOR DETERMINING WHEN ONE'S NEED TO BELONG IS SATIATED *Mona Chawla[1], H. Colleen Sinclair[2]; [1]University of Missouri, Columbia, [2]Mississippi State University* – Baumeister & Leary (1995) argued that humans have a fundamental need for relational bonds. They presented strong evidence that when humans lack close relationships they suffer an array of negative consequences ranging from lowered self-esteem to an increased risk of death. However, a question remains as to what it means to have one's relational needs satiated. In this study, we wanted to test the degree to which four variables (quantity, quality, valence [positive vs. negative] and frequency of relationships) were useful predicting an array of psychosocial outcomes. To examine this, 135 students completed a survey telling us about the frequency of contact with, the quality of, and the quantity of both their peer (friend and foe) and familial relationships. To assess quantity and frequency we simply included questions inquiring about number of and frequency of contact with peer and familial relations. For quality of caring we built a nomological net using an array of existing measures of attachment security, friendship quality and perceived acceptance. Outcomes included self esteem, depression, physical health, loneliness and need to belong. In subsequent regression analyses, attachment security and perceived acceptance proved to be consistently strong predictors. Meanwhile, quantity and frequency predictors were typically only useful when the participant was reporting about the quantity and frequency of encounters with negative relations (e.g. enemies). In sum, the variables identified by Baumeister & Leary as important to satisfying one's relational drive did prove useful, to differing degrees. Implications for the need to belong satiation hypothesis will be discussed.

F101

CAUSAL UNCERTAINTY AND THE DILUTION OF CATEGORY INFORMATION IN JUDGMENTS *Ryan P. Brunner, Gifford Weary; The Ohio State University* – Previous research examining the effects of causal uncertainty (CU) beliefs in social judgments has shown that the activation of CU beliefs are associated with more systematic processing of information (Weary & Edwards, 1996). Specifically, individuals with activated CU beliefs show evidence for decreased reliance on heuristics when making judgments (Weary, Jacobson, Edwards, & Tobin, 2001; Brunner & Weary, 2004). Although past research has demonstrated the downstream consequences of activated CU beliefs on judgments, little direct evidence exists for the process by which this occurs. The current study seeks to determine whether decreased reliance on stereotypes is a result of the even-handed use of information (as the CU model predicts) or whether the applicability of stereotypes simply decreases for those with activated CU beliefs. To test this hypothesis, participants, whose CU level had been measured, read about a target described as either an honors student (stereotype present) or a college junior (stereotype absent). They then read either four (short-list condition) or ten diagnostic items (long-list condition) about the target (patterned after Tetlock & Boettger, 1989). Participants were asked to predict the student's GPA. Results supported the CU model; individuals high in CU gave equal weight to all available information. Thus, in the long-list condition, participants high in CU showed no difference in judgment as a function of category information. In the short-list condition, however, high CU individuals showed evidence for stereotyping. Individuals low in CU stereotyped regardless of list length. Implications for the CU and stereotyping models will be discussed.

F102

A PARADOXICAL SOCIAL REJECTION AMONG THE STIGMATIZED *Stacey Williams[1], Kristin Mickelson[2]; [1]Institute for Social Research, University of Michigan, [2]Kent State University* – Those with stigmatizing conditions or social identities may fear being socially rejected by others. Those who are fearful of rejection or of being stereotyped may act in ways that elicit the very psychosocial consequences that they feared. These ideas have been supported by work on stereotype threat, stigma consciousness, and rejection sensitivity. We extend this work by investigating the influence of fear of rejection on particular behaviors among the stigmatized during interactions with friends and family, and propose that a paradoxical social rejection exists due to their method of support seeking. Instead of seeking support directly, which has been linked with supportive network response in prior research, the stigmatized may seek support in indirect ways, or those which hint at need for assistance but do not involve disclosure. Ironically, indirect seeking may be linked with unsupportive network response. Using two separate studies we find preliminary evidence for the paradoxical social rejection among the stigmatized. In Study 1, based on structured interviews with low-income women we found that perceived poverty-related stigma was significantly related to fear of social rejection ($b=.37$, $se=.14$, $p<.05$), and this fear was negatively associated with willingness to seek support directly ($b=-.18$, $se=.08$, $p<.05$). In Study 2, we found from structured interviews with abused women that perceived stigma was positively associated with indirect support seeking ($b=.28$, $se=.05$, $p<.001$) and that indirect seeking was positively associated with unsupportive network response ($b=.18$, $se=.09$, $p<.05$). Indirect seeking also served as a partial mediator between stigma and rejection (Sobel test=1.99, $p<.05$).

F103

THE INFLUENCE OF PURSUING AND SATISFYING SELF-IMAGE MAINTENANCE GOALS ON STEREOTYPE ACTIVATION AND APPLICATION *Grace Lau, Steven Spencer; University of Waterloo* – The authors investigated whether the pursuit and satisfaction of self-image maintenance goals would influence the extent to which people activated and applied a stereotype to a member of a stereotyped group. After receiving a negative evaluation on an intelligence test (i.e., self-image threatening information) and presumably motivated to repair their self-image, participants watched a White or an Asian student who did or did not recall shying away from a social gathering, an antisocial behavior that conforms to the stereotype of Asians. A lexical decision task indicated that participants who watched the Asian student activated the antisocial aspect (but not the competent aspect) of the Asian stereotype if the student did not behave antisocially, but did not activate any aspect of the Asian stereotype if the student behaved antisocially. Presumably, participants activated the antisocial Asian stereotype because they were motivated to form a negative impression of the individual, but once they learned that the individual supported their desired impression by behaving antisocially, they satisfied their self-image maintenance goal and inhibited the antisocial Asian stereotype. In addition, participants applied the Asian stereotype to the Asian student by rating the individual as antisocial regardless of antisocial behavior, whereas they rated the White student as antisocial only if the individual behaved antisocially.

F104

DEVELOPMENT AND TESTING OF AN ALCOHOL SELF-EFFICACY SCALE *Rachel Miller[1,2], David Nalbone[2]; [1]University of California, Riverside, [2]Purdue University Calumet* – Alcohol consumption has been studied for a variety of different reasons, not limited to its negative affect on the human body and on behavior. A number of theories have been used to explain why individuals engage in drinking. The theory of reasoned action (Azjen & Fishbein, 1973, 1980; Fishbein & Azjen, 1975) shows how attitudes and norms combine to influence behavior intentions and thus behavior. In 1988, Azjen proposed the theory of planned behavior, which adds the construct of perceived behavioral control (PBC) to the theory of reasoned action. PBC has been shown to have an influence on behavioral intentions (Azjen, 1988, 1991), but may also have a direct influence on behavior. However, PBC has often been a hit-or-miss construct, sometimes serving as a significant predictor, and at other times not. As a result, the purpose of this study was to develop and test a longer, more reliable, and more multi-faceted scale to measure the construct, labeled the Alcohol Self-Efficacy (ASE) scale. Using online data collection, we used the constructs of the theory of planned behavior and past drinking behavior to predict intention to drink and actual drinking behavior (drinking in the last 30 days) using forward regression, and found that ASE was a better predictor than PBC of intention to drink in the next 30 days, but that only intention, and neither PBC nor ASE was a significant predictor of actual drinking behavior. Implications for the construct of PBC and for the theory of planned behavior are discussed.

F105

THE IMPACT OF CHRONIC AND ACUTE STRESS ON MARITAL COMMUNICATION OVER TIME. *Lia Kraemer, Thomas Bradbury; University of California, Los Angeles* – Researchers have traditionally explained changes in marital satisfaction by examining the personal characteristics of spouses and marital behaviors, with the external context surrounding the marriage not receiving as much consideration. This study addresses this area by examining the influence of different forms of stress on behavioral skills and emotions displayed in marital interactions over time. Different types of stressful circumstances are hypothesized to influence changes in marital behavior over time in different ways. Differences between couples in emotions and skills should stem from differences in chronic stress levels while changes in emotions and skills over time within the same couple should stem from differences in acute stress levels. These changes in skills and emotions within the couple should predict later marital satisfaction and health. To examine these questions, this study utilizes a longitudinal data set that consists of 172 newlywed couples. These couples engaged in conflict discussions in the laboratory on two separate occasions, with these discussions then coded for displays of affect and skills. These participants also completed self-report questionnaires at six-month intervals on variables including marital satisfac-

tion, health, and chronic and acute stress. Preliminary analyses suggest that certain levels of acute stress early in the relationship do predict various positive outcomes, such as greater marital satisfaction and self-esteem, and that chronic stress does not work in the same way. In this way, this study is designed to extend understanding of the differential influence of acute and chronic stress on marital interaction and changes in marital interaction over time.

F106

THE "ME" AND THE "WE" IN TEAMS: CHANGES IN SELF-CONSTRUAL WITH TEAM INTERACTION AND TRAINING *Jared Ladbury, Ernest Park, Verlin Hinsz; North Dakota State University* – Research shows that exposure to pronouns such as "me" and "we" differentially primes how one construes the self. The potential for self-construal to change as a function of social interaction has not been examined. Understanding what influences self-construal is an important endeavor because self-construal can shape cognitive activity and behavior. We examined whether working on a team task, with high coordination demands, affects self-construal. Sixty participants worked as dyads on a flight simulation task. The Self-construal Scale was administered prior to and after the team task. Due to the necessity of collaborative behavior during the task, we expected the salience of the interdependent self to increase. Ratings of interdependent self-construal increased significantly after working together as a team. The team training and interaction which emphasized task interdependence and promoted coordinated action heightened the sense of interdependent self. Unexpectedly, independent self-construal ratings also increased significantly over time. We believe this occurred because in our task, participants were assigned specific roles and duties. While the nature of our task stressed interdependence, each individual's role responsibilities were also made salient. Thus, participants were aware that both their individual and collective contributions were necessary to effectively complete the task. These results complement existing knowledge of the influences on self-construal by exploring how participation in groups and teams can have parallel effects on the dimensions of self-construal. This work highlights the dynamic nature of teams by demonstrating how the team environment contains aspects of both "me" and "we."

F107

THE POWER TO JUDGE: THE RELATIONSHIP BETWEEN SITUATIONAL POWER AND AUTOMATIC ATTITUDES AND STEREOTYPES *Jessica A. Massa, Kristin A. Lane, Mahzarin R. Banaji; Harvard University* – Previous research has demonstrated that power leads to an increased reliance on stereotypes (Goodwin et al., 2000). The present research investigated the effects of power on automatic stereotyping. Subjects first completed a word fragment task that subtly manipulated power by requesting completion of word fragments. For half of the subjects, eight of the 16 words were related to power (e.g., authority, influence). Subjects were then given a list of 100 first and last names that signaled various ethnic groups and were asked to identify the names belonging to criminals. None of the names were actually names of criminals. Automatic stereotyping was measured as a greater likelihood of misidentifying a Hispanic or Black name as a criminal than a White name. In accordance with the prediction that power would increase reliance on automatic stereotypes, participants who completed power related word fragments misidentified a greater proportion of Hispanic than White names as criminal, whereas control participants misidentified approximately the same number of Hispanic and White names as criminal. Surprisingly given prior work, Black names were misidentified to a significantly lesser extent than White and Hispanic names across conditions. These findings suggest that individuals in power can make automatic judgments that are more heavily based on stereotypes than those who are not in power.

F108

SELF-OTHER RATINGS, TRAIT VISIBILITY, AND ACQUAINTANCESHIP: A LONGITUDINAL STUDY OF NEWLYWED COUPLES *John Humrichouse, David Watson; University of Iowa* – How well do you know the person that you marry? Would you think you would know your spouse any better after two years of marriage? One way to operationalize "knowing" another person is to correlate a judge's rating of the person with that person's self-rating, that is, self-other agreement. Cross-sectional research (e.g., friends vs. married couples) has demonstrated increased levels of agreement with increased levels of acquaintanceship, a finding known as the acquaintanceship effect. As part of the Iowa Marital Assessment Project (N = 291 couples), the goal of this research was to examine self-other agreement of newlywed couples longitudinally. By studying newlywed couples we may capture the early stages of a relationship in which people may achieve the highest level of acquaintanceship. At Time 1 (on average within 5 months of marriage), newlywed couples demonstrated significant agreement on the Big 5, affectivity, adult attachment, and emotional expression; however, none of the agreement correlations significantly increased by Time 2 (approximately 2 years later). For both Time 1 and 2 agreement was highest for the Big 5, and the results are discussed in terms of the trait visibility effect (i.e., traits with observable behaviors result in higher agreement than more internal, subjective traits). Furthermore, the interplay between the trait visibility effect and acquaintanceship effect is emphasized, meaning that for couples to achieve moderate levels of agreement on low visibility traits they must have a high level of acquaintanceship.

F109

PERCEPTIONS OF INTERGENERATIONAL SIMILARITIES AND DIFFERENCES ON COMMITMENT BELIEFS *Katalin Toth, Colleen Murray, Dan Weigel; University of Nevada, Reno* – The present research focused on university students' perceptions of similarities and differences between consecutive generations (specifically, the students and their parents) in the domain of close relationships and interpersonal commitment. In most of the studies, commitment was seen only as determined by factors temporarily simultaneous with the relationship (e.g., investment model) and not as determined by the experiences learned or witnessed in the family of origin or in other relational contexts (romantic or friendships). Even the studies that investigated the intergenerational transmission of commitment attitudes did not differentiate between what people learned in their families and what they think about their own relationships. A survey-based study was conducted with 180 undergraduate students in order to explore the associations and differences between commitment messages recollected from the family of origins and participants' beliefs related to their own close relationships. Significant differences were found on these two categories as a function of gender, parental relational status, and participant's relational status. MANOVA conducted on the commitment lessons received from the families of origin indicated that only parental relational status significantly affected the types of messages that were transmitted. MANOVA conducted on participants' beliefs about their own commitment showed that parental relational status, participant's relational status, and the interaction between the two significantly influenced the way people thought about commitment. We concluded that participants' beliefs about commitment were influenced by the characteristics of both the families of origin and their own personal relational experiences.

F110

CORRELATES AND INTERPERSONAL CONSEQUENCES OF LOVE OF HUMANITY *Maria Logli[1], Belinda Campos[2], Dacher Keltner[1]; [1]University of California, Berkeley, [2]University of California, Los Angeles* – Love of Humanity, a distinctly collective love experience, was expected to be associated with other types of affiliative disposition and promote a positive orientation toward relatively unknown others. In Study 1, scores

on a scale designed to assess Love of Humanity were associated with other measures of affiliation, relational style, and collective identity. As predicted, Love of Humanity was positively related to Agreeableness, Extroversion, and Communal Orientation, negatively related to Machiavellianism, and unrelated to Attachment, Individualism-Collectivism, and Ethnic Identification. In Study 2, Love of Humanity was assessed in a residence hall across two semesters and related to sociometric ratings of floormates. As expected, high Love of Humanity predicted perceiving floormates as more likable and trustworthy at the beginning of the year, when they were relatively unknown. By the end of the year, when they were well acquainted, this association was no longer significant. Discussion focuses on the role of a collective disposition to affiliate towards all humankind in friendship formation and everyday social interaction.

F111

IMPLICIT ATTITUDES PRODUCED AS A RESULT OF ASSOCIATING SELF WITH NEUTRAL OBJECTS *Andrew Perkins[1], Brad Pinter[2], Anthony Greenwald[3], Mark Forehand[3]; [1]Rice University, [2]The Pennsylvania State University, Altoona, [3]University of Washington* – Experiment 1 required subjects to classify items representing four categories (self, other, and two target categories, analog and digital clocks) using response keys that mapped two categories onto each key (e.g., self and analog clocks on the same key). Subjects then completed an IAT (Greenwald, McGhee, and Schwartz 1998) that measured implicit attitudes toward the clock categories. A significant positive implicit attitude was observed toward the category that had been paired with self ($p = .001$). Experiment 2 replicated this attitudinal self-reference effect using fictitious automobile brand names ($p < .001$). Two more experiments extended these findings from association with self to association with a novel group to which a positive implicit attitude had been established (Greenwald, Pickrell, and Farnham 2002; Pinter and Greenwald 2004). In Experiment 3, subjects initially learned that they were members of a novel group. Following the pairing of their novel group with a target category (e.g., analog clocks), subjects revealed significant positive attitudes toward ($p = .041$) and self-association with ($p <.001$) the target category. Experiment 4 replicated these findings using fictitious automobile brands. These results suggest that implicit attitudes can form toward neutral objects as the result of procedures that establish self–object or group–object associative links.

F112

VIEWING RACE AS A PHYSICAL CONSTRUCT: CONSEQUENCES FOR SOCIAL INTERACTION *Melissa J. Williams[1], Jennifer L. Eberhardt[2]; [1]University of California, Berkeley, [2]Stanford University* – Many recent scientific and social policy issues surrounding race have explored the question of whether race is physical, reflecting a person's physical appearance and underlying biology, or social, reflecting a person's lifestyle, culture, and experiences with discrimination. Little is known, however, about the consequences of these disparate perspectives for interracial interaction. We hypothesized that priming participants to think about race as a physical construct would lead to the perception that interracial differences are biological and therefore relatively stable and impassable, manifested by reduced motivation to collaborate with a person of a different race on a challenging task. In this study, a race-as-physical perspective was primed by a news article reporting that DNA samples successfully identified individuals' race, based on genetic markers for skin color. A race-as-social perspective was primed by a news article reporting that DNA samples did not successfully identify race, suggesting that racial categories are based on social conventions. After reading the article, participants anticipated working with a Black partner on an unrelated business task, and had the opportunity to sign up for future studies with that partner prior to the interaction. Race-as-physical participants were significantly less likely to agree to any future sessions with their partner than were race-as-social participants. Moreover, among those who did agree, race-as-physical participants agreed to fewer sessions than did race-as-social participants. The very ways that race is discussed and defined in public discourse may well have important implications for relationships among group members.

F113

AMBIVALENCE OVER EMOTIONAL EXPRESSION IN ROMANTIC RELATIONSHIP：A LONGITUDINAL RESEARCH *Yi-Chen Lee, Yi-Cheng Lin; National Taiwan University* – The present study examined the relationship between ambivalence over emotional expression (AEE) and quality of relationship in a longitudinal design. At time 1, 78 couples completed several questionnaires, including ambivalence over emotional expression questionnaire and several indices of relationship quality. One year later, these participants were again invited to complete the same set of questionnaires. A total of 65 participants (37 males and 39 females) completed the questionnaires at time 2. Results showed significant negative correlations between the AEE and all indices of relationship quality in individual and dyadic level at both time 1 and time 2. However, the correlations between the relationship quality at time1 and the AEE at time 2 or vice versa were not stable. Partial regression and cross-lagged analyses indicated no one way causal relationship between them. On the other hand, the high correlation between change scores of AEQ and quality of relationships supported the possibility of two way interaction causal relationship. Discussions focused on the mutual influences between AEE and quality of relationship in romantic relationships .

F114

RELIGION AND SPIRITUALITY IN A GLOBAL COMMUNITY *Robert Blagg, Janice Adelman, Michele Schlehofer, Allen Omoto; Claremont Graduate University* – How does spirituality play a role in the link between religiousness and global sense of community among older adults? Research indicates that religious or spiritual individuals have a stronger sense of global community (GSOC): a feeling of connection with greater humanity that is not geographically bound. This presentation explores spirituality as a mediator for the link between religiousness and GSOC. Older adults ($N = 204$) completed multiple-item measures of intrinsic and extrinsic religiousness, spirituality, and GSOC. Extrinsic religion and spirituality were both highly correlated with GSOC ($r = .33$ and $r = .43$, respectively; $p's < .001$). Intrinsic religion was not associated with GSOC ($r = .09$). When controlling for spirituality, the association between extrinsic religion and GSOC was weakened substantially ($r = .06$, n.s.), while the relationship between intrinsic religion and GSOC became slightly negative ($r = -.128$, n.s.). However, when controlling for extrinsic and intrinsic religion individually, the association between spirituality and GSOC remained strong ($r = .44$, and $r = .53$, respectively; $p's <.001$). These results are notable in several ways. First, extrinsic religiousness, but not intrinsic religiousness, is related to a sense of connection to humanity among older adults. Second, the findings suggest that spirituality acts as a mediator between extrinsic religion and GSOC. Thus, spirituality may be a key factor in establishing extrinsically religious individuals' psychological sense of connection to the global community. Word count (limit 250): 228

F115

THE BOUNDED WEB OF IMPLICIT SOCIAL PREFERENCES *Kristin A. Lane, Mahzarin R. Banaji; Harvard University* – Implicit preferences for ingroups over outgroups relate to one another even when such groups are conceptually unrelated (e.g., implicit university attitudes predicted implicit race bias; Lane & Banaji, 2003). The current research explores the boundary conditions of this effect: will implicit preferences for any ingroups converge with one another? We assigned participants to one of two novel groups and measured their implicit preferences toward their novel group (Blue Jay/ Canary), generic ingroups (We/ Them), two real-world social groups (White/ Arab; Christian/ Jewish), and a nonsocial object (Pepsi/ Coke). Participants implicitly preferred all four ingroups (White, Christian, We, and their assigned novel group). Attitudes toward the novel and generic ingroups covaried with one another.

Similarly, as expected, implicit preferences for one's own real-world social groups (White and Christian) were correlated. These data suggest that a general readiness to like or dislike own's groups carried over to newly-created groups, and that there was a similar individual difference in the tendency to like one's own real-world social groups. However, all social groups were not equal: implicit preferences for novel and generic ingroups were unrelated to preferences for well-known, specific ingroups. That is, the generalized tendency to like one's own groups is limited, as it was moderated by the type of social group.

F116

RECALLED EXPERIENCES OF GROUP EXIT: CONTROL AND DESIRE TO REJOIN THE GROUP *Devin Ray, Diane Mackie; University of California, Santa Barbara* – Leaving a valued group is an often important, yet understudied, event in people's lives. We drew on Moreland and Levine's (1988) theory of group socialization to predict people's desire to rejoin a former social group. We predicted that people should want to rejoin a group when they had little control over leaving in the first place, but not when they were in control of leaving. Participants were asked to write about a time when they chose to leave a group, a time when they were made to leave a group by group members or a time when factors external to the participant or the group caused them to leave. Participants then reported how much they wanted to rejoin that group. As expected, participants who chose to leave the group were less likely to want to rejoin than those who left due to external factors. Interestingly, participants who were made to leave by group members also expressed less desire to rejoin than those who left due to external factors. These results suggest that Moreland and Levine's framework is useful in predicting exit behavior, but that being made to leave by the group warrants further examination.

F117

THE EFFECT OF PRIMING SOCIAL POWER ON SUSCEPTIBILITY TO ATTITUDE CHANGE *Asia Eaton, Penny Visser; the University of Chicago* – In previous research, Visser and Krosnick (1998) have documented dramatic changes across the adult life span in the strength and durability of people's attitudes, specifically demonstrating that openness to attitude change is high among young adults, drops sharply through the middle adult years, and increases again in late adulthood. Our current research explores the possibility that the increased occupation of high-power social roles during the middle adult years may contribute to the elevated resistance to persuasion observed during this period of the life span. Specifically, we hypothesized that occupying low-power social roles encourages attitude flexibility and a willingness to yield to the views of others, while occupying high-power social roles encourages more rigid, unyielding attitudes. Because a good deal of previous research has successfully used exposure to semantic associates of the concept of power to manipulate the experience of power in participants, we used a power-priming word search task to activate the concept of social power in participants (Bargh, Raymond, Pryor, & Strack, 1995; Chen, Ybarra, & Kiefer, 2004). As predicted, individuals first primed with the concept of power showed significantly less attitude change after reading a counter-attitudinal persuasive message than did control participants, a striking result given the subtlety of the prime, $F(1, 37) = 4.20$, $p < .05$. This research gives initial experimental evidence for the existence of an inverse relationship between the possession of social power and susceptibility to attitude change.

F118

WHEN APPEARANCE CONCERNS MAKE WOMEN LOOK BAD: THE DUAL IMPACT OF SOCIAL IDENTITY THREAT AND APPEARANCE CONCERNS ON WOMEN'S ACADEMIC PERFORMANCE. *Denise Sekaquaptewa[1], Amanda N. Barczyk[2], Amy K. Kiefer[3]; [1]University of Michigan, [2]University of Pennsylvania, [3]University of California, San Francisco* – Women entering male-dominated fields often find themselves the only women present, i.e., they experience solo status. Solo status diminishes women's performance when women are negatively stereotyped in the testing domain (Inzlicht & Ben-Zeev, 2000) or when the performance is public (Sekaquaptewa & Thompson, 2002; 2003). Because women experience greater body image concerns than men and underperform when these concerns are high (Fredrickson, Roberts, Noll, Quinn, & Twenge, 1998), body image concerns may contribute to the effect of solo status on women's performance. Women were given a stigmatized (i.e., heavy) or neutral appearance (via a manipulated photograph) and were tested as either solos or non-solos. There was a signification interaction of solo status and appearance concerns on performance, $F(1, 102) = 7.92$, $p < .01$: women performed more poorly when given a stigmatized appearance and placed under solo status compared to when only one or neither of these factors were present,. Social identity threat was shown to mediate the solo status effect on the performance of women given a stigmatized appearance. These findings are discussed in terms of gender identity threat and body objectification theory.

F119

RELIGION AND WAR, RELIGION AND PEACE: EVIDENCE FOR A NUANCED RELATIONSHIP *Ian Hansen, Ara Norenzayan; University of British Columbia* – Analysis of a 10-nation 10,000 participant survey of religious attitudes conducted by the British Broadcast Corporation offered insight into the relationship between measures of religious engagement and various attitudinal and demographic outcomes suggestive of conflict or intolerance. Individual-level attitudes in the survey suggestive of conflict and intolerance were related to other equally suggestive nation-level demographics. The proportion of a country's population willing to die for their religious beliefs (self-sacrifice) and blame the troubles of the world on other religions (scapegoating) predicted the following at the national level: negative quality of life; lack of civil, political and religious freedom; volume of the arms trade; military expenditure; and outgoing refugees. The proportion expressing uncertainty ('don't know') about religious self-sacrifice and scapegoating also predicted these demographic outcomes. The role of religiosity in predicting sacrifice and scapegoating depended on the measure of religiosity considered. Religious exclusivity--'My God (beliefs) is the only God (beliefs)'—predicted certain endorsement of religious self-sacrifice and scapegoating, as well as uncertainty for both. Regular prayer, however, positively predicted self-sacrifice but negatively predicted scapegoating, and negatively predicted uncertainty for both. Also, prayer relative to exclusivity better predicted both belief in God/a higher power and lack of uncertainty about such belief. Exclusivity predicted war and intolerance-related national demographics more strongly than, and often in the opposite direction of, regular prayer. Implications for understanding the nuances of the relationship between religion, religious uncertainty and violence are discussed.

F120

MODELS OF HAPPINESS: THE ROLE OF PERSONALITY TRAITS AND DAILY EXPERIENCE IN UNDERSTANDING LIFE SATISFACTION *Ryan Howell[1], Colleen Howell[1], Michael Cassens[2]; [1]California State University, Bakersfield, [2]University of California, Riverside* – Individuals experience different levels of subjective well-being in daily life, and many studies have documented the strong relation between certain personality traits and life satisfaction (DeNeve and Copper, 1998). Yet, questions remain as to the mechanisms by which personality traits might influence life satisfaction. McCrae and Costa (1991) propose two models to explain these relations: The temperamental and instrumental models. The temperamental model suggests that personality traits affect sensitivity to emotional stimuli. The instrumental model hypothesizes that personality traits affect daily behavioral choices. This study attempts to test both models by examining the relations between life satisfaction and the Big Five with a focus on the mediating properties of daily affective and behavioral experiences. To accomplish these goals, 314 participants (M = 19.29 years; 61.8% female) completed the Satisfac-

tion with Life Survey, the Big Five Inventory, and two retrospective daily behavior diaries. These daily diaries were used to form measures of subjective enjoyment and stress (experienced mood controlling for behavioral choices), interaction quality (experiences of close relationships) and goal-directed behavior (progress towards goal attainment). Single-mediator structural models were tested for mediation of the personality trait – life satisfaction relation through daily experiences and behavior. In support of the temperamental theory, extraversion and neuroticism were partially mediated by subjective enjoyment. In support of the instrumental theory, conscientiousness was partially mediated by goal-directed behavior, and extraversion was partially mediated by quality interactions. Discussion focuses on support for each theory and suggestions for better measurement of mediators.

F121

THE INTERRELATED ROLES OF DISPOSITIONAL AUTHENTICITY, SELF-PROCESSES, AND GLOBAL ROLE-FUNCTIONING IN AFFECTING PSYCHOLOGICAL ADJUSTMENT *Brian M. Goldman[1], Michael H. Kernis[2]; [1]Clayton State University, [2]University of Georgia* – Prior perspectives suggest that authentic functioning is necessary for optimal psychological health (e.g., Rogers, 1961). Dispositional authenticity has been defined as the unimpeded operation of one's core self in one's daily enterprise (Goldman & Kernis, 2002; Kernis, 2003). Accordingly, it reflects four interrelated components (1) awareness (e.g., self-understanding), (2) unbiased processing (e.g., objective self-evaluation), (3) behavior (e.g., congruence between one's actions and needs), and (4) relational orientation (e.g., sincerity in close relationships). Initial research findings (see Kernis & Goldman, 2005 for review) indicated that scores on a measure of dispositional authenticity were linked with broad markers of healthy psychological well-being, interpersonal adjustment, and adaptive self characteristics. The present study sought to examine the interrelationships between dispositional authenticity, various self characteristics considered to reflect a "stronger sense of self" (e.g., having high self-esteem, a clearly defined self-concept, etc.), and interpersonal adjustment across five commonly enacted social roles (e.g., being a son/daughter, a student, a friend), to predict people's subsequent psychological adjustment. Over the duration of a month, 76 participants' completed several self-report measures at three separate experimental sessions. Regression analyses revealed that dispositional authenticity, a stronger sense of self, and social role functioning ratings were each significant predictors of subsequent ratings of psychological adjustment. However, when controlling for the influence of one another, only a stronger sense of self and healthy role functioning uniquely predicted subsequent psychological adjustment scores. The findings suggest authenticity influences psychological adjustment indirectly by its affect on either a stronger sense of self or social role experiences.

F122

DO YOU SEE WHAT I SEE? VARIATION IN INDIVIDUALS' PERCEPTIONS OF INTERPERSONAL DESCRIPTORS *Oshrat Hodara, Pamela Sadler; Wilfrid Laurier University* – Interpersonal researchers have found the two dimensions of dominance and friendliness to be highly descriptive of differences in interpersonal behavior (e.g., Markey, 2003; Moskowitz, 1994). Although theorists think about people's interpersonal behavior in terms of a two-dimensional circumplex, laypeople's perceptions of self and others may differ from this structure. The overarching goal of this research is to investigate individual differences in how people regard variation in their own and others' interpersonal behavior. Adjective-based representations of the interpersonal circumplex require that individuals understand the semantic concepts in their descriptions of self and others. Therefore, the present study examines individuals' perceptions of the semantic similarity of interpersonal adjectives. Sixteen adjectives were selected to represent all octants of the interpersonal circumplex, according to published communalities, factor loadings, and adjective familiarity (Kiesler, 1983; Wiggins, 1982; Lorr & Strack, 1990). In accordance with multidimensional scaling (MDS) procedures, participants were presented with 120 questions asking them to rate the similarity between each possible pair of adjectives. Participants completed one of three versions, each with differing sets of 16 adjectives, which allowed us to test which set produced the best circumplex structure. MDS results revealed that all three sets of adjectives were reasonably circular and organized around two orthogonal dimensions. However, one set of adjectives produced the most circular structure, smallest gaps and overlap between octants, and least distance between words within each octant. We argue that laypeople's understanding of interpersonal adjectives used in descriptions of self and others are two-dimensional and organized into a circumplex structure.

F123

PREDICTING SELF-RESPONSES TO SEXISM: AN EXAMINATION OF PERCEPTIONS OF THE PERPETRATOR AND SELF- VS. OTHER-FOCUSED AFFECT *Stephenie Chaudoir, Diane Quinn; University of Connecticut* – In considering the prevalence of sexism in daily social interactions (Swim, Hyers, Cohen, & Ferguson, 2001), enhancing our understanding of women's responses to sexism is an important step in appreciating the negative outcomes women experience as victims of prejudice. In this study, female undergraduate participants watched a videotape of an experimental session in which they overheard a male confederate make a sexually objectifying comment (i.e., a "catcall") or a neutral comment (i.e., a greeting) to a woman. Participants in the sexist condition rated both the male confederate and his comment as more offensive, sexist, and prejudiced than participants in the neutral condition. Interestingly, in comparing participants' perceptions of the male confederate vs. his comment, participants in the sexist condition viewed the male confederate as less prejudiced than the comment that he made. There was also a trend for participants low on benevolent sexism (BS; Glick & Fiske, 1996) to rate the sexist comment as more prejudiced than participants who scored high on BS. When asked to imagine their affective reactions in the situation, participants in the sexist condition did not report that they would experience increased self-focused negative affect such as anxiety and hostility, but they did report feeling more anger and fear towards the male confederate and reported stronger intentions to both move away from and against him. These differences in self- vs. other-focused emotions suggest that examining sexism within an intergroup framework may add important information to our understanding the phenomenological experience of women in sexist situations.

F124

LIVE NEWS TELECASTS DURING THE 9/11 ATTACKS: A TEST OF TERROR MANAGEMENT THEORY *Rajiv Jhangiani, Peter Suedfeld; University of British Columbia* – Terror management theory (TMT) proposes that human beings experience constant, unconscious existential anxiety stemming from awareness of our inescapable death. We "manage" this anxiety by finding meaning in our lives, including through our collective sets of beliefs and symbols, or culture. Previous research has demonstrated that subjects in "mortality salience" conditions cling more strongly to aspects of their cultural worldview while derogating those who do not share the same outlook. A terrorist attack constitutes an assault on one's cultural worldview and also primes death-related thoughts. In the weeks and months following the 9/11 attacks, evidence of worldview-defense emerged, in the form of in-group bolstering as well as out-group derogation. The present study addresses some of the methodological problems and issues of validity in this literature. In a novel application of established content-analysis techniques, live television news broadcasts on 9/11 from the US, Canada, and Qatar were analysed for the use of death-related words and linguistic indicators of anxiety and anger, among other variables. As predicted by TMT, death-related words were strongly and positively related to words connoting anxiety and anger, this effect being moderated by psychological or ideological dis-

tance. This extends earlier experimental findings to a context that is high in external validity, and suggests directions for future nonlaboratory as well as laboratory research.

F125

CULTURAL DIFFERENCES IN MENTAL REPRESENTATIONS OF THE SELF *Julie Spencer-Rodgers[1], Helen Boucher[2], Lei Wang[3], Kaiping Peng[1]; [1]University of California, Berkeley, [2]Bates College, [3]Peking University* – A growing body of evidence suggests that East Asians tolerate greater contradiction in the self than do Westerners (Spencer-Rodgers, Boucher, Mori, Wang, & Peng, 2005). The greater fluidity and internal inconsistency of the "dialectical self" raises important questions concerning cultural differences in mental representations of the self. Perhaps members of dialectical cultures are aschematic in a large number of personality domains. Alternatively, their self-schemas might be composed of a greater amount of inconsistent self-knowledge. We tested these hypotheses among Mainland Chinese and Americans. In Part I, participants rated themselves on a large number of contradictory traits, their response times were recorded, and inconsistency scores were computed. In Part II, participants completed a timed autobiographical memory task (i.e., they remembered an occasion in their lives in which the stimulus traits were self-characteristic). In Part III, participants completed a surprise recall task (i.e., they listed as many of the stimulus traits as they could recall in 15 min.). In Part I, Chinese participants demonstrated greater self-concept inconsistency than did Americans for self-relevant traits (i.e., traits that were later recalled in Part III). In part II, there were no cultural differences in time to generate contradictory autobiographical memories. In Part III, Chinese recalled a greater proportion of contradictory traits than did Americans. Although inconsistent self-knowledge appears to be equally cognitively accessible among Chinese and Americans (Part II), these finding suggest that a greater amount of inconsistent self-knowledge is stored in memory among dialectical cultures. Implications for cultural differences in the self-concept are discussed.

F126

SELF- AND PUBLIC PERCEPTIONS GOVERNING ACTIONS: HOW AFRICAN-AMERICAN MEN INTERACT WITH THE POLICE *Alexandra Sedlovskaya; Valerie Purdie-Vaughns, Yale University* – Recent research demonstrates that men who are perceived as highly representative of the African-American category (i.e., stereotypically African-American) appear more criminal than men who are perceived as less representative. Based on these findings, we hypothesized that African-American men perceived as highly stereotypical will have more negative police interactions than African-American men perceived as less stereotypical. Furthermore, we sought to explore the link between self-perceptions of stereotypicality and interactions with the police. To test our hypotheses, African-American and Caucasian male participants completed surveys about their attitudes towards and encounters with the police. As part of these surveys, participants provided self-ratings of stereotypicality and attractiveness. We next obtained facial photographs of each participant that were then rated by the public on the same dimensions. From our data we gleaned three results: First, in regards to attitudes towards the police, the higher African-American participants rated themselves on stereotypicality, the more negative attitudes they held towards the police; other people's stereotypicality ratings of these same participants, however, did not predict participants' attitudes towards the police. Second, in regards to encounters with the police, the higher others rated African-American participants on stereotypicality, the more negative encounters these participants reported; African-American participants' self-ratings of stereotypicality, however, did not predict their encounters with the police. Third, for Caucasian men, no stereotypicality ratings predicted their attitudes towards or encounters with the police. Therefore, we concluded that for African-American men only, self- and public perceptions of stereotypicality affect attitudes towards and encounters with the police.

F127

THE ROLE OF REJECTION SENSITIVITY IN THE EMOTIONAL LIFE OF THE COVERT NARCISSIST *Ivona Huszcza, Kathy Berenson, Geraldine Downey; Columbia University* – Current research into the construct of narcissism suggests that its pathology falls onto a continuum with distinct overt and covert poles. Feelings of entitlement and exploitation of others are the core characteristics of narcissism, but whereas the overt narcissist manifests them in blatant grandiosity and demands for admiration, covert narcissists outwardly seem lacking in self-esteem and are vulnerable to labile emotions. We hypothesized that Rejection Sensitivity (RS), a tendency to anxiously expect, readily perceive and overreact to interpersonal rejection, might play a role in distinguishing these two types of narcissism. In our study, we examined the interaction between the Exploitation/Entitlement (E/E) factor of the Narcissistic Personality Inventory and RS as a predictor of depression (measured by the Beck Depression Inventory) and affective instability (measured by the Personality Assessment Inventory) in a college student sample. We found that E/E predicted higher levels of depression and affective instability in the context of high RS, but not in the context of low RS. In contrast, there was no interaction between the total NPI score and RS in the prediction of these variables. Our data suggest that efforts to exploit others may contribute to negative mood and emotional volatility in covert narcissists because of their simultaneous yet incompatible sensitivity to rejection by those others. On the other hand, uniquely overt narcissistic features (such as the self-absorption, arrogance, and sense of authority measured by the NPI) might serve to shield overt narcissists from the emotional turmoil of interpersonal rejection.

F128

KITH AND KIN ONLINE: SOCIAL SUPPORT AND INTERPERSONAL CONFLICT IN VIRTUAL DOMAINS *Marina Kahana, Daniel Stokols, Leah Van Deth, Cathy Hayakawa; University of California, Irvine* – Contemporary research indicates the importance of virtual environments for social support and negative social interactions (McKenna & Bargh, 2000). The present study examined supportive and negative consequences of participation within four virtual environments- instant messaging, e-mail, chat rooms and online gaming. We examined the association of trait sociability with levels of support and conflict in virtual vs. traditional social environments. Undergraduate participants (N=992) completed measures of personality and rated support provisions- emotional, instrumental, informational, companionship and appraisal support- and conflictual interactions experienced within a range of family, friendship, religious, civic and virtual domains. As predicted, sociability was positively associated with social support provisions in both traditional and virtual domains, but was not associated with negative social interactions. In virtual environments, the relationship between sociability and support provisions persisted after controlling for gender, socioeconomic status, and hours of computer/internet use. Of the virtual domains, instant messaging and e-mail provided the widest range of support provisions as well as the highest levels of both supportive and conflictual experiences- comparable to those provided by kinship and intimate ties. Across levels of sociability, participants used virtual environments to maintain close relationships and develop new ties- particularly during transition periods. First-year and transfer students reported the highest levels of support from virtual domains, while more established participants reported greater support from friendship, religious and civic involvement. This study demonstrates that virtual environments play an important and changing role as sources of support provisions and negative social interactions.

F129

CORRESPONDENCE BETWEEN THE NARCISSISTIC PERSONALITY INVENTORY FOR CHILDREN AND THE NPI IN ADOLESCENTS *Sarah J. Grafeman, Christopher T. Barry, Kristy K. Adler, Emily Helms; University of Southern Mississippi* – This study compared the Narcissistic Personality Inventory (NPI; Raskin & Hall, 1979) with a youth version of this measure, the Narcissistic Personality Inventory for Children (NPIC; Barry, Frick, & Killian 2003) in a sample of adolescents. Participants were 161 adolescents (136 male, 25 female), ages 16 to 18 enrolled in a military-style intervention program. Participants completed the NPIC, the NPI, the general scale from the Perceived Competence Scale (Harter, 1982) as a measure of self-esteem, and the Self-report of Delinquency (Elliot & Ageton, 1980). NPIC items were taken directly from NPI items, with simplified wording and a 4-point, instead of 2-point forced choice response format. Internal consistency coefficients were .82 for both measures. Total scores on the NPI and the NPIC were highly correlated, $r = .65$, $p < .001$. In addition, seven NPI subscales described by Raskin and Terry (1988) were each correlated significantly with their analogous NPIC subscale. Further, maladaptive and adaptive composites of the NPIC discussed by Barry and colleagues (2003) were also positively related $r = .62$, $p < .001$, and $r = .61$, $p < .001$ respectively with analogous NPI composites. Although both measures were each significantly correlated with delinquency and self-esteem, simultaneous multiple regression analyses indicated that the NPIC uniquely predicted these constructs, whereas the effects for the NPI were not significant. These results suggest that the NPIC corresponds closely to the NPI among adolescents and may be a suitable alternative to the NPI in such an age group.

F130

IMPACTS OF SHORT- AND LONG-TERM TIME PRESSURE ON PSYCHOLOGICAL WELL-BEING *Donna K. McMillan, Cicely E. Robinson; St. Olaf College* – For many, life is increasingly time-pressured. How does experience of time pressure affect well-being? Our study examines the psychological effects of short-term and chronic time pressure. To assess short-term time-pressure, a 2 X 2 design was used to randomly assign 84 undergraduates to write about a specific experience that was either satisfying time-pressured, unsatisfying time-pressured, satisfying non-time-pressured, or unsatisfying non-time-pressured. Participants then rated the extent to which ten psychological needs were met in the experience and completed a measure of event-related affect. Regarding psychological needs, when compared to non-time-pressured events, time-pressured experiences had significantly greater fulfillment of competence needs. The highest positive affect, however, was associated with (satisfying) non-time-pressured experiences. To assess the effects of chronic time pressure, participants completed the Time Crunch Scale, the Zimbardo Time Perspective Inventory, measures of psychological well-being and need satisfaction, and a measure of extrinsic vs. intrinsic value orientation. Higher levels of chronic time pressure were associated with decreased life satisfaction, lower ratings of psychological well-being, decreased psychological need satisfaction (particularly needs for autonomy, relatedness, self-actualization, self-esteem, and physical thriving), increased extrinsic aspirations (i.e., materialism), and negative time orientations. Time pressure appears to have important ramifications for psychological well-being in both the short and long-run. Short-term time pressure may have some benefits, particularly for competence needs. Chronic time pressure, however, appears to be highly negative, associated with decreased psychological health and the extrinsic aspirations that typify a materialistic value orientation, an orientation which itself has been associated with negative psychological outcomes.

F131

THE UGLY AND BEAUTIFUL FACES OF OSTRACISM *Justin A. Wellman[1], David Oberleitner[2], Andrew L. Geers[1], Kipling D. Williams[3], Steven Noel[1]; [1]The University of Toledo, [2]Wayne State University, [3]Purdue University* – Research firmly shows that social exclusion/ostracism is a highly aversive event with important and immediate negative consequences. Longer-term effects of ostracism have yielded more inconsistent results however. Beyond the immediate effects on mood and threatened fundamental needs, ostracism has been found to lead to both pro- and anti-social behavior (e.g. Williams & Sommers, 1997; Twenge et al., 2001). Based on the prior self-esteem literature, we hypothesized that ostracism can produce both pro- and anti-social behavior, depending on the self-esteem of the ostracized individual. Specifically, we predicted that high self-esteem individuals would behave anti-socially when ostracized and low self-esteem individuals would behave pro-socially when ostracized. To test this hypothesis, participants (N = 99) were either ostracized or not ostracized when playing the "Cyberball" computer game. Following the game, ostracized individuals showed typical adverse effects of ostracism such as increased negative affect and threatened fundamental needs, regardless of their level of self-esteem. Participants then rated photographs of other supposed participants based on their perceived physical attractiveness. Results confirmed that the predicted two-way crossover interaction between self-esteem and ostracism was statistically significant ($p < .05$), with high self-esteem individuals behaving more anti-socially when ostracized and low self-esteem individuals behaving pro-socially when ostracized. This pattern was reversed when participants were included. The present study is the first to demonstrate that ostracism can result in both pro- and anti-social reactions within the same context. Importantly, it appears that self-esteem is a pivotal moderator of this ostracism effect.

F132

DECISION MAKING ACROSS CONTEXTS: TOWARDS A TAXONOMY OF DECISIONS *Adam D. I. Kramer, Sara D. Hodges; University of Oregon* – People make a variety of decisions in everyday life - about their futures, social relationships, finances, and more. Although current decision research can tell us a lot about what people are likely to decide in a variety of highly specific contexts, we intend to provide a taxonomy for describing and comparing everyday decisions that occur across widely varying contexts. In two studies (total n=467), one between-subjects and one within-subjects, participants were asked to retrieve four different decisions from their own experience: an important decision, a difficult decision, a bad decision, and the most recent decision that they had made. Participants briefly described these decisions and then characterized them on 21 dimensions, such as complexity, whether there was a finite number of choices to decide among, and whether other people were involved. Key results found in both studies include: Although participants were describing two different decisions, the 21-dimensional profiles for important and difficult decisions had many similarities (e.g., both more frequently involved other people and were rated as more complex). These two decisions stood in marked contrast to "bad" decisions, which were characterized as more likely to have a single "right" choice, and less likely to offer mutually exclusive alternatives. Bad decisions were also perceived to be more important, difficult, and complex than recent decisions. Not only did the multi-dimensional profiles for the four different decision types reliably differ from each other, but we could also use the profiles to correctly reclassify decisions (with 80% accuracy) into the four types.

F133

ATTITUDE-BEHAVIOR RELATIONSHIP: RELATIVE PREFERENCE AMONG ALTERNATIVE CHOICES AND INTENTION CONCRETENESS *Inge Brechan; Institute of Transport Economics* – Ajzen and Fishbein (1980) argue that the relative preference for one behavioral alternative over other alternatives is a better predictor of

behavior than an absolute measure of intention not considering behavioral alternatives. The predictive power of behavioral intention may be improved further by considering the concreteness of the intention. According to Gollwitzer (1990), people are more likely to carry out their intentions if the intention is supported with a concrete plan for carrying out the intention. We tested the two hypotheses by having 220 residents of Oslo, Norway, reporting their intentions to travel to work by car, public transport, or bicycle the following week. Actual choice of transport mode was registered in a diary during the following week. We found that the correlation between relative measures of intention and behavior was higher than the correlation between absolute measures of intention and behavior, for use of car (r[relative]=.92, r[absolute]=.89, q=.17, p=.03), public transport (r[relative]=.87, r[absolute]=.83, q=.14, p=.07), and bicycle (r[relative]=.83, r[absolute]=.70, q=.33, p<.01). Performing a group comparison based on a mean split of intention concreteness, we found that the correlation between the relative measures of intention and behavior was higher in the more concrete intention group compared to the less concrete intention group, for use of car (r[concrete]=.95, r[less concrete]=.83, q=.64, p<.01), public transport (r[concrete]=.90, r[less concrete]=.76, q=.46, p=.01), and bicycle (r[concrete]=.88, r[less concrete]=.73, q=.45, p=.01). Similar and all significant results were also obtained using absolute measures. The results support the hypotheses regarding relative preference among alternative choices and intention concreteness.

F134

WORD-FRAGMENTS WHILE YOU WAIT: THE EFFECT OF SELF-ESTEEM ON IMPLICIT INTERPERSONAL EXPECTANCIES. *M. Joy McClure, John E. Lydon; McGill University* — Self-esteem is one of the oldest and most researched constructs in social psychology. Recently, research and debate have focussed attention on the relational aspects of self-esteem. If self-esteem is based, at least in part, on feelings of acceptance, then would self-esteem predict implicit interpersonal expectancies about a potentially imminent social interaction? As part of a study on relationship initiation, 87 single, heterosexual participants completed a variety of measures, including Rosenberg's Self-Esteem Scale (1965) and a measure of affect. They then filmed a video introduction, which was taken ostensibly to be evaluated by an attractive, opposite-sex other, who would choose whether to initiate a face-to-face interaction. During this delay, participants completed a series of self-ratings and a word-fragment task. To assess implicit interpersonal expectancies, the task included target fragments, which could be completed as positive or negative relational words. From these targets three scores were calculated: relational target completion (with the negative words reversed), positive target completion and negative target completion. Self-esteem correlated significantly with relational target completion (r = .31, p = .01) and with positive target completion (r = .26, p = .05). Multiple regressions indicated that these results were independent of overall performance on the word-fragment task, and were not mediated by positive affect or self-ratings of likeability. The results are discussed in terms of implicit versus explicit interpersonal expectancies. Given the apparent influence of self-esteem on expectancies, how might it in turn affect interpersonal behaviour and success?

F135

NO SURPRISE TO LECH WALESA: THE RELATIONSHIP BETWEEN SUPPORT FOR UNIONS AND SUPPORT FOR DEMOCRATIC PARTICIPATION AND LIBERTY *Peter Suedfeld, Ian Hansen, Takeshi Hamamura, Ilan Dar Nimrod; University of British Columbia* — Three studies looked at the relationship of support for labor unions to democracy and civil liberty. Study 1 found that nations with more unionized workforces were rated as higher in civil and political liberty by Freedom House(r = .39), and had more voter turnout (r = .62). Study 2 was an analysis of United States data on the decline of both unionization in the workplace and voter turnout at the ballot box from 1964 to 1996. Study 2 found that, state by state, these declines were correlated (r = .53). Moreover, voter turnout was strongly correlated with liberty in the world nation by nation (r = .55) (Study 1) and with the Morgan Quinto Press livability index in the U.S. state by state (r = .60) (Study 2). Study 3 was conducted with undergraduates during a teaching assistant strike. Study 3 found that support for labor unions predicted domain-general support for democracy, willingness to debate issues, a disinclination to partisan aggression, and rejection of authoritarianism. In all three studies, individualism-collectivism did not mediate the relationships found. Support for unions appears to co-occur with democratic enthusiasm and liberty at the individual and cultural level, independent of individualism and collectivism.

F136

THE RELATIONSHIP OF ENVIRONMENTAL IDENTITY TO RELIGIOSITY AND WELL-BEING *Bethany E. Jacobson, Donna K. McMillan; St. Olaf College* — Research on psychological well-being has tended to overlook the role that the natural environment can play in one's sense of self and well-being. Contact with the natural environment can positively affect well-being, provoking meaningful, contemplative, and even spiritual experience. Our study sought to investigate the relationship of nature and religiosity to well-being. One-hundred-twelve undergraduates completed measures of environmental identity (the extent to which nature is part of one's sense of self), religiosity, personality, and well-being. They were then randomly assigned to attend an hour-long social, religious, or nature-related hour-long event of their choosing. As expected, personality factors related to well-being: conscientiousness and neuroticism predicted life satisfaction, while extraversion predicted happiness. Environmental identity and religiosity (as stable personality characteristics) were related to well-being in a significant interaction: together, high levels of environmental identity and intrinsic religiosity predicted increased well-being, while a high level of one and low level of the other decreased well-being. Mood measures revealed that the one-hour nature experience increased positive affect for participants, regardless of their level of environmental identity. The religious event also led to increased positive affect, but only for those participants who were intrinsically religious. A measure of psychological needs (Sheldon et al., 2001) suggested that nature and, for the intrinsically religious, religious events fulfilled higher-order needs than did the social experience. These results suggest that connection to the natural world and intrinsic religiosity have important relationships to each other and to state and trait well-being.

F137

BENEVOLENT HOPES: SEXIST MEN'S AND WOMEN'S PRESCRIPTIONS AND PROSCRIPTIONS FOR AN IDEAL MATE *Tiane L. Lee[1], Susan T. Fiske[1], Peter Glick[2]; [1]Princeton University, [2]Lawrence University* — Ambivalent sexism comprises complementary hostile and benevolent ideologies toward women and men (Glick & Fiske, 1996; 1997). These ideologies correlate with personal values ranging from motivational goals (Feather, 2004), stereotypes (Glick et al., 1997), sex-typed mate preferences (Eastwick et al., under review). We investigated the role of ideology type (benevolent, hostile) in the importance of specific prescriptions and proscriptions for an ideal partner, or specific do's and don'ts for behavior, traits, and roles. Undergraduates (N=361) rated 85 prescriptions and 97 proscriptions produced by previous participants (N=715) and then took the Ambivalent Sexism Inventory and Ambivalence toward Men Inventory. Three main results emerged: (a) The ASI predicted men's preferences and the AMI predicted women's. (b) Benevolent more than hostile attitudes toward both genders influenced preferences, consistent with Mucchi-Faina et al.'s (2002) finding that it is more acceptable to discriminate between groups along a positive dimension and Eastwick et al.'s finding that benevolent sexism predicted preferred roles (provider/homemaker) and age (older men, younger women). (c) Sexist women and men diverged on the importance of prescriptions and proscriptions. While men who scored high on ambivalent sexism were

more opinionated overall, women who scored high prescribed more and women who scored low proscribed more. Perhaps due to greater changes in their roles, nontraditional women focus more on avoiding what they don't want, as opposed to traditional women seeking a mate to fulfill traditional gender-related roles. For the same reason, sexist men want to be certain they are getting a traditional rather than nontraditional mate.

F138

FAMILY TIES OR INDEPENDENCE? CONSEQUENCES OF CONFIDANT SELECTION ON COLLEGE STUDENTS' SUPPORTS AND STRAINS *Cathy Hayakawa, Leah Van Deth, Marina Kahana, Daniel Stokols; University of California, Irvine* – Developmental research on college students highlights the importance of family involvement during transition to adulthood (Schwartz,2004). Though college students are in the process of developing independent and intimate ties apart from family, the provision of social support from kinship relationships may compensate for low support in newer ties (Helsen,2000). However, family and friendship ties may also be sources of conflict (Rook, 1990). In this study, 912 undergraduates identified their closest relationship and reported supportive and negative experiences. Participants provided subjective ratings of intimacy and satisfaction. Confidants reported by participants were parent(n=135), friend(n=362), sibling/cousin(n=125), and romantic(n=127). We identified a significant interaction between age and gender in confidant category and support experiences. Across all ages(18-23) females reported the highest and most consistent support from kin, especially when they lived with their family. In contrast, young college males living with their parents received less support with age from this relationship compared to those living apart. Males and females reported lower, but stable support across age from friend confidants, and decreasing conflictual interactions over age. Females cohabitating with a romantic partner reported very low levels of support that continued to decrease over age, while males demonstrated an inverse pattern. Negative interactions decreased over age for family and friend relationships, but increased among males and females with romantic confidants. Subjective ratings of intimacy and satisfaction were highest among older participants, particularly for family and romantic relationships. These results provide evidence that college students benefit from compensatory family support when friendship and intimate relationships are lacking.

F139

DECISION CONFLICT AS A HEURISTIC FOR PREDICTING CHOICE *Mary Steffel, Eldar Shafir; Princeton University* – Research on false consensus effects (Ross, Greene, & House, 1977), social projection (Kelley & Stahelski, 1970; Krueger, 1998; Van Bovin & Lowenstein, 2003), and projection bias (Loewenstein, O'Donaghue, & Rabin, 2003) show that people often use their own preferences to predict other people's preferences and their own future preferences. What these studies have not shown is that these predictions depend not just on the direction, but on the strength of a person's own preferences. Our research demonstrates that people tend to use experienced decision conflict (i.e. strength of preference) to predict preferences. In a series of laboratory and naturalistic experiments, we manipulated decision conflict by varying the relative attractiveness of choice options. We find that decision conflict influenced predictions of other people's preferences for monetary gambles, nonmonetary options, and ethical behaviors, as well as predictions of one's own future preferences for monetary gambles, snacks, and club memberships. Specifically, highly conflicted participants predict others' preferences to be more evenly distributed and their own future preferences to be more variable than did less conflicted participants. We conclude by discussing the implications of decision conflict on predictive accuracy and subsequent behavior.

F140

THE DYADIC-TRIBAL AFFILIATION QUESTIONNAIRE *Aurelio Joseph Ogilvie[1], Kristin Sommer[2,3]; [1]New School University, [2]Baruch College, [3]City University of New York* – Baumeister and Sommer (1997) proposed that males and females differ in where they seek belongingness. Females, they argued, are more "dyadic," seeking acceptance within close, intimate relationships, whereas males are more "tribal," seeking acceptance primarily within groups. Though the two-sphere typology was initially proposed to explain sex differences in affiliation needs, we reasoned that people of both sexes probably vary greatly in where they seek belongingness. To this end, we created a scale (the "Dyadic-Tribal Affiliation Questionnaire") to assess individual differences in small- and large-sphere orientations. An initial set of 84 items was generated and administered to 522 undergraduate students enrolled in introductory psychology classes at a large business school. Confusing and redundant items, and those reflecting low item-total correlations within each sphere were subsequently omitted. A PCA with Varimax rotation on the remaining 27 items revealed five factors reflecting desire for intimacy, distress over relationship loss, desire for public recognition, enjoyment of group activities, and emphasis on quantity of social interactions. A secondary PCA on means scores within each factor yielded two uncorrelated (r = .04) dimensions reflecting Dyadic Affiliation (desire for intimacy, distress over relationship loss) and Tribal Affiliation (desire for public recognition, enjoyment of group activities, and emphasis on quantity of social interactions). Females scored higher than males in Dyadic Affiliation, whereas no sex differences were found in Tribal Affiliation. The DTAS is currently being administered to a larger cross-section of respondents and correlated with individual differences in gender roles to obtain additional evidence of construct validity.

F141

PERSONALITY TRAITS AND ROMANTIC RELATIONSHIPS: "BEING" VS. "ACTING" *Julie Walder, Richard B. Slatcher, Simine Vazire; University of Texas at Austin* – Researchers have long been interested in the effects of personality on romantic relationships. In particular, they have focused on how enduring and stable personality traits influence relationship quality. But little is known about the processes through which personality exerts its influence on relationships. Two recent studies conducted in our lab suggest that the expression of personality traits within the specific context of romantic relationships (e.g., "acting" Agreeable) may mediate the effects of stable personality traits (e.g., "being" high in trait Agreeableness) on relationship satisfaction. In Study 1, 702 participants in committed dating relationships participated in an online study in which they filled out a traditional Big Five (being) measure of personality, modified measures of the Big Five (acting) in which participants indicated how they act around various people in their lives (coworkers, friends, family, and romantic partners), and a measure of relationship satisfaction. Both acting (in romantic relationships only) and being were associated with relationship satisfaction. Further, the link between being and relationship satisfaction was fully mediated by acting across traits. In Study 2, 68 dating couples completed a being measure of the Big Five, a measure of relationship satisfaction, and submitted 7 days of Instant Message (IM) conversations with each other. Independent observers then reviewed the IMs to rate how couple members acted with their partners. Both acting and being predicted self and partner relationship satisfaction across several traits; the association between being and relationship satisfaction (for both self and partner satisfaction) again was mediated by acting.

F142

DISSOCIATING THE EFFECTS OF INTERACTIONIST AND AUTOBIOGRAPHICAL SELF-ENCODING *Tadashi Aobayashi; Chiba University* – This research investigated functional roles of interactionist and autobiographical self-encoding. One's personality structure includes the information of person-situation interaction and autobiographical

memory. However, the relationship or role of these personality components has not been explored. This study examined the influences of interactionist and autobiographical self-encoding for recognition judgments. In study phase, some participants judged whether the presented trait adjectives describe them under certain situations or not (interactionist encoding) and whether the adjectives is pleasant (semantic encoding) . Other participants were asked to use the traits as a cue to retrieve their autobiographical memory (autobiographical encoding) , and they judged pleasantness. After few minutes filler task, in recognition phase, they judged the studied and unstudied traits to be old/new. The results revealed that interactionist and autobiographical encoding have different effects on judgments of recognition. Compared to semantic encoding, interactionist encoding facilitated speed of judgment, although participants under autobiographical encoding condition had spent longer time then under interactionist condition for trait judgment in study phase, autobiographical encoding interfered with it. A interpretation of this finding is that the various information collected at autobiographical encoding might impair retrieval processes and made the interference effect at recognition. Contrary, interactionist encoding might have a function that abstract and make more available to use trait concepts and made the facilitation at recognition. A further direction of this study will be to examine and consider underlying processes of this facilitation effect.

F143

NO MAN IS AN ISLAND: THE NEED TO BELONG AND DISMISSING AVOIDANT ATTACHMENT STYLE *Mauricio Carvallo, Shira Gabriel; State University of New York, Buffalo* — The need to belong theory (Baumeister & Leary, 1995) proposes that all human beings need social connections. However, individuals with a dismissive avoidant attachment style claim to be comfortable without close relationships and appear to be indifferent to how other people think of them. The current studies examined the association between dismissing avoidant attachment and the desire to feel accepted by others. In Study 1, participants high in dismissive avoidance reported experiencing higher than average levels of positive affect and state self-esteem after learning that other participants accepted them. In Study 2, a different manipulation of positive interpersonal feedback yielded similar results. High dismissing participants felt better about themselves and experienced higher than average levels of positive affect after learning that in the future they would be successful in interpersonal domains. The results of these studies suggest that, despite their own claims to the contrary, dismissive avoidants possess a strong desire to be accepted by others. Thus, individuals with a dismissive avoidant attachment style do not represent a counterexample to the hypothesis that all human beings have a fundamental need and desire to belong.

F144

PREDICTING RELATIONSHIP SATISFACTION AND STABILITY FROM COUPLES' INSTANT MESSAGES *Jenny Wang, Richard B. Slatcher, Simine Vazire; University of Texas at Austin* — Considerable research has been directed by social and personality psychologists toward distinguishing the characteristics of couples who stay together and those who break up. Observational studies conducted under carefully isolated conditions have found a number of important predictors of relationship satisfaction and stability. Our research takes a more ecological approach and examines couples' behaviors in naturally occurring social settings. In a recent study, 68 couples in committed dating relationships completed self-reports of relationship satisfaction and submitted 7 days of daily Instant Message (IM) conversations. Couples were contacted three months after completing the study to assess whether or not they were still dating. Twelve independent judges then reviewed couples' IM conversations and made predictions about couples' relationship satisfaction and stability. Judges were able to significantly predict with great accuracy the extent to which couples were satisfied in their relationships based solely on impressions made from the IMs. Further, they were able to accurately predict whether or not couples were still dating at the 3-month follow-up mark; these predictions showed high interjudge reliability. Content analyses of couples' IMs indicated that judges' predictions were based on specific linguistic cues. Predictions were positively related to couples' use of emoticons and positive emotion words and negatively related to their use of negations and negative emotion words. This study points to the importance of studying relationships in their natural environments and to the usefulness of emerging technologies such as IM in conducting behavioral research.

F145

HOW ENJOYABLE IT IS VERSUS HOW MUCH IT MEANS TO ME: INTRINSIC MOTIVES, IDENTIFIED MOTIVES, AND CHANGES IN RELATIONSHIP COMMITMENT. *Danielle A. Menzies-Toman, John E. Lydon; McGill University* — Commitment represents a meta-motive to sustain a close relationship. How then do the daily experiences of positive behaviors between partners influence changes in commitment? We theorized that different underlying motives for commitment would interact with daily experiences to predict changes in commitment. In particular we were interested in how intrinsic motives (e.g. "my relationship is enjoyable") differ from identified motives (e.g. "relationship goals are important to me") in moderating the impact of positive interactions on changes in commitment. Therefore, we conducted a diary study in which one hundred and thirty individuals in romantic relationships completed a measure of relationship motives and kept a diary of their interactions over the next two weeks. Commitment was assessed at both the outset of the study and upon conclusion. It was found that, consistent with our values and identity approach to commitment, individuals high in identified motives maintained their commitment independent of the frequency of positive interactions, whereas those low in identified motives experienced a significant decrease in commitment if the frequency of positive interactions was low. Importantly, this effect was due to the frequency of partners' positive behaviors. In contrast, intrinsic motives were associated with increased commitment only when the overall number of positive interactions was high. These findings are provocative in that identified (but not intrinsic) motives may serve as a basis for unconditional, or at least non-contingent, commitment.

F146

IN THE EYE OF THE BEHOLDER: AN FMRI INVESTIGATION OF THE NEURAL SUBSTRATES UNDERLYING IMPRESSION FORMATION OF STIGMATIZED GROUPS *Anne Krendl[1], Jonathan Fugelsang[2], William Kelley[1], C. Neil Macrae[3], Todd Heatherton[1]; [1]Dartmouth College, [2]University of Waterloo, [3]University of Aberdeen* — Extensive behavioral research has indicated that first impressions, particularly when negative, are resistant to change and have powerful effects on subsequent interactions. Negative impressions form particularly quickly when directed toward stigmatized groups. However, there is a paucity of information on the underlying neural mechanisms that shape these impressions. The present study uses functional magnetic resonance imaging (fMRI) to investigate the neural substrates of stigma during impression formation. While in the scanner, we asked 22 undergraduates at Dartmouth College to evaluate pictures of members of four stigmatized groups (i.e., obese, physically unattractive, transsexual, and people with facial piercings) as well as pictures of control targets. Participants performed two social judgment tasks. They were asked either to identify the person's gender or to indicate whether they liked or disliked the person pictured. These two conditions allowed us to dissociate the neural mechanisms involved in conscious impression formation (i.e., evaluation) from more implicit impression formation. We observed a unique pattern of neural activation for the stigmatized faces compared to control faces, for both the evaluative and implicit conditions. Brain regions that were activated uniquely in the stigma conditions included the left anterior insula and bilateral amygdala. The anterior insula has previously been implicated in disgust, whereas the amygdala has been extensively connected to fear. These patterns suggest that negative impressions toward stigmatized groups may be driven, in part, by visceral responses in the brain.

F147

I'LL BE THERE--": PROVISION OF EMOTIONAL SUPPORT BY INTIMATE PARTNERS ON A DAILY BASIS *Masumi Iida[1], Gwendolyn Seidman[1], Patrick E. Shrout[1], Niall Bolger[2]; [1]New York University, [2]Columbia University* – Much is known about support process from the perspective of distressed persons who are the recipients of support (e.g., Sarason, Sarason & Pierce, 1990). However, with rare exceptions (e.g. Neff & Karney, 2005) the support process from the perspective of the potential provider has been little studied. There are good reasons to believe that support provision can be understood as a couple-level regulatory process. We predicted that intimate partners are more likely to provide support on some days rather than others depending on activation of altruistic and egoistic goals, and depending on opportunity to implement intentions to provide support. In two diary studies, we examined the supportive behavior of individuals in intimate relationships. We hypothesized that (a) recipients' distress, and relationship anxiety (indicators of altruistic motives), (b) providers' moods, equity concern (indicators of egoistic motives), and (c) hours spent with partner (opportunity to provide support) would each predict daily support provision. The first dataset consists of 85 couples with no major stressors, whereas the second dataset consists of 166 couples in which one member was facing a major professional stressful event. In both studies, we found that recipients' distress, equity concern, and hours spent with partners were predictors of daily support provision, but provider's mood and feelings about the relationship were not. Although past research assumed that having an intimate partner is equivalent to having a support system, these studies suggest that the providers are autonomous agents who are both influenced by egoistic and altruistic motives.

F148

WHEN STEREOTYPE THREAT MET BEHAVIORAL SELF-HANDICAPPING: INVESTIGATING THE EFFECT OF STEREOTYPE THREAT ON BEHAVIORAL SELF-HANDICAPPING AND TEST PERFORMANCE *Lana Rucks, Robert Arkin; Ohio State University* – This study examined the effect of stereotype threat on behavioral self-handicapping and test performance. In prior work, individuals under stereotype threat self-handicap more than those not exposed to threat. These studies have generally included a behavioral self-handicapping opportunity, offered prior to a bogus task, without having participants actually complete the task. Unlike these previous works, the current study measured behavioral self-handicapping and performance on a test in the domain of the stereotype threat. White males were reminded of the Asian math stereotype. Participants were subsequently allowed to practice sample math problems prior to taking a math test. Consistent with past research, participants in the stereotype threat condition practiced less than those in the no threat condition. However, inconsistent with the stereotype threat literature, participants in the stereotype threat condition performed better on the math test than those not exposed to threat. The implications of these results for merging these two research paradigms are discussed.

F149

PUTTING MONEY INTO PERSPECTIVE: THE COMBINED IMPACT OF ABSTRACT VS. CONCRETE THINKING AND LOCAL CONTEXT ON THE VALUE OF FINANCIAL REWARDS *Karen Langsam, Antonio Freitas; State University of New York, Stony Brook* – Money is a prime motivator of human behavior, yet it can be represented in fundamentally distinct ways. An abstract view of the utility of money should emphasize its broad, long-term benefits, such as to life stability, whereas a more concrete view should emphasize its more localized and immediate benefits, such as to afford an evening of entertainment. Thinking abstractly versus concretely, then, could impact the criteria by which one judges money, thus impacting how one evaluates it in different contexts. To test these predictions, we manipulated (a) whether participants thought generally about abstract purposes or concrete procedures of action (see Freitas, Gollwitzer, & Trope, 2004) and (b) the order in which they rated the importance of financial rewards (see Schwarz, 1999). When first judging financial rewards, participants in an abstract mindset valued them more highly than did participants in a concrete mindset, suggesting that an abstract mindset highlights the important, abstract benefits of money. The opposite result emerged, however, when participants first judged the importance of highly important long-term rewards (such as career training, in a job, or kindness, in a romantic partner). Depending on one's context, then, thinking abstractly about money can increase one's value of it, by highlighting its long-term utility, or decrease one's value of it, by highlighting its unfavorable comparisons with even more important, abstract considerations.

F150

THE EFFECTS OF SOCIAL REJECTION AND ACCEPTANCE ON MATERIALISM *Rebecca L. Shiner, Megan McKenna; Colgate University* – Several lines of evidence point to the conclusion that materialistic behavior is driven in part by insecurity arising from existential anxiety, self-doubt, or early threatening experiences. The present studies examined the possibility that materialism may likewise result from social insecurity. In two studies, college students participated in a group discussion and then experienced one of two conditions—rejection by all group members or widespread acceptance by group members. Participants next completed dependent measures of materialistic behavior that differed across the two studies. In study 1 (N=62), participants participated in a forest management task assessing consumption of resources and explicit acknowledgement of greed. Relative to accepted participants, rejected participants consumed more resources. Greater explicit greed was predicted by pre-existing materialism but was not affected by social exclusion versus acceptance. In study 2 (N=44), participants chose among three equally desirable lottery prizes: a high-status material item, a prize fostering an enjoyable social experience, and a prize enabling a satisfying individual experience. Participants also completed an explicit measure of current desires for materialistic gain. Socially rejected participants were most likely to choose the high status material prize, whereas socially accepted participants were most likely to choose a prize fostering a satisfying activity experienced alone. Current explicit materialistic desires were predicted by pre-existing materialism but were not affected by social exclusion versus acceptance. Taken together, these studies suggest that social exclusion and acceptance may not affect explicit expressions of materialism but may indeed shape more subtle materialistic behaviors.

F151

DIFFERENT IMPLICIT CONDOM ASSOCIATIONS PREDICT SAFE SEX BEHAVIOR IN DIFFERENT CONTEXTS *David B. Portnoy, Natalie D. Smoak, Demis E. Glasford, Kerry L. Marsh; University of Connecticut, Center for Health/HIV Intervention and Prevention* – Although previous research has focused on what types of behavior can be predicted by implicit associations, little attention has been given to what types of associations may predict the same behaviors in different contexts. To examine condom use in relatively impulsive and deliberative contexts, men presenting for HIV counseling and testing at a community health center completed two measures of implicit condom associations: an Implicit Association Test (IAT) and an associative priming measure. Participants also completed explicit attitude, intention, and behavioral measures of condom use for steady (deliberative context) and casual (impulsive context) sexual partners. For participants with stronger associations between condoms and sex on the IAT, levels of condom use with steady partners were higher. However, the more participants associated condoms with disease on the priming measure, the more likely they were to use condoms with casual partners. These implicit associations were better predictors of steady and causal partner condom use than were explicit attitude measures. The finding that different types of implicit associations predicted condom use with different types of sex partners is

intriguing. Associations of condoms with disease predicted condom use with causal partners. However, with steady partners, who may be seen as less risky than causal partners, associations of condoms with sex were a better predictor. These results suggest that implicit attitudes do not predict behavior in all contexts uniformly and, as such, in order to increase condom use, the type of partner should be addressed in interventions.

F152

FLEXING THE SELF-REGULATORY MUSCLE: THE EFFECTS OF REGULATORY FIT ON SELF-REGULATORY RESOURCE *Angela Y. Lee, Jiewen Hong; Northwestern University* – The current research extends the strength model of self-regulation (Baumeister et al., 1998) by examining how different strategies of self-regulation may affect individuals' self-regulatory resource. Specifically, we hypothesize that regulatory fit enhances self-regulatory resource whereas regulatory nonfit leads to depletion of the resource. Study 1 showed that participants' performance in a handgrip task was facilitated by the fit manipulation, but impaired by the nonfit manipulation. Study 2 examined whether the enhancement and depletion effects may be observed when people are already depleted. Results showed that after participants' resource were depleted by a thought suppression task, those who then completed a regulatory fit manipulation task showed a replenishment of resource, whereas those who in the nonfit condition showed further depletion of resource. Study 3 used a task that measures participants' regulation of cognitive persistence. Results showed that participants in the regulatory fit condition solved more anagrams than the control, whereas those in the nonfit condition solved fewer anagrams than the control. Study 4 tested the hypothesis in the context of resisting temptations in making real-life choices. Results showed that participants in the regulatory fit condition were more likely to choose an apple over a chocolate bar as a snack than the control, whereas participants in the nonfit condition were more likely to choose the chocolate bar than the control. These effects were observed independent of participants' mood or perceived task difficulty. Our research contributes to the self-regulation literature by demonstrating the importance of goal pursuit strategies on self-regulatory success.

F153

MEDIATORS OF GENDER DIFFERENCES IN EATING DISORDERED BEHAVIOR *Patricia Frazier, Kelly Berg, Sue Song, Laura Sherr, Margit Berman; University of Minnesota* – Although gender is the primary risk factor for eating disordered (ED) behaviors, little attention has been paid to why ED behaviors are so much more common in women. The untested assumption is that the gender difference is due to the cultural pressure on women to be thin. Indeed, women are less satisfied with their bodies, and body dissatisfaction is one of the most robust risk factors for ED behaviors. However, there also are gender differences in other ED risk factors (e.g., self-esteem). The purpose of this research was to assess whether several social-personality factors explain gender differences in ED behaviors.Methods: The sample was 194 female and 74 male students enrolled in psychology courses. ED behaviors were assessed using the Eating Disorder Symptom Scale. Potential mediators were body dissatisfaction, low self-esteem, alexithymia (lack of emotional awareness), perfectionism, interpersonal difficulties (distrust and insecurity), and impulse regulation problems (all measured via the Eating Disorder Inventory-2) and depression (CESD). Results:There were gender differences in ED behaviors and in four of the eight potential mediators (i.e., body dissatisfaction, self-esteem, depression, and alexithymia). These four variables explained most, but not all, of the gender difference in ED behaviors. The significant mediators were body dissatisfaction, depression and alexithymia. Conclusions: We identified three variables that together partially explained why women are more likely to engage in ED behavior. These include the presumed mediator (body dissatisfaction) as well as depression and alexithymia. Other factors need to be identified as these did not provide a full explanation.

F154

RACIAL BIAS IN THE BRAIN: AUTOMATIC AND CONTROLLED PROCESSES *Erika Henry[1], Bruce Bartholow[1], B. Keith Payne[2], Olesya Govorun[2]; [1]University of Missouri, [2]Ohio State University* – Racial bias, or the tendency to discriminate against members of particular racial groups, has been implicated in several recent police shootings involving Black suspects. The present studies investigated the automatic and controlled components of decisions to shoot in a laboratory analogue using both behavioral and event-related potential (ERP) data. Participants in two experiments engaged in a go/no-go (i.e., shoot/don't shoot) task in which racial primes (faces of White or Black men) were followed quickly by either tools or guns. Their task was to "shoot" when they saw a gun and to withhold responses to tool images. Behavioral data from both studies indicated that participants were quicker to correctly "shoot" on gun trials when primed with a Black compared to a White face. Moreover, participants misidentified tools as guns more often when primed with a Black face than with a White face. Process dissociation analyses (Jacoby, 1991) revealed a significant decrease in controlled processes and an increase in automatic processes on Black prime trials compared to White prime trials. In addition to the behavioral data, the ERP data revealed that the N2 component, known to indicate conflict between dominant (automatic) and task-appropriate responses, was largest on Black prime trials in which inhibition was called for (i.e., tool trials), indicating greater conflict between the tendency to shoot and the need to inhibit shooting on those trials. Taken together, these results highlight the critical role of inhibitory processes in behaviors that result from racial bias.

F155

TESTING INTERACTIVE MODELS OF EATING DISORDERED BEHAVIOR *Margit Berman, Laura Sherr, Sue Song, Kelly Berg, Patricia Frazier; University of Minnesota* – In two studies, Vohs and colleagues (1999, 2001) found evidence that three social-personality variables - body dissatisfaction, perfectionism, and self-esteem - interact to produce bulimic behaviors in women. The purposes of this study were to assess whether: (1) we could replicate this interactive model, (2) the model generalizes to men, and (3) another stressor besides body dissatisfaction (i.e., academic stress) predicts depression but not ED behavior (see Vohs et al., 2001). Methods: The sample was 194 female and 74 male students enrolled in psychology courses. ED behaviors were assessed using the Eating Disorder Symptom Scale. Body dissatisfaction, self-esteem, and perfectionism were measured with subscales from the Eating Disorder Inventory-2. We created a 6-item academic stress scale and used the CESD to assess depression. Results: We replicated Vohs et al.'s 3-way interaction in predicting ED behavior for women. Specifically, for women high in perfectionism high self-esteem was protective for those with low body dissatisfaction (but not for those high in dissatisfaction). The 3-way interaction was of similar form and magnitude for men. The 3-way interaction between academic stress, perfectionism, and self-esteem predicted both eating disordered behavior and depression for men but not for women. Conclusion: The replication of Vohs et al.'s (1999, 2001) model by independent investigators supports its validity. Our data also suggest that different factors are associated with ED behavior for women (e.g., self-esteem) than men (e.g., perfectionism) which is important given that most theories regarding the etiology of ED behavior have focused on women.

F156

WHO IS MOTIVATED TO EXPRESS EMBARRASSMENT FOLLOWING A SELF-PRESENTATIONAL PREDICAMENT? DOMAINS OF SELF-ESTEEM AS DIFFERENTIAL PREDICTORS *Nicole Buttermore[1], Lee Kirkpatrick[2]; [1]University of Michigan, [2]College of William & Mary* – Leary, Landel, and Patton (1996) found that individuals who were asked to complete a singing task were motivated to convey their subsequent embarrassment to others as a way of improving their

social image and decreasing their discomfort. We reexamined this finding in light of two recent theoretical distinctions. First, Kirkpatrick and Ellis (2001) argued for numerous, functionally distinct domain-specific self-esteem (SE) mechanisms that function as gauges monitoring social interactions in evolutionarily relevant domains such as dominance, mate value, and other competitive domains. Second, Henrich and Gil-White (2001) proposed that dominance (the use or threat of force) and prestige (freely conferred deference) represent two distinct strategies for attaining status. We developed separate measures of self-perceived dominance and prestige, and used these and other domain-specific SE measures to predict individual differences in embarrassment in the laboratory paradigm developed by Leary and colleagues. We successfully replicated the main finding of the original study. In addition, the amount of embarrassment reported by participants who had the chance to publicly express their emotions following the singing task was related to self-reported levels of dominance, but not prestige. Dominant individuals were more embarrassed by the singing task and experienced more relief after having the opportunity to share their embarrassment with others than less dominant participants. These results offer empirical support for the theory that prestige and dominance are distinct domains of SE.

F157

MOOD AND FOOD: TRIGGERS OF DIET VIOLATIONS IN DAILY CONTEXT *A. Janet Tomiyama[1], Traci Mann[1], Lisa K. Comer[2]; [1]University of California, Los Angeles, [2]University of Northern Colorado* — Obesity has become one of the world's most significant health issues. Concurrently, dieting behaviors have increased over the past 40 years. Despite the prevalence of dieting, individuals who diet experience dieting failures and weight fluctuation (Mann et al., in press). Current knowledge regarding violations of dieting has been based either on laboratory-based research or retrospective food intake reports, both of which lack validity. This study used daily diary methodology to investigate, in a real-life setting, triggers of diet violations. 102 female participants, paged hourly over two days via electronic palm-top diaries, answered questions regarding food consumption, positive and negative mood, hunger, and the presence of various triggers previously found to lead to diet violations. Multilevel modeling revealed that daily food consumption was predicted independently by the presence of tempting food, hunger, and both negative and positive mood. The more positive their mood, the more people ate, and the more negative their mood, the less they ate. Notably, these relationships are the opposite of what is found in studies using retrospective reports or artificial laboratory settings. Of further note, this relationship between mood and food consumption was not moderated by baseline self-reported tendency to overeat in response to negative and positive emotion. In other words, the relationship between mood and food consumption existed in a daily setting REGARDLESS of what participants endorsed on conventional measures of diet violations. These results highlight the importance of examining dieting behaviors in their daily context, and caution against relying solely on retrospective or laboratory studies.

F158

AN EXPERIMENTAL EXAMINATION OF PSYCHOLOGICAL SENSE OF COMMUNITY *Rachel Weiss[1], Allen M. Omoto[1], Mark Snyder[2]; [1]Claremont Graduate University, [2]University of Minnesota* — The relationships between psychological sense of community (PSOC), psychological well-being (e.g., self-esteem, loneliness, death anxiety), affective response toward AIDS organizations, volunteerism, and living with HIV, and activism (e.g., intentions for civic involvement, and HIV education of others) were examined. Longitudinal data come from more than 490 participants, 78% of whom are HIV+, in an on-going multi-site field experiment recruited from AIDS service organizations in California and Minnesota. Participants are randomly assigned to one of three conditions: waitlist-control, community-building, or AIDS service system education. Measures were taken at baseline and approximately 6 weeks after intervention delivery. Analyses were based on a newly developed 18-item measure of PSOC which has high internal consistency (a=.88), and suggest that there are differences between intervention condition in the relationships between PSOC and well-being, affect, and activism. Post-test correlations show that PSOC is significantly ($p<.01$) related to self-esteem (r=.17), loneliness (r=-.16), positive feelings about one's AIDS service organization (r=.35) and AIDS volunteerism (r=.31), positive feelings about living with or associating with those with HIV (r=.37), intentions for civic involvement (r=.37), and education of others about HIV(r=.27). Paired-sample t-tests show that only participants in the community-building condition experience a significant increase in PSOC ($t=3.5$, $p<.01$). Results of linear regression indicate that post-test level of PSOC is predictive of post-test intentions for civic involvement after controlling for baseline levels of both ($F(1, 237)=26.5$, $p<.001$). This research contributes to the growing body of knowledge about the benefits of psychological sense of community through an experimental manipulation of those relationships.

F159

IS THAT A GUN OR A CELL PHONE? THE INFLUENCE OF NEIGHBORHOOD PRIMES ON DECISIONS TO SHOOT *Kimberly B. Kahn, Paul G. Davies; University of California, Los Angeles* — We examine the influence of environmental context on shooting behavior using a "shoot/don't shoot" videogame designed by Correll, Park, Judd and Wittenbrink (2002). In the videogame, Black and White targets appear holding either a neutral object (e.g., a cell phone) or a gun, and participants must decide whether to "shoot" or "not shoot" the targets. Error rates were defined as mistakenly deciding to "not shoot" an armed target or "shoot" an unarmed target. Subliminal primes of neighborhood names, lasting 15 milliseconds, were inserted prior to target appearance in the videogame to examine the effects of environmental context on shooting error rates. Seventy-two non-Black participants were subliminally primed with threatening or non-threatening neighborhood names, specifically "Beverly Hills" or "South Central." Results confirmed that subliminally priming "Beverly Hills," relative to "South Central," created a safe context in which participants were more likely to mistakenly "not shoot" armed Black targets. Regardless of the neighborhood prime, however, participants were more likely to mistakenly "not shoot" armed White targets than armed Black targets. Implications for policing behavior are discussed.

F160

DO YOU "GET" ME? THE ROLE OF VERBAL INHIBITION SIMILARITY IN SELF-VERIFICATION. *Laura Marusich, Pranjal H. Mehta, William B. Swann; University of Texas at Austin* — Self-verification, the idea that people seek confirmation of their own self-concepts, has often been demonstrated as a predictor of the choices people make in relationship partners, the satisfaction people gain from their relationships, and the functioning, performance, and connectedness that people experience in social groups. However, little research has focused on the personality traits that predict high degrees of self-verification among relationship partners or group members. In the current study, we tested the hypothesis that similarity in verbal inhibition (the tendency to verbally express or inhibit one's thoughts and feelings) among interaction partners would predict greater self-verification. Forty-six unacquainted pairs of undergraduates completed several personality measures, participated in three five-minute social interactions, and subsequently rated their partners on a variety of traits Results showed that similarity in verbal inhibition levels predicted high levels of self-verification between partners. In particular, verbal inhibitors paired with other verbal inhibitors showed the greatest degree of self-verification. Extraversion similarity and assertiveness similarity also predicted greater self-verification, but in a multiple regression model with extraversion similarity, assertiveness similarity, and verbal inhibition similarity as predictors, verbal inhibition and extraversion similarity were statistically significant predictors

of self-verification, while assertiveness similarity was no longer statistically significant. These findings suggest that similarity in verbal inhibition levels between two people is a key factor in how well each is verified by the other, and potentially, in how satisfied they are in their interactions together.

F161

DO WE KNOW WHAT OTHERS EXPECT OF US? ACCURACY OF META-EXPECTATIONS IN SOCIAL INTERACTION *Danielle Popp[1], David A. Kenny[2]; [1]Florida Atlantic University, [2]University of Connecticut* – Social psychologists have long recognized that others' expectations can affect behavior (i.e., Merton, 1948). However, individuals rarely enter social interactions without some prior belief about how others expect them to behave. These beliefs, or meta-expectations, are an individual's perceptions of how a specific other expects they should behave. The current study examines accuracy of meta-expectations among four person groups. Participants were 76 fraternity and sorority members. The study was a round-robin design whereby participants read five decision making vignettes (e.g., lying to a friend about her appearance) then each member of the group rated every other member of the group on how they thought the person should behave in the situation and how they believe their friend thinks they should behave (meta-expectation). A Social Relations Model (Kenny & LaVoie, 1984) analysis revealed significant actor variance for meta-expectations suggesting that different actors believe others have different expectations for their behavior. Further, there was significant partner variance suggesting that individuals agree on what they think a particular other expects. Do individuals know how others expect them to behave? Dyadic accuracy was computed using the correlation between an individual's beliefs about how a particular other expects him to behave and how that particular other actually expects the individual to behave. The average correlation is essentially zero suggesting that individuals do not know how specific others expect them to behave. There is evidence of generalized accuracy suggesting that while individuals do not know specific others expectations they know what others in general expect.

F162

NARCISSISM AND MINIMAL GROUPS: DOES EXCESSIVE SELF-LOVE LEAD TO STRONGER IN-GROUP PREFERENCES? *Grant W. Edmonds, R. Chris Fraley; University of Illinois at Urbana/Champaign* – Narcissism can be viewed as an excessive desire to self-enhance whenever the opportunity arises. One possible self-enhancement strategy involves identifying with, and then assigning a preferential evaluation to a social group. Previous research has shown that individuals randomly assigned to meaningless, or minimal, groups show an almost immediate preference for their own group over an available outgroup. If narcissistic individuals view the minimal groups paradigm as an opportunity to self enhance, more narcissistic individuals may be expected to show the ingroup preference to a greater degree. Participants completed explicit (RSE) and implicit (IAT) measures of self-esteem, and an explicit measure of narcissism (NPI). They were then placed randomly in bogus groups, and asked to respond to images of ingroup and outgroup members in an implicit reaction time test (IAT) designed to evaluate group preference. Ingroup preference was operationalized as the mean difference in response times to ingroup versus outgroup images, where greater positive differences indicated stronger ingroup preference. Narcissism and ingroup preferences were positively correlated. Neither implicit self-esteem nor discrepancies between implicit and explicit self-esteem were related to degree of ingroup preference. Although preliminary, these data suggest that narcissists are likely to show a stronger in-group bias than non-narcissists.

F163

CHRONIC BULLYING AFFECTS PREFERRED COPING STRATEGIES *Matthew Newman[1], George Holden[2], Yvon Delville[2]; [1]Bard College, [2]University of Texas at Austin* – The social environment can be a source of constant stress. Fortunately, individuals have at their disposal a variety of coping strategies for dealing with stressors in different ways. What factors determine the choice of coping strategies? A large body of research suggests that depends on features of both the stressor (e.g., controllable vs. uncontrollable) and the individual. One important unanswered question is whether exposure to chronic, uncontrollable stress can have a lasting effect on individuals' preferred strategies for coping with future stressors. In the present study, we examined this possibility using college students who had been chronically bullied during high school. Based on previous research linking high school bullying with learned helplessness, we expected chronic bullying to increase the likelihood that individuals would cope with stress by trying to avoid it. Participants completed a pretest measure of their bullying experiences. At a later date, participants completed the COPE (Carver et al., 1989), a measure designed to capture individual differences in preferred coping styles along a variety of dimensions. For the purposes of this study, we examined emotion-focused, problem-focused, and avoidant coping. Consistent with predictions, individuals bullied more frequently during high school reported a tendency to use avoidant strategies when faced with stress (e.g., drinking, drugs, denial), as well as a decreased tendency to use problem- and emotion-focused strategies. This pattern suggests that chronic stress impairs the ability to use "adaptive" strategies for coping with later stress. Future research is underway to examine changes in preferred strategies over time.

G1

PREDICTING ROMANTIC PARTNERS' JEALOUS REACTIONS: GENDER DIFFERENCES IN EXPERIENCE AND ACCURACY *Orsolya Hunyady; Adelphi University, Karen Horney Clinic, New York City* – Researchers and laypeople agree that in romantic relationships women take more responsibility for emotional communication, which ultimately makes them more competent in this domain than their partners. In the current study we examined this contention by interviewing both partners of 76 cohabitating couples. Subjects were asked to (a) indicate their own emotional and behavioral reactions to jealousy-provoking scenarios; (b) estimate their partners' responses to the same scenarios; and (c) estimate what their partners expected their own responses to be. This allowed us to determine whether men and women differ in terms of jealousy expression and how accurate men and women are in estimating their spouses' responses to situations evoking jealousy. Results revealed that men consistently assumed that their partners would score higher on jealous emotions than they themselves would, whereas women thought that there would be no considerable differences between partners. With regard to affect, women did in fact report more anger, sadness, and fear than men did; therefore, men appear to be more accurate in their estimates. With regard to coping behaviors, men and women did not differ in self-reported behavioral intentions; thus, women were more accurate in this domain. These patterns were consistent with the notion that men estimate their partner's responses by drawing on gender stereotypes, whereas women estimate their partner's responses by engaging in projection. Implications of these results for the literature on close relationships are discussed.

G2

OUT OF THE COFFIN AND INTO THE KITCHEN: MORTALITY SALIENCE LEADS TO SELF-STEREOTYPING *Jesse Chandler, Vera Sacharin, Margaret Shih; University of Michigan* – Our research bridges two major psychological theories: Terror Management Theory (TMT) and Social Identity Theory. We found that mortality salience leads to identity claims in the form of self-stereotyping. TMT suggests that when people are aware of their own mortality, they compensate by affiliating with a culture that can offer symbolic immortality. In order to reduce the anxiety of death, people cling to cultural conceptions and with them to an identity. According to social identity research, attributing prototypical characteristics to oneself (self-stereotyping) is one method by which people may gain a social identity. We connect TMT research and social identity theory and hypothesize that mortality salience leads to identity claims in the form of self-stereotyping. Participants were female college students who either wrote about their own death or television before completing a questionnaire on self-stereotyping. Women who wrote about their own death were more likely than the control group to endorse stereotypically negative feminine traits as self-descriptive while there was no difference in their endorsement of stereotypically masculine traits. This is particularly ironic because the female traits (e.g. "dependent") seem to undercut one's ability to survive real mortality threats. Showing that stereotypes are used as identity claims contributes to the understanding for why stereotypes persist. This study also suggests that people may be willing to make costly sacrifices in order to gain symbolic immortality.

G3

ENGAGEMENT WITHOUT ENJOYMENT: THE EFFECT OF ATTACHMENT AVOIDANCE ON EXPLORATION-RELATED AFFECT, MOTIVATION AND BEHAVIOR *Sara Gorchoff, Serena Chen, Ozlem Ayduk; U.C. Berkeley* – One of the primary functions of attachment security is to enable exploration. Exploration is commonly defined as interaction with novel features of one's environment, motivated by curiosity, and resulting in positive affect. We hypothesized that avoidant attachment in adulthood would result in exploration behavior without the curiosity to motivate it or the enjoyment that results from it. To investigate this possibility, participants first completed measures of curiosity about the task they were about to engage in, then engaged in a novel task, then reported how much they had enjoyed the task. The hypothesized effects were found; engagement in and the affective quality of exploration differed as a function of attachment avoidance. Specifically, secure (low attachment avoidance) participants who reported being curious about the upcoming task engaged in it more, an effect that did not hold for participants high in attachment avoidance. This suggests that curiosity may serve as a motivating force for exploration primarily for the securely attached. Similarly, secure participants who engaged more fully in the task reported enjoying the task more, suggesting that behavioral engagement in exploration leads to enjoyment primarily for the securely attached and that those high in attachment avoidance do not reap this benefit. Taken together, these findings suggest that exploration as engagement with novel features of one's environment motivated by curiosity and resulting in positive affect is experienced mainly by adults low in attachment avoidance.

G4

"YOU'RE WORTHLESS": THE ROLE OF DEVALUATION IN THE EXPERIENCE OF HATE *Christopher Burris, John Rempel; St. Jerome's University* – We (Rempel & Burris, 2005) recently proposed that hate is a motive associated with the goal of diminishing or destroying the well being of the other. This goal can be an end in itself (as in nihilistic hate) or a means to some other end such as serving justice or elevating oneself above the other. We suggested that activation of the hate motive is most often the result of a negative event being attributed to the other, with the other being subsequently devalued. As an initial test of these ideas, over 100 participants were asked to write about a hate experience (fewer than half admitted to ever having experienced hate) and their written protocols were content coded. Consistent with our model, participants who spontaneously wrote about viewing themselves as victims and devaluing the target other also tended to: a) focus on the target's disposition (versus behavior) when explaining why they hated the target; b) score higher on a self-report measure of hate motivation; c) report more behaviors intended to harm the target; and d) report still hating the target other and seeing the experience as currently unresolved. Moreover, of the various subtypes of the hate motive we assessed, nihilistic hate uniquely predicted seeing the target as remaining unchanged since the hate-related incident and continuing to hate him/her. This is consistent with our suggestion that destroying the other is the ultimate goal associated with nihilistic hate, making the latter unusually resistant to "switching off."

G5

NEURAL SUBSTRATES OF SOCIAL REJECTION AND SELF REGULATION *Elizabeth A. Krusemark[1], Kara A. Dyckman[1], Amy B. Brunell[1], Jennifer E. McDowell[1], Brett A. Clementz[1], W.Keith Campbell[1], Jean M. Twenge[2]; [1]University of Georgia, [2]San Diego State University* – Past research has shown that social rejection leads to a host of difficulties in self-regulation including self-destructive behaviors, aggression, and underperformance at cognitive tasks. The goal of the present study was to evaluate the neural correlates of this effect using magnetoencephalography (MEG; 143 channels) data. Thirty participants were placed in an MEG and received computer-administered rejection feedback (experimental condition) or neutral feedback (control condition). Next, 100 moderately difficult calculation problems were presented via computer. Each problem was followed by either a correct or incorrect answer, and participants pressed a button to indicate whether the answer was correct or incorrect. As predicted, rejected participants were slower in responding to all problems. Furthermore, there were clear differences in neural activity across conditions. First, for the first 300 ms following stimulus presentation, activity in occipital and parietal regions was observed in both groups, although the intensity was significantly greater in the control condition. In contrast, during the 300-400 ms post-stimulus period, participants in the rejection condition showed greater levels of activity in left frontal cortex and potentially anterior cingulate. Overall, these findings

suggest that social rejection (a) exerts top-down effects that influence neural activity from the time of stimulus presentation and (b) results in greater activity in frontal cortex and anterior cingulate. In sum, between group differences in self regulation arise not simply from diminished activity of existing circuits but may also reflect differential activation of cortical resources.

G6

DISCLOSING IN A SOCIAL VACUUM: IMMEDIATE RESPONSES TO 9/11 PREDICT NEGATIVE PSYCHOLOGICAL AND PHYSICAL OUTCOMES OVER TWO YEARS *Mark D. Seery[1,2], Thai Q. Chu[3], Whitney A. Ence[3], E. Alison Holman[3], Roxane Cohen Silver[3]; [1]University at Buffalo, [2]State University of New York, [3]University of California, Irvine* — According to common assumptions and research findings, talking or writing about a traumatic experience should facilitate successfully coping with it. However, it remains unclear to what extent the benefits of such disclosure depend on the social context in which it occurs, and specifically the anticipated responses of another person. We investigated people's immediate post-trauma disclosures in a social vacuum, when there was no expectation of any future social interaction or response to the disclosure. On September 11, 2001, and several days afterwards, 2,138 members of a nationally representative web-enabled survey panel were given the opportunity to respond to an open-ended prompt about their reactions to the terrorist attacks of that day; 1,559 of these chose to write a response. The full panel then completed follow-up surveys assessing mental and physical health outcomes at regular intervals over the next 2 years. Participants who responded to the prompt reported higher post-traumatic stress symptoms over 2 years than those who elected not to respond; this effect remained significant from 12 to 24 months post-trauma even when controlling for acute stress response at 2 weeks post attacks. Among participants who responded to the prompt, longer responses were associated with higher generalized distress and higher number of physical diagnoses over 2 years; when controlling for acute stress response, the effect for physical diagnoses remained significant. These results indicate that immediate post-trauma disclosure in a social vacuum is associated with worse instead of better outcomes over time.

G7

APPROACH-AVOIDANCE MOTIVATION MODERATES EMOTION REGULATION AND AFFECTS GOAL ATTAINMENT *Allison Kozonis, Elliot Berkman, Thery Prok, Matthew Lieberman, Shelly Gable; University of California, Los Angeles* — How do we overcome the emotional hurdles that stand in the way of attaining our cognitive goals? The present study is part of a program of research that aims to understand emotion regulation in the context of goal-seeking. It is hypothesized that chronic approach and avoidance motivation will moderate the relationship between goal-seeking and performance. A computerized reaction-time task was developed to test this hypothesis. After measuring approach-avoidance motivation using Carver and White's (1994) BIS/BAS scales, participants were given the goal of succeeding on the computer task. However, attaining this goal required fast down-regulation of both appetitive and aversive emotional states. The dependent measures were reaction time and error rate. Results confirmed the hypothesis. Specifically, participants who were high on approach motivation were successful at down-regulating aversive states but not appetitive states; participants who were high on avoidance motivation were successful at down-regulating appetitive states but not aversive states. These results indicate that individual differences in approach-avoidance motivation interact with situational variables to moderate goal attainment. Includes a discussion of future studies applying this finding to health psychology.

G8

I'M BETTER THAN THAT: SELF-ESTEEM BOOST AS A MODERATOR OF OSTRACISM'S THREAT TO FUNDAMENTAL NEEDS AND INCREASES IN NEGATIVE MOOD *David Oberleitner[1], Justin A. Wellman[2], Kipling D. Williams[3], Andrew L. Geers[2], Steven Noel[2]; [1]Wayne State University, [2]The University of Toledo, [3]Purdue University* — Studies have shown that ostracized individuals have some of their basic fundamental needs (i.e. belonging, self esteem, control, and meaningful existence) and moods challenged (Williams, 1997; 2001). These robust findings have been replicated under numerous conditions, with little to no data indicating that this immediate unpleasant ostracism effect can be attenuated by situational or dispositional factors. In the present study, we explored one possible way to moderate the powerful effects felt by an ostracized individual. Specifically, it was hypothesized that individuals who have their self-esteem boosted immediately prior to an ostracism event would experience less unpleasant reactions as compared to those who were ostracized and given no self-esteem boost. A 2X2 factorial design was conducted consisting of ostracism vs. no ostracism and a self-esteem boost vs. no self-esteem boost conditions. To boost self-esteem, half of the participants were given positive feedback about their attractiveness that was purportedly supplied by fellow students. Social inclusion/exclusion status was manipulated using the Cyberball computer game. Following the Cyberball game, participants in the ostracism condition showed the expected increases in threatened needs and in negative affect. We found our hypothesis to hold true, as the basic needs and moods of participants given the self-esteem boost were significantly less affected by the ostracism manipulation. This is the first evidence indicating that the initial adverse reaction to ostracism is not automatic, but may be attenuated by a boost to self-esteem immediately prior to the ostracism event. Practical and theoretical implications will be discussed.

G9

DOES RELATIVE MATE VALUE INFLUENCE REACTIONS TO INFIDELITY? *April Phillips; Columbus State University* — Evolutionary psychologists have defined mate value as an individual's overall attractiveness (physical and otherwise) as a potential spouse, relative to other potential spouses on the current "mating market." Mate value discrepancies among couples have been linked to lower levels of satisfaction in the relationship. The current study extends work in this area by examining the relationship between an individual's mate value relative to his or her partner (RMV) and his or her reaction to potential infidelity. Because individuals with higher RMV have sacrificed potential mating opportunities with more valuable individuals in order to remain in the current relationship, their level of investment and overall cost is higher. Thus, these individuals should experience greater levels of anger and hostility (i.e., indignation) in response to imagined infidelity, resulting in higher levels of relationship damage and a greater likelihood of relationship dissolution. Seventy-five heterosexual couples participated for partial course credit. Each individual's mate value was measured both with a self-rating scale designed for this study and objective ratings of attractiveness. Following these measurements, participants were asked to imagine that their current partner had been unfaithful and report how they would respond. As predicted, higher levels of relative mate value were associated with greater levels of indignation, a greater likelihood of relationship dissolution and higher levels of relationship damage in response to hypothetical infidelity. Further analyses revealed that the relationships between RMV and relationship dissolution and relationship damage were both mediated by levels of indignation.

G10

HOT OR NOT: THE EFFECT OF ATTITUDINAL CONGRUITY ON PERCEPTIONS OF PHYSICAL ATTRACTIVENESS *Mary Choe[1], Lindsey Clark Levitan[2]; [1]University of Iowa, [2]University of Chicago* — Previous research has shown that contextual factors can influence our perceptions of others, including perceptions of physical attractiveness. Research

has also shown that attitudinal congruity influences overall attraction. It is unknown, however, if attitudinal congruity influences perceptions of physical attractiveness of others. Though information other than someone's appearance should be irrelevant in making judgments of physical attractiveness, perceptions of others are frequently biased by seemingly irrelevant information. It may be that knowing someone has attitudes one finds disagreeable negatively affects how attractive one finds them. To examine whether knowledge of others' attitudes influences perceptions of these others' attractiveness, we presented 74 participants with biographical information and one of two pictures (one male, one female). Participants were asked to form an impression of these individuals and rate the target on several attributes based on that impression. The attribute of interest was physical attractiveness. Biographical information was manipulated to indicate either attitudinal congruity or incongruity (target individual was reported to have volunteered in the campaign of a liked or disliked politician). Biographical information was otherwise identical across participants. There was a significant target gender by participant gender by attitudinal congruity interaction. Simple effects tests showed that participants rated opposite sex targets whose attitudes they disagreed with as less attractive than opposite sex targets who exhibited congruent attitudes. Agreement did not affect participants' attractiveness ratings of same sex targets. Thus, by influencing perceptions of the relatively concrete attributes of physical appearance, attitudinal congruity plays a role in determining who we find physically attractive.

G11

A TERROR MANAGEMENT PERSPECTIVE ON AGING: AGE DIFFERENCES IN RESPONSE TO BLATANT AND SUBTLE REMINDERS OF MORTALITY *Molly Maxfield[1], Tom Pyszczynski[1], Jeff Greenberg[2], Sheldon Solomon[3], David Weise[1]; [1]University of Colorado at Colorado Springs, [2]University of Arizona, [3]Skidmore College* – According to terror management theory (TMT; Greenberg, Pyszczynski, & Solomon, 1986) humans' awareness of death combined with their instinctual desire for life creates the potential for devastating anxiety. One way people manage death-related anxiety is through development and maintenance of a shared value system, or cultural worldview. Cultural worldviews have the capacity to give life meaning and order, and also provide resources to achieve literal and symbolic immortality. Research concerning the worldview's anxiety-buffering functions has established that death reminders lead people to reward individuals who support their worldview and become more critical and punitive towards those who do not. Most TMT research has included college students, and more recently, older adults. Because older adults are generally less able to achieve cultural standards, are more likely to have experienced the deaths of loved ones, and are typically closer to their own deaths, it seems they would have different perspectives on mortality when compared to younger adults. The present study compared two age groups' responses to the typical mortality salience (MS) induction used in previous studies, as well as a more subtle reminder of death. Florian and Mikulincer's (1997) moral transgressions scale was used, consisting of 10 scenarios describing various wrongdoings. Whereas younger adults responded to both inductions with harsher evaluations of transgressors, older adults made significantly less harsh evaluations after the subtle MS induction and tended to be less harsh in the standard MS condition. The possibility of a developmental shift in coping with the problem of death was discussed.

G12

LOCAL AND CULTURAL NORMS: ENDORSEMENT OF AN ALTERNATIVE NORM FOR FEMININE BEAUTY PRODUCES ENDURING, LOCALIZED CHANGES IN FEMALE BODY IMAGE. *Max Weisbuch[1], Stacey Sinclair[2], Collette P. Eccleston[3], Jeanine Skorinko[2]; [1]Mercer University, [2]University of Virginia, [3]Syracuse University* – Current social norms put substantial pressure on women to be thin and can thereby make it difficult for even slightly overweight women to feel good about their bodies (e.g., Rolls, Fedorof, & Guthrie, 1991). We tested the extent to which the subtle endorsement of a different norm for feminine beauty would reduce body image differences between normal and overweight women. In a first session, a female experimenter either wore a plain white shirt (control condition) or a shirt depicting various-sized women holding hands above the words "everyBODY is beautiful" (beauty condition). One week later, the same experimenter always wore a plain white shirt to administer the implicit and explicit body image and self-esteem measures to the normal and overweight women. For all measures, there were interactions between body size (BMI) and shirt condition. In the control condition, overweight women had more negative body image and self-esteem than normal weight women. In the beauty condition, however, these differences were eliminated. Consistent with shared reality theory (Hardin & Higgins, 1996) these results suggest that subtle interpersonal endorsements of social norms can produce lasting, if contextual, changes in self-relevant beliefs.

G13

UNITY-IN-DIVERSITY: EMPATHY AND SELF-OTHER INCLUSION *Susan Kay, John Rempel, Christopher Burris; St. Jerome's University* – Cialdini and colleagues have suggested that empathy results from the inclusion of the other in the self such that the distinction between self and other becomes blurred, whereas Batson and colleagues maintain that self and other remain psychologically distinct and do not overlap. In an online study of empathy for adolescents living on the street, self-other overlap was measured using the Self-Other Interpersonal Relationship Experience Exercise (SOIREE), which differentiates between construals of self-other overlap as blurred versus distinct. Perspective-taking instructions successfully induced greater empathy for, and a greater desire to help, the homeless youth in the high empathy condition and also resulted in increased levels of self-other blurring. Thus, consistent with Cialdini's claims, perspective-taking is associated with self-other blurring. However, in contrast to Cialdini's claims, self-other blurring did not predict greater empathy or increased desire to help. Rather, as would be consistent with Batson's claims, only self-other inclusion in which the other remains distinct was associated with increased empathy (even after controlling for distress and sadness) and a greater desire to help. This was the case regardless of perspective-taking condition. Moreover, mediational analyses suggest that construal of self and other as overlapping but distinct is associated with the increased desire to help via increased empathy. Thus, self-other inclusion is indeed predictive of greater empathy, but only when self and other remain distinct.

G14

THE INFLUENCE OF PERCEIVED GOAL ACHIEVEMENT OF THE WOMEN'S RIGHTS MOVEMENT ON FEMINIST IDENTIFICATION *Abigail Mitchell, Alice Eagly; Northwestern University* – Despite increasing support for the goals of the women's rights movement, feminist identification is decreasing. The goal of this research was to examine the cause of this seeming paradox. Drawing from Social Identity Theory (Tajfel & Turner, 1979), we hypothesized that individuals' perceptions of the movement's success plays a key role in feminist identification, such that higher perceived goal achievement should lead to lower levels of feminist identification. To test this hypothesis, perceived goal achievement was manipulated using an ease of retrieval manipulation (Schwarz et al., 1991). Participants were randomly assigned to recall 3, 6, or 9 goals that the women's rights movement has achieved. Recalling fewer achieved goals should be an easy task and lead to perceptions of high goal achievement while recalling more achieved goals should be difficult and lead to perceptions of lower goal achievement. After the manipulation feminist identification was assessed. Participants in the high goal achievement condition had lower rates of feminist identification than participants in the moderate or low goal achievement conditions. The goal achievement manipulation had

the same effect on men and women, indicating that changing people's perceptions of goal achievement may increase identification even among individuals who do not directly benefit from the group. Results are discussed in terms of their implications for group identification and barriers to the continued success of social movements once initial gains have been made.

G15

MANIPULATING PERCEIVED BIAS AND BIAS LEGITIMACY IN THE FLEXIBLE CORRECTION MODEL *Michael McCaslin[1], Richard Petty[1], Duane Wegener[2]; [1]Ohio State University, [2]Purdue University* – According to the Flexible Correction Model (Petty & Wegener, 1993), people rely on their naïve theories of biasing effects to identify and correct for perceived biases. In prior investigations, researchers have measured people's naïve theories of bias and shown that they can predict the magnitude and direction of judgmental correction. However, because the direction of perceived bias has never been directly manipulated, a definitive causal sequence connecting held theories of bias and correction has never been fully established. To address this concern, the present research manipulates the perceived direction of bias and then examines correction. Bias was manipulated with a modified dot estimation task (Tajfel et al., 1971). Participants estimated the number of dots shown on a series of slides and then were given feedback that they had either under/overestimated the actual amount. The perceived legitimacy of the bias was also manipulated by providing some participants with additional information linking their bias with either positive/negative outcomes. Correction was measured by comparing the proportion of dots estimated by underestimators to the proportion estimated by overestimators on a second dot estimation task. In the no framing condition, participants corrected in the direction opposite to their bias, such that underestimators estimated a larger proportion of dots than did overestimators. This difference was enhanced when the bias was framed negatively and eliminated when it was framed positively. These results bolster the sequential causal relationship between perceived bias and judgment correction and illustrate how the perceived legitimacy of bias can influence people's motivation to correct.

G16

MOTIVATIONS TO RESPOND WITHOUT PREJUDICE PREDICT THE COST AND EFFICACY OF REGULATING PREJUDICE IN INTERRACIAL INTERACTIONS *Stephanie Vance, Patricia Devine; University of Wisconsin* – Recent studies demonstrated that Whites experience self-regulatory impairment following interracial contact and that this effect is moderated by implicit race bias level (e.g., Richeson & Shelton, 2003). Drawing from limited resource models of self-regulation, it was argued that high-bias Whites engage in more regulation of prejudice than low-bias Whites, with the cost of less regulatory resource being available for subsequent tasks. The current study extended this analysis by 1) demonstrating that the degree to which prejudice is regulated depends not only on the amount of prejudice to regulate, but also on whether one is motivated to regulate prejudice and 2) examining the efficacy, as well as the cost, of regulating prejudice. Based on Richeson and Shelton's paradigm, participants with varying levels of internal (IMS) and external (EMS) motivation to respond without prejudice were interviewed by either a White or Black experimenter about a prejudice-relevant topic; subsequently, they completed the Stroop Interference Task to measure regulatory impairment. High EMS participants' patterns of regulatory impairment were determined jointly by IMS level and Experimenter race: High EMS/Low IMS participants showed impairment after interacting with both the White and the Black experimenter; High EMS/High IMS participants showed impairment only after interacting with the Black experimenter. Low EMS participants showed no regulatory impairment in either Experimenter race condition. Interestingly, High EMS/low IMS participants were perceived as prejudiced by both experimenters, indicating that their regulation was unsuccessful; in contrast, High EMS/high IMS participants were perceived as nonprejudiced by both experimenters, suggesting that their efforts were successful.

G17

CONTRAST OR COPY? THE REACTION TO A DISLIKED OTHER *Emily Zitek, Benoit Monin; Stanford University* – Past research has shown that people try to contrast themselves from a disliked individual or outgroup (e.g., Cooper & Jones, 1969; Obgu, 1987; Wood, Pool, Leck, & Purvis, 1996). However, it was hypothesized that instead of contrasting, people would copy when the disliked other chooses something of which there is only one. Two studies tested this idea by using hypothetical competitions to create a feeling of dislike. In Study 1, participants were instructed to imagine that they would be taking part in a video game competition and that they needed to choose which character they wanted to be. The results showed that very competitive people selected the same video game character as their opponent when they were told that each person had to be a different character and that there would be a coin flip determining who would get that character if they wanted to be the same one. However, participants selected a different character than their opponent when they were told that they could be the same character if they so chose. The results of Study 2, which involved a hypothetical cooking competition against a rival school, confirm this competitiveness by condition interaction. Finally, reasons why highly competitive people tend to copy their opponents in certain situations are discussed.

G18

THE RIVERSIDE SITUATIONAL Q-SORT: A TOOL FOR THE ASSESSEMENT OF SITUATIONAL PROPERTIES *Seth Wagerman, David 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, we 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 current form of the RSQ (version 1.2) contains items such as, "members of the opposite sex are present (especially those who are potential romantic partners, at least hypothetically)," "situation requires a quick resolution or commitment to a particular course of action," and "affords an opportunity to express one's mood (bad or good)." Trained judges completed Q-Sorts for a number of different situations varying in specificity from "in graduate school" to "serving food to a large, rowdy party of guests at a restaurant," and results indicated good convergent and divergent validity on a multitrait, multimethod matrix within and between judges. Possible uses for the RSQ in understanding individual differences in selection of situations and in behavioral prediction are explored.

G19

THINKING OF "WE" HELPS ME COPE: PERCEIVED PARTNER SUPPORT AND STRESS *Reeshma Haji, Ian McGregor; York University* – Students in dating relationships (N = 121) completed a measure of perceived partner support (PPS). They then completed either an impossibly difficult statistics exercise (threat condition) or an easy statistics exercise (control condition). A lexical decision task was used to assess the accessibility of thoughts related to statistics, negative affect, love, and togetherness. Participants also reported on the subjective salience of the statistics exercise. After a filler task, participants again completed the lexical decision task and the measure of subjective salience. Despite an initially low accessibility of negative affect and statistics, participants who were threatened and low in PPS showed a heightened accessibility of statistics on the subsequent lexical decision task. In contrast, participants who were threatened and high in PPS showed an initially high accessibility of negative affect and togetherness, and a subsequently low accessibility of statistics and high accessibility of love. Subjective reports indicated that compared to those who were low in PPS, those who were high in

PPS experienced a greater reduction in the salience of the statistics exercise. Taken together, the results suggest that initial suppression of statistics and negative thoughts may have resulted in a rebound of accessibility of the threatening statistics exercise for those who were low in PPS. Conversely, thinking thoughts of togetherness along with those about the threatening statistics exercise seemed to help those high in PPS effectively cope with the threat, by decreasing its subjective salience and by leading to loving thoughts.

G20

SELF-PROTECTION AND PARTNER SELECTION IN DATING RELATIONSHIPS: EXPLORING THE INFLUENCE OF DISPOSITIONAL AND SITUATIONAL REJECTION SALIENCE ON PARTNER CHOICE *Sadie Leder, Sandra L. Murray; State University of New York at Buffalo* – The need to protect against rejection is thought to be so important that people have developed a system (i.e., the sociometer) for minimizing rejection risk. To this point, however, existing theories of attraction and partner selection have not examined how people who differ in attachment style might flexibly and self-protectively adapt their romantic aspirations and choices to minimize rejection risk. The current experiment examined how chronic attachment style and the salience of rejection affects the strategies or implicit theories people utilize in deciding which romantic partner is safest to seek out. One hundred and thirty-eight single undergraduates participated. We manipulated rejection salience by providing participants with feedback about their desirability as a romantic partner (i.e., low vs. high). Participants were then presented with four potential partners that varied in both their level of responsiveness (i.e., low vs. high) and self-confidence (i.e., low vs. high). The results of a regression analysis revealed that participants insecure in attachment style chose "safer" romantic partners when rejection was salient. As anticipated, insecure participants responded to the threat of rejection by choosing the partner who was both high in responsiveness, but low in self-confidence. Such results suggest that people possess implicit theories about the "get-ability" or receptiveness of particular kinds of people that they can flexibly activate to self-protect in situations where the threat of rejection looms largest.

G21

NICOTINE MYOPIA AND SOCIAL PERCEPTION *Kimberly Ann Carrillo, Clarissa Jayne Chavez, Michael Zarate; University of Texas at El Paso* – Recent research has identified numerous cognitive consequences of smoking cigarettes. In particular, it appears as if cigarette smoking facilitates memory retrieval processes, particularly if they are schema consistent. Within the social psychological domain, it was hypothesized that this would reflect in more efficient processing of stereotype consistent information. The presented research tests that with a Sternberg visual search task. Participants were presented with a person photo and a probe term. The probe terms were sometimes gender stereotypic terms. Immediately following that, the probe term was presented embedded in a group of filler items. There were either 1 or 5 filler items, and the participant was required to identify if the probe was embedded in the filler items. This methodology allows one to test working memory processes. Because stereotypic terms were sometimes used with the photos, it also allows one to contrast schema consistent with schema irrelevant information. Response times (RT's) were compared across smokers who were asked to smoke, smokers not asked to smoke, and non-smokers. Consistent with predictions, smokers who just smoked responded faster ($F= (2, 23) = 3.37$, $p=.05$) to correctly identify the gender stereotypic terms under high memory load (M= 796, SD= 92) when compared to smokers who did not smoke (M= 911, SD= 107) and non smokers (M= 952, SD= 162). There were no significant differences across smoking conditions for neutral terms. These findings support a recently developed model of nicotine myopia and social perception. A model will be presented outlining how nicotine influences social perception.

G22

WHAT'S THAT UP AHEAD? LOOKING TO THE FUTURE CAN LESSEN REGRETS *Rebecca Cate University of California, Berkeley* – Two studies examined the hypothesis that focusing on the future buffers individuals from experiencing regrets. A previous experimental study showed that people who are focused on the future experienced less regret when presented with a counterfactual thought scenario (Boninger, Gleicher, & Strathman, 1994). The present research was designed to extend these findings from the lab to regrets in everyday life. In Study 1, undergraduates rated their regrets about the past, completed measures of future time perspective (FTP) including Carstensen & Lang's (1996) FTP Scale, and completed the Big Five Inventory. As predicted, having an expansive FTP (i.e., feeling one has a lot of time ahead) was related negatively to having regrets, and this effect held even when the effects of broad personality characteristics (Conscientiousness and Neuroticism), other perceptions of the past (seeing the past positively), and age and ethnicity were controlled. Whereas Study 1 used a young adult sample, measured regrets as global self-reports, and assessed FTP and regrets concurrently, Study 2 used a longitudinal design in a middle-aged sample. FTP was measured at Age 43 and actual life regrets were coded from interviews of the same participants at Age 61. As predicted, seeing time as limited at Age 43 (limited FTP) was related to a greater likelihood of reporting life regrets at Age 61. Findings are discussed in terms of their implications for adult development, positive aging, and for future research on regret.

G23

POLITICS AND IDENTITY: AN EXAMINATION OF PARTISAN IDENTITY AND POLITICAL BEHAVIOR IN A PANEL STUDY OF COLLEGE UNDERGRADUATES DURING THE 2004 U.S. FEDERAL ELECTION. *Amanda R. Carrico[1], William P. Smith[1], Bruce Barry[2]; [1]Vanderbilt University, [2]Owen Graduate School of Management, Vanderbilt University* – The question of what motivates individuals to participate in the political process is often a topic of interest to social and political theorists. Recent political trends have brought attention to the role that partisan identity might have in this process. Drawing from Tajfel and Turner's Social Identity Theory (SIT, 1979), individuals who are identified with a social group are more likely to invest in a public good to benefit that group. Likewise, work in the area of collective identity suggests that individuals who are highly identified are more likely to engage in activism in support of the group's goals (e.g. Kelly & Kelly, 1993; Kelly & Breinlinger, 1995). The present study was an attempt to examine the usefulness of SIT in understanding political participation (defined as seeking out political news, engaging in activism, and voting), in relation to more traditional approaches, which focus on preference for policy or candidates. 144 undergraduates were surveyed at three times over the course of the 2004 U.S. federal election regarding their partisan identity, beliefs regarding political issues (policy preference), political activism, interest in political news and current events, and voting behavior. Results suggested that partisan identity is a unique and powerful variable in explaining political behavior, and in some cases a more powerful predictor than policy preference. The implications of these findings, with respect to traditional conceptions of political behavior, are discussed.

G24

DEVELOPMENTAL PSYCHOMETRICS: THE STRUCTURE OF ADOLESCENTS' PERSONALITY SELF-REPORTS *Christopher Soto[1], Oliver John[1], Samuel Gosling[2]; [1]University of California, Berkeley, [2]University of Texas, Austin* – Can children and adolescents provide meaningful reports of their own personalities? How do the self-reports of youth differ from those of adults? We used a large (N = 230,047) cross-sectional sample of children and adolescents (ages 10 to 20) who completed the Big Five Inventory on the internet to examine the structural validity of youth's self-reports. Correlational, exploratory principal components, and confirmatory factor analyses indicated that (a) younger participants

showed greater heterogeneity in response style (i.e., greater individual differences in acquiescent responding and extreme responding); (b) even after controlling for individual differences in response style, both within-dimension consistency and between-dimension differentiation increased with age; and (c) these age trends in measurement properties varied somewhat by personality dimension. Age differences were substantial from ages 10 to 15; nonetheless, when variation in response style was removed, the a priori Big Five structure was recognizable at each age, including the youngest groups. These findings support the conclusion that adolescents and pre-adolescents can provide meaningful global reports of their own personalities, but also illustrate age differences that need to be considered when comparing the self-reports of children and adolescents with those of adults.

G25

VALIDATING THE THEORETICAL STRUCTURE OF THE TREATMENT SELF-REGULATION QUESTIONNAIRE (TSRQ) ACROSS THREE DIFFERENT HEALTH BEHAVIORS *Chantal Levesque[1], Bradley Bodenhamer[1], Phillip Finley[1], Geoffrey Williams[2]; [1]Southwest Missouri State University, [2]University of Rochester* — Self-regulated health behavior is a social process. The Treatment Self-Regulation Questionnaire (TSRQ) concerns why people engage in healthy behavior, enter treatment for a medical condition, or try to change an unhealthy behavior. The TSRQ, which has been used in previous research to assess the many reasons for engaging in various health behaviors (Williams, Cox, Kouides, & Deci, 1999), taps into four different types of motivations proposed by Deci & Ryan (2000): identification, introjection, external regulation, and amotivation. Although theoretically derived, the factorial structure of the TSRQ was not formally validated. The purpose of the present research was twofold: 1) validate the theoretically proposed four factor structure with the use of Confirmatory Factor Analysis (CFA) and 2) assess the factorial equivalence (invariance) of the TSRQ across three health behaviors (diet, smoking, and exercise) with data collected from four different sites across the United States. A total of 2,731 participants completed the TSRQ. Results of CFA analyses revealed that the proposed 4-factor structure of the TSRQ was supported for all sites and all three health behaviors assessed. Confirmatory Fit Indices (CFI) ranged from .94 to .97, Goodness of Fit Indices (GFI) ranged from .88 to .94, and Root Mean Square of Approximation (RMSEA) ranged from .09 to .07. In addition, all items significantly loaded on their respective factor. Invariance analyses revealed that the factorial structure of the TSRQ was equivalent across all three health behaviors assessed. Results of the present research provide evidence for the validity and generalizability of the TSRQ.

G26

SOCIAL UTILITY: COMPETING ENTITLEMENTS, OUTCOME FORMATS, AND THE CONTEXT OF MEASUREMENT IN INTERPERSONAL UTILITY. *Nathan L. Steele[1,2], Jerome M. Chertkoff[1]; [1]Indiana University, Bloomington, [2]University of Utah* — This research extends prior research on utility in interdependent outcome situations by examining the influences of different outcome formats (zero- and non-zero-sum), the inclusion of explicit entitlement information, and the use of contextually different measures of interpersonal utility. Utility is traditionally studied in individuals' preferences for various outcomes solely to themselves. Equity theories have long considered comparison of outcomes to self and relevant others as important in determining the value of those outcomes. This project examined the effects of: 1) zero-sum and non-zero-sum outcome form in distributions, 2) the presence or absence of explicit competing entitlements and norms of distributive justice, and 3) multiple contextually different measures of utility providing more or less information regarding comparison points for outcomes. To investigate these effects, vignette studies were implemented, having Ps imagine themselves in the role of each of three disputants, then rating their satisfaction with serially presented outcomes, rank-ordered preferences, and perceived fairness with outcomes presented serially again. Findings indicated that social utility sometimes differs in function between zero-sum and non-zero-sum outcomes, between situations which provide or do not provide explicit competing entitlements, and among different scenarios based on features of the scenarios that suggest alternative norms of distributive justice. Models that best described and predicted utility in both outcome forms shared the feature of accounting for the influence of positive inequities and negative inequities separately. The influences of game type, explicit competing entitlements, scenario context, and measurement context on social utility are discussed.

G27

CAN CHILDREN EXPERIENCE MIXED EMOTIONS? A DEVELOPMENTAL APPROACH *Yen M. To, Jeff T. Larsen; Texas Tech University* — Emotional development partially depends upon the ability to understand conflicting positive and negative emotions (Donaldson & Westerman, 1986). Donaldson and Westerman told children about a child who was given a new kitten to replace one that had run away. When interviewed, older children were more likely to infer that the child had mixed emotions about the new kitten than younger children, suggesting that as children grow older they come to understand that people can experience mixed emotions. No research, however, has examined whether children can actually experience mixed emotions. Interestingly, Larsen, McGraw, and Cacioppo (2001) found that adults were more likely to experience mixed emotions of happiness and sadness after a tragicomic film than before. To examine whether older children are more likely to experience mixed emotions than younger children, we showed 105 kindergarteners, third graders, and sixth graders scenes from a cartoon in which a mermaid must leave her family to marry a human. We then interviewed children about their emotional reactions to the cartoon. Following transcription, blind coders judged whether participants reported experiencing mixed emotions. A regression analysis predicting mixed emotions revealed a main effect of age and a gender x age interaction. For girls, there was a linear effect of age such that older girls experienced more mixed emotions than younger girls. For boys, there was a curvilinear effect such that third graders experienced more mixed emotions than kindergarteners and sixth graders. Findings demonstrate that as children grow older they develop the ability to experience mixed emotions.

G28

THE DILUTION OF SOCIAL IDENTITY THREAT: THE IMPLICATIONS OF INDIVIDUATING INFORMATION *Valerie Jones; Claude Steele Stanford University* — Many individuals deal with the predicament of social identity threat—the experience of being under the threat of negative treatment or valuation based on a given social identity in a particular environment (Steele, 2002). The current research explores how individuating information can reduce social identity threat. Research has shown that individuating information can reduce a perceiver's reliance on stereotypes when making judgments about others (Nisbett, Zukier, & Lemley, 1981). Since the targets of stereotypes are often aware of the stereotypical judgments made by others (Vorauer, Main, & O'Connell, 1998), one strategy that targets may use to reduce outgroup members reliance on stereotypes is to provide them with individuating information. In a correlation study, we investigated whether the amount of individuating information a majority teacher had about a minority student could predict student comfort. Results showed that the personal information known by white teachers about minority students correlated significantly with student's trust and comfort in the classroom. In study 2, white participants anticipated having a conversation about a threatening topic (e.g., affirmative action) with a black partner. Prior to the conversation, half of the participants had the opportunity to individuate themselves by providing self-relevant "personal information." The results showed that individuated participants felt more comfortable and believed that they were less likely to be judged stereotypically by their

partners. Individuating information, therefore, can change a target's perception of a threatening situation and offer a perceiver the opportunity to see the target beyond the level of the stereotype, and as a multi-faceted individual.

G29

THE ROLE OF CATEGORIZATION AND AMBIGUITY IN THE OWN-RACE BIAS *Kristin J. M. Bellanca, Nalini Ambady; Tufts University* – Extensive work done on the own-race bias, which delineates that people typically remember unfamiliar people of their own race better than those of another race, has led to many proposed theories and mechanisms with little unequivocal agreement on its cause. Previous work has implicated that categorization may serve as a top-down process modulating this effect (Maclin & Malpass, 2001; Levin, 2000). The present work examined the role of categorization in the own-race bias and explored where biracial/multiracial people may fit into this phenomenon. White participants completed a facial recognition task where they saw faces that were unambiguously Black or White and faces that were racially ambiguous labeled Black or White. Participants exhibited an own-race bias with the unambiguous faces, replicating previous findings. They also showed evidence of an own-race bias with ambiguous faces based on a category boundary induced by the racial label. Additionally, their implicit theories about human traits moderated the extent of the own-race bias found and surprisingly, memory for ambiguous faces was poor overall. This work conceptually replicates and extends previous research, as well as highlights the need to explore phenomenon outside typical racial boundaries. Implications for theories explaining the own-race bias and biracial/multiracial individuals are discussed.

G30

CUES TO DECEPTION DIFFER FOR HIGH AND LOW-STAKE LIES: A SUTDY OF IDENTITY-RELEVANT LIES IN A STRESSFUL SITUATION *Jessica L. Hatz, Martin J. Bourgeois, Christine M. Shea-Adams, Bridget M. Waack; University of Wyoming* – Because the majority of lies people tell are relatively benign, most deception research has been focused on innocuous lies. Such lies are typically studied using artificial situations and explicit instructions that participants should lie to another person. The focus of the current investigation was to gain insight into the behaviors of individuals who are placed in a situation that is high in both mundane and experimental realism, who choose to lie of their own volition, and who are either highly motivated or less motivated to be convincing. We adapted a method from Russano, Meissner, Narchet, and Kassin (2005), in which participants were either induced to cheat or not on a set of logic problems. All were later accused of cheating, threatened with a high or low-stake punishment, and questioned about the incident. All 18 participants in the "cheat" condition cheated, and all but two of those participants lied about having cheated. None of the 18 participants in the "no cheat" condition cheated, and all told the truth about not having cheated. Videotapes from the questioning were shown to a separate group (N=67), who indicated whether they believed that each speaker was lying and wrote down behavioral cues they used to decide. The behavioral cues leading to deception detection accuracy differed for low and high stakes lies. For instance, attending to either eye contact or positive emotion led to greater accuracy with "low-stakes" speakers, whereas attending to negative emotion led to greater accuracy with "high-stakes" speakers.

G31

CULTURE AND PERSONALITY:INDEPENDENT OR INTERPLAYING IN PREDICTING INTERPERSONAL CONFLICT RESOLUTION? *Tina Kim-Jo, Veronica Benet-Martinez, James Park, Hee Young Lee; University of California, Riverside* – Conflict is inevitable part of life. However, in each case, its consequences depend on how the conflicting parties resolve it. Thus, conflict resolution has been the focus of extensive research. An examination of the literature on conflict resolution reveals a clear division between studies that examine the role of culture and those examining the effects of personality variables. Few studies, to my knowledge, have incorporated personality and cultural effects on conflict resolution in their designs. Although the cross-cultural studies have been instrumental in elucidating the diverging ways in which culture define conflict resolution styles, the possible interplay of culture and personality variables in predicting interpersonal conflict resolution remain largely unexplored. The present study, therefore, aims to explore how culture and personality, separately and together, influence conflict resolution styles across different cultural groups: Koreans (n=261), Korean Americans (n=112), and European Americans (n=121). The results indicated that Korean Americans were more likely to report greater use of competing style than were Koreans, but there was no difference between Korean Americans and European Americans. Korean Americans were more likely to report greater use of avoiding style than were Koreans and European Americans. Overall, extroversion was positively correlated with competing style and negatively correlated with avoiding style. Agreeableness was negatively correlated with competing style. The results of hierarchical regression showed that after controlling for culture, personality factors still predictive of conflict resolution styles and vise versa. Interaction was found between culture and agreeableness. The results will be discussed with regard to biculturalism.

G32

WHY DO MEN TAKE MORE RISKS THAN WOMEN? *Christine Harris, Michael Jenkins-Guarnieri; University of California, San Diego* – Across a wide range of real-world domains, men engage in more risky behaviors than do women. The specific psychological and cognitive factors that mediate this gender difference remain to be determined. While previous work has examined gender differences in "perceived risk", this is the first study in adult samples to try to distinguish between two aspects of perceived risk: estimated probability of harmful outcomes and judged severity of harmful outcomes (should they occur). Participants (389 females; 268 males) were presented with descriptions of various risky activities they potentially could choose to engage in. Risk scenarios were from four content domains: social decisions, gambling, recreation, and health. We asked whether women are less attracted to risky behaviors because (1) they judge the potential negative outcomes to be more severe; (2) they judge the probability of these negative outcomes to be greater; and/or (3) they find the positive emotions (e.g., thrill) associated with risk-taking behaviors less attractive. There were significant gender differences in self-reported propensity towards risky behaviors in the gambling, recreation, and health domains. Of interest, the factors that mediated these gender differences varied across domains. Judgments of probability of negative outcomes partially mediated gender differences in all domains while perceptions of severity of negative outcomes and anticipation of positive emotions played different mediating roles in different domains. However, there also appeared to be sizable gender differences in behavioral choices that were not fully explained by these differences in perceptions and preferences.

G33

TRANSCENDING IDEOLOGY: HOW CAN LIBERALS AND CONSERVATIVES COOPERATE? *Margarita Krochik, Shigehiro Oishi, Lynn Sanders; University of Virginia* – American political conflict has long mapped onto ideological rifts and party divides, but recent conflict has been characterized as increasingly polarized and dysfunctional. We examined cross-political interactions in search of the conditions that would maximize mutual understanding, trust, and cooperation between members of rival political camps. We postulated that prior engagement in a non-political task would promote a more harmonious dynamic in a subsequent political task, reducing tension and increasing levels of trust and respect between liberals and conservatives. Participants (N = 198), who were pre-selected based on their clear partisan affiliation, worked on a political and a non-political negotiation task in pairs that were either politically similar or politically opposed. Reflecting the current tension-

laden mood in the Senate and in politics at large, liberal-conservative dyads reported more conflict and less trust, respect, and understanding than did liberal-liberal and conservative-conservative dyads during the political negotiation task, despite the fact that a similar conflict of interest was induced in all dyad types. To our surprise, however, liberal-conservative dyads reported more tension and less trust and understanding during the political task when it followed the non-political task than when it was performed first. These findings suggest that thorny political deliberation and problem-solving can be better performed when strong politeness norms exist in early encounters, and that "ice-breaker" interactions may well backfire in a politically-divided group. (223 words)

G34

CONTEXTUAL DIFFERENCES IN THE IMPACT OF COMPARATIVE VERSUS OBJECTIVE FEEDBACK ON BEHAVIOR *Sarah J. Schmiege[1], Angela D. Bryan[1], William M. P. Klein[2]; [1]University of Colorado, Boulder, [2]University of Pittsburgh* – Social psychologists have long been interested in the role of social comparison in influencing individuals' self-perceptions, social judgments, and behavior. Recent work indicates that comparative information is utilized even in the presence of objective standards, and may even be a more powerful predictor of behavior than objective information. The effect of comparative feedback, presented alone or with objective information, on subsequent behavior was examined across two contexts: health and non-health. Participants (n = 192) made either lateral or upward comparisons based on feedback that their amount of flossing (health) or studying (non-health) was the same or lower than that of their peers. Half of all participants were given objective information in the form of expert recommendations. Outcomes were behavior measured three months following the experimental manipulation, and behavioral intentions, perceived risk of and worry about negative outcomes, and perceived standing relative to one's peers, all measured prior to and immediately following the manipulation. Different patterns of results emerged across the two contexts. Within the health context, comparative feedback was more powerful than objective feedback in influencing intentions, worry, and perceived standing. Within the non-health context, objective feedback predicted changes in intentions, and both objective and upward comparison information related to decreases in perceived standing. There were indirect effects of experimental condition on behavior, via intentions, across both contexts. These findings add to a growing literature demonstrating comparative feedback as distinct from objective feedback, and provide evidence for the importance of context when considering the impact of normative feedback on behavior.

G35

REASONS FOR SITUATED OPTIMISM: INTUITIONS ABOUT THE CONSEQUENCES OF PREDICTION ERRORS *Aaron M. Sackett, David A. Armor; Yale University* – Two experiments test the hypotheses that (a) people generally believe optimistic prediction errors to be less harmful (and, in fact, more favorable) than pessimistic errors, but that (b) these beliefs vary across situation. To test the first hypothesis, Study 1 participants were instructed to list the advantages and disadvantages of optimistic and pessimistic prediction errors. Overall, participants saw optimistic errors as having significantly less worrisome consequences than pessimistic errors. Moreover, when asked about specific contexts of prediction, participants were able to list more situations favoring optimistic than pessimistic errors. Study 2 was designed to provide a more direct test of our second hypothesis. Participants were asked to consider the advantages and disadvantages of optimistic and pessimistic prediction errors when predicting how well they would perform on a test. The temporal context of the testing situation was experimentally manipulated: Participants were asked to consider a test that was (a) purely hypothetical, (b) one month away, (c) two minutes away, and (d) just completed but not yet scored (the order of these situations was counterbalanced). Results revealed that participants believed optimistic prediction errors to be better than pessimistic ones when temporal distance was high, but that the relative advantage of optimism over pessimism decreased sharply as temporal distance diminished. Discussion focuses on implications for the design and interpretation of research examining predictions and prediction biases.

G36

DO RELIGION AND POLITICS MIX? RESPONSIBILITY TO OTHERS MEDIATES HOW RELIGIOUSNESS EFFECTS POLITICAL ACTIVITY *Janice R. Adelman, Robert Blagg, Michele Schlehofer, Allen M. Omoto; Claremont Graduate University* – Despite the old adage, religion and politics often mix, as evidenced by political party labels like "conservative Christian" in the US. Additionally, studies indicate that religious individuals often show a greater sense of community and belonging than those less religious. This study further explores the relationship between religiousness and political activity. Older adults (N = 137) completed multiple-item measures of intrinsic and extrinsic religiousness, belief that volunteering is a responsibility to others, and life long levels of general political activism, activity in pro-peace/anti-war issues, and activity in justice/human rights issues. Both intrinsic and extrinsic religiousness predicted belief in volunteering as a responsibility to others (r's > .34, p's < .001). Likewise, believing volunteering is a responsibility to others positively predicted political activity (r's > .17, p's < .05). While intrinsic religiousness did not predict political activity, extrinsic religiousness predicted greater activity in both pro-peace/anti-war and justice/human rights issues (r's > .19, p's < .05). After controlling for the belief that volunteering is a responsibility to others, the relationships between extrinsic religiousness and political activity became non-significant (r's < .05, n.s.). Surprisingly, intrinsic religiousness became slightly negatively related to both general political activism and activity in pro-peace issues (r's > -.14, p's < .10). Thus, there is evidence that belief in volunteering as a responsibility to others mediates the relationships between both extrinsic and intrinsic religiousness and political activity. These findings may have implications for a greater understanding of the motivating factors between religiousness and political activity.

G37

RESPONSIVENESS TO PERSONAL POSITIVE EVENTS IN MARRIED COUPLES PREDICTS POSITIVE RELATIONSHIP OUTCOMES *Heather Setrakian, Gian Gonzaga, Lynette Lau, Gazi Begum, Thomas Bradbury; University of California, Los Angeles* – Being responsive to a partner's positive event predicts better relationship satisfaction and increased positive emotion (Gable et al., 2004). The purpose of this study was to replicate these findings in a sample of married couples using a laboratory interaction. We predicted that married couples who were more responsive to each other's positive events would feel more love and intimacy towards their partner and have higher relationship satisfaction. Fifty couples married at least 10 years provided martial satisfaction reports and shared personal positive events with each other during 5-minute interactions. After each discussion partners reported a range of emotions they felt during the interaction including love and happiness; how much their partner understood, valued, and cared for them (i.e., an intimacy measure); and how responsive their spouse was when they discussed their own positive event (i.e., how enthusiastic and engaged they were). Husbands' perceptions of their wives' responsiveness positively related to husbands' feelings of love ($r(49)=.32$, $p<.05$), and intimacy ($r(49)=.42$, $p<.01$), and marginally to marital satisfaction ($r(43)=.27$, $p<.10$). Responsiveness did not relate to other emotion reports. Wives' perceptions of their husbands' responsiveness positively related to wives' feelings of love ($r(49)=.31$, $p<.05$), happiness ($r(49)=.40$, $p<.05$), and intimacy ($r(49)=.54$, $p<.01$), but not other emotion reports or martial satisfaction. Results replicate previous findings (e.g. Gable et al. 2004) in a sample of married couples and suggest that the way partners respond to each other's successes may be integral to fostering intimacy and satisfaction between spouses.

G38

SENSITIVITY TO OUTGROUP AND INGROUP FACIAL FEATURES: FROM OUTGROUP OVEREXCLUSION TO INGROUP OVEREXCLUSION. *Eve Willladsen-Jensen, Tiffany Ito; University of Colorado, Boulder* – This study examined early perceptual processing and explicit racial categorization as Caucasian participants viewed racially-unambiguous and ambiguous faces. Racially-ambiguous faces were created through digital morphing. Two continua involved a blend of ingroup and outgroup faces (i.e., faces that varied along continua of 100% White to 100% Black and 100% White to 100% Asian). Another continuum involved a blend of faces from two outgroups (100% Black to 100% Asian). Event-related brain potentials and behavioral results suggest different psychological processes governing responses at different points in time. For continua involving ingroup faces, early perceptual processing indexed by attentional ERP components occurring within 200 ms of face onset, was very sensitive to outgroup identification; the greatest attention was directed to faces that clearly belonged to outgroup members (100% Black and 100% Asian faces) whereas faces that possessed even small amounts of ingroup features (e.g., 70% Black/30% White faces) received less attention. By contrast, later, more reflective judgments of these same faces displayed more of an ingroup overexclusion effect. In particular, the Black-White continuum evidenced increased sensitivity to ingroup features. These results show that racial perception does not simply covary with physical facial features. Instead, early responses may orient primarily toward obvious outgroup members, whereas later processes may orient more toward obvious ingroup members. The former may reflect vigilance and sensitivity to distinctiveness or novelty, whereas the latter may reflect motivational effects that produce stringent ingroup definition.

G39

FLUCTUATIONS IN DAILY REPORTS OF SELF-ESTEEM: PREDICTIONS FROM AUTHENTICITY, AUTONOMY, COMPETENCE AND RELATEDNESS *Whitney L. Heppner, Chad E. Lakey, Joshua D. Foster, Brian M. Goldman, Michael H. Kernis; University of Georgia* – Recent theory and research suggest that healthy self-esteem relates both to feelings of authenticity and to psychological need satisfaction (Kernis, 2003). However, to date, no studies have investigated the daily reports of authenticity and psychological need satisfaction as they relate to daily reports of self-esteem. This study sought to examine the degree to which self-esteem is predicted by authenticity (Goldman & Kernis, 2003) and the presumed psychological needs of autonomy, competence, and relatedness (Deci & Ryan, 1995). One hundred and eighteen students participated in this multi-phase study. To examine possible moderators, participants first completed measures of contingent self-esteem (Kernis & Paradise, 1999), trait self-esteem (Rosenberg, 1965), and trait authenticity (Goldman & Kernis, 2003), followed by a one-week repeated measures assessment of self-esteem stability (Kernis, Cornell, & Sun, 1993). Subsequently, for the next two weeks, participants completed daily measures of autonomy, competence, relatedness, authenticity, and esteem. Hierarchical linear modeling (HLM version 6.0; Bryk, Raudenbush, & Conger, 2000) revealed that daily reports of self-esteem were predicted by same-day reports of authenticity, autonomy, competence, and relatedness. As expected, authenticity and autonomy were the two strongest predictors of daily esteem. The trait variables moderated some relationships, but not in a highly consistent manner across variables. Discussion centers on the importance of felt authenticity and psychological need satisfaction as determinants of daily esteem. Implications of the moderator variable effects are also discussed.

G40

DEPRESSION AND ATTACHMENT IN ROMANTIC COUPLES *Betsy L. App[1], William S. Rholes[2]; [1]University of Denver, [2]Texas A & M* – Theorists suggest two mechanisms that function to promote and maintain depression: maladaptive thought processes and interpersonal dysfunction. Research from an attachment perspective has focused on the cognitive component, demonstrating the link between depression and attachment insecurity. This research has generally ignored the current interpersonal context of depression. In the present study we were interested in depression within couples as it is influenced by partners' attachment styles as well as their degree of attachment to one another. We found that insecure individuals who were highly attached to their partners were no more likely to be depressed than secure people. Results are discussed in terms of attachment theory and the dual mechanisms of depression.

G41

THE CURRENT AND LIFETIME GOALS OF COLLEGE STUDENTS *Tierra Stimson, Daniel J. Ozer; University of California, Riverside* – Goals are useful in predicting important long term life outcomes related both to work and to relationships. But the plans and intentions that direct behavior in the immediate future can be understood as goals as well. In this research, we conceptualize two kinds of goals: lifetime goals, the longer term pursuits whose attainment is envisioned in a more distant future. A mixed gender and ethnicity sample of 184 southern California students responded to a questionnaire asking participants to write both current and lifetime goals. Undergraduate research assistants then reliably coded these goals into content categories. The current goals of students focus on romantic relationships, studying, performing well in school, and getting in shape; while lifetime goals are centered on career achievements, traveling, finances, and marriage. Goal content that is comparatively more important in lifetime goals includes general health, managing specific and/or chronic health problems, and affect control; while current goals are more likely to emphasize financially assisting family of origin, making progress on long-term plans, and performing well at school or a job. Despite these differences between current and lifetime goals, there were consistent individual differences in participants' goal preferences across the two goal domains.

G42

THE EFFECT OF KNOWING ON SELF-PEER AGREEMENT OF NEGATIVE PERSONALITY TRAITS *Marci E. J. Gleason[1], Thomas F. Oltmanns[1], Eric Turkheimer[2]; [1]Washington University in St. Louis, [2]University of Virginia* – Person perception researchers have examined the agreement between self-ratings and peer-ratings of big-five personality traits at length (Kenny, 1996), however very little research has investigated agreement between self and peers on highly negative personality traits such as those inherent to personality disorders. We investigated self/peer agreement on negative traits and personality disorders in a sample of Air Force recruits who had been living and training together for six weeks. We used a round robin design in which 22 groups of approximately 40 participants (approximately 34,437 dyad pairings) rated both themselves and all their group members on 89 negatively toned personality traits. Multilevel model analyses revealed that there is some agreement between self and peer on negative traits ($.13 < B > .25$). This agreement was moderated by how well an individual is known within the group (better known individuals agree slightly more with their peers). A main effect for level of knowing within the group was found such that those who are more well-known in the group are rated as having more externalizing negative traits (such as narcissist and antisocial traits) and less internalizing negative traits (such as dependency). At the dyad-level, however, knowing predicts higher ratings by peers regardless of whether that trait is externalizing or internalizing. Level of knowing only slightly moderates self-peer agreement on negative or pathological personality traits, but how well an individual is known does influence how peers rate individuals' negative personality traits.

G43

PARENTAL RESPONSIVENESS PREDICTS CHILD FRIENDSHIP QUALITY *Gazi Begum, Gian Gonzaga, Heather Setrakian, Lynette Lau, Thomas Bradbury; University of California, Los Angeles* – Responsiveness is a key component to children's relationship quality. Parental responsiveness predicts a secure attachment (Steelman et al., 2002) and peer responsiveness predicts positive and synchronous friendships (Lieberman et al., 1999). The present study examined the relationship between parental responsiveness to a child and that child's peer relationships. We predicted that how responsive parents were to their child's self disclosure would positively relate to how responsive their children were to their best friend's self disclosure and to how satisfied children were with their friendships. Twenty nine children aged 8-10 years told both of their parents individually about a good event in two videotaped interactions and provided a report of the quality of their relationship with their best friend. Seventeen of these children also heard about a good event from their best friends during a short videotaped interaction. Raters coded each interaction on the responsiveness of the listener (e.g., how much the listener was constructive and active). Fathers' responsiveness was marginally related to how responsive their children were to their best friend ($r(17)=.43$, $p<.05$) and significantly related to children's reports of friendship quality ($r(29)=.38$, $p<.05$). Mothers' responsiveness was positively, but insignificantly, related to how responsive their children were to their best friend ($r(17)=.286$, ns) and children's reports of friendship quality ($r(29)=.297$, ns). Results suggest that interactions with parents may teach children how to regulate their social world and that fathers play an important role in children's social relationships.

G44

STEREOTYPING TO IN-GROUP MEMBER: WOMAN'S AUTOMATIC ACTIVATION OF POSITIVE WOMAN STEREOTYPE. *Kenji Hanita; Hitotsubashi University* – When interacting with other people, we regularly use categorical representations to simplify the person perception. For a few decades, many studies have focused on this process (i.e., stereotyping), especially on stereotype activation. According to these studies, it has been showed that we tend to activate a relevant stereotype automatically when confronting members of out-group. Comparatively few studies, however, have investigated the process of in-group stereotype activation. From the viewpoint of self-enhancement motivation (e.g., Spencer et al., 1998), it is assumed that positive traits of in-group stereotype are activated automatically but those of out-group stereotype are not. The present research examined this possibility on woman stereotype with a sequential priming procedure. Participants were presented with a male or female photo on a computer screen, followed by the targets. Targets were a series of trait terms which had slightly positive connotations, and they were either stereotypic or nonstereotypic with respect to woman stereotype. A participant's task was to judge, as quickly and accurately as possible, whether the presented item was word or non-word, and the reaction time was measured. In accordance with the prediction, female participants responded to stereotypic targets following female primes faster than following male primes, but male participants didn't show this effect. These findings indicate that only in-group members activate the positive stereotype automatically. It suggests that such stereotyping to in-group members can function as enhancer of self-concept.

G45

BROCCOLI = HAPPY: THE INFLUENCE OF EXPERIMENTALLY MANIPULATED AFFECTIVE ASSOCIATIONS ON INTENTIONS TO EAT FRUITS AND VEGETABLES *April Seifert, Marc Kiviniemi; University of Nebraska, Lincoln* – Increasingly, research is recognizing the influence of affect on individuals' decision making and behavior. Previous work in our lab has shown that individuals are more likely to engage in a variety of health behaviors when they associate positive affect with those behaviors. However, all of our work to date has employed questionnaire-based observational methods. This study examined the causal impact of affective associations with behaviors on decision making by experimentally pairing either positive or negative affect with a behavior. Forty-seven participants were subliminally primed with either positive or negative affect words paired with photos of fruits and vegetables; a control group did not receive fruit/vegetable primes. Participants then reported their intentions to change fruit/vegetable consumption. Participants for whom fruits/vegetables were paired with positive affect reported greater intentions to increase consumption of fruits (M=5.94) and vegetables (M=5.94) relative to controls (Ms=5.01 & 4.98, respectively). By contrast, pairing fruits/vegetables with negative affect words led to lower intentions for fruits (M=5.50) and vegetables (M=4.74); fruits = $F(2,42)=2.37$; vegetables = $F(2,42)=4.26$. These findings extend our work on the relation of affective associations to behavioral decision making by demonstrating that altering affective associations, independent of individuals beliefs about the behavior, leads to changes in behavioral intentions. The findings also suggest that altering affective associations may have potential applications as behavior change intervention strategy.

G46

EFFECT OF PRIOR EXPECTATIONS ON EVALUATIONS: EVIDENCE FAVORING A PERCEPTION-BASED ACCOUNT *G. Daniel Lassiter, Matthew J. Lindberg, Lezlee J. Ware, Jennifer J. Ratcliff, Clinton R. Irvine; Ohio University* – It is well established that prior expectations can influence social evaluations that are based on behavioral observation. What is less certain is whether such effects are due to selectivity at the point of initial perception/registration of information or at the point of subsequent encoding of the information into memory. According to the memory-encoding account, both information that is consistent and inconsistent with an expectation is initially registered; however, consistent information is weighted more heavily in the subsequent memory encoding and interpretation of the observed behavior. In contrast, a perception-based account argues that the initial perception of behavior is inherently selective, and that observers' expectations lead them from the outset to be more likely to register consistent, rather than inconsistent, information. In an investigation of these competing accounts, participants viewed a 5-min video of woman having a conversation, with instructions to press a button whenever, in their judgment, a meaningful behavior occurred. Prior to viewing the video, participants received information intimating that the woman was either friendly or unfriendly. Finally, while viewing the video, half the participants were engaged in a cognitive-load task (counting backwards). The friendly expectation led participants to register more positive and less negative behaviors as meaningful, which in turn led them to evaluate the woman more favorably. The load task reduced subsequent recognition memory for the woman's behavior to chance levels, but had no effect on participants' initial perception of her behavior or on their resulting evaluations. These findings strongly favor the perception-based account.

G47

BLURRING BOUNDARIES: POSITIVE EMOTIONS DECREASE THE SALIENCE OF RACIAL CATEGORY *Kareem Johnson, Barbara Fredrickson; University of Michigan* – Induced states of positive emotion have been shown to eliminate recognition differences between own-race and other-race faces (Johnson & Fredrickson, in press; Johnson, in prep). The present experiments were designed to test the hypothesis that positive emotions eliminate the own-race bias (ORB) by changing sensitivity to features that denote differences in racial category. In Experiment 1, participants viewed short video segments to induce either a joyful, fearful, or neutral state prior to completing racial discrimination and categorization tasks involving racially ambiguous faces. For Experiment 2, a racial categorization task was also followed by a facial recognition task. Results indicate that participants receiving a positive emotion induction were significantly less accurate at categorizing faces by race compared

the those in neutral or negative emotion conditions. Additionally, the decreased categorization accuracy was similar for participants of different races. While positive emotions decreased racial categorization and eliminated the ORB, the effect of positive emotions on ORB were moderated by how sensitive participants were to racial categories before a facial recognition test. This pattern of results suggests that a positive emotion can eliminate the ORB and reduce sensitivity to racial categories. Additionally, the reduction in ORB due to positive emotions was strongest for participants who were most sensitive to racial categories before encoding the faces.

G48

MESSAGE DISCREPANCY AND MESSAGE SCRUTINY: THE MODERATING ROLE OF ATTITUDE ACCESSIBILITY *Jason K. Clark[1], Duane T. Wegener[1], Leandre R. Fabrigar[2]; [1]Purdue University, [2]Queen's University* – Compared to pro-attitudinal messages, counter-attitudinal appeals have been shown to elicit greater scrutiny of message arguments (e.g., Cacioppo, & Petty, 1979b; Edwards & Smith, 1996). Explanation of this effect has typically centered on the notion that counter-attitudinal messages serve as threats to a person's views, and therefore individuals are increasingly motivated to scrutinize such information. Although past findings suggest a main effect of message discrepancy on processing, some unidentified factors seem likely to moderate this impact. One such factor may be the extent to which message-relevant attitudes are accessible in memory. One could imagine that when a message is counter-attitudinal, increased accessibility might increase the threat associated with the opposing message, thereby increasing processing. However, when a message is pro-attitudinal, individuals with highly accessible attitudes might engage in less scrutiny based on a belief that they "already know" what is being communicated. The current research examines these possibilities in an experiment wherein the accessibility of attitudes was measured prior to receipt of a persuasive message. Participants received a pro- or counter-attitudinal message consisting of either strong or weak arguments. Consistent with predictions, a significant three-way interaction among message discrepancy, attitude accessibility, and argument quality was found ($F [1, 275] = 4.26$, $p < .05$). More specifically, when the message was counter-attitudinal, argument quality had a greater impact on persuasion when accessibility was high rather than low. Furthermore, when an appeal was pro-attitudinal, argument quality had more impact on persuasion when accessibility was low rather than high.

G50

PROSOCIAL BEHAVIOR AND TERROR MANAGEMENT: EVIDENCE THAT MORTALITY SALIENCE INCREASES STRIVING FOR GENERATIVITY. *Michael Mackay[1,2], Ara Norenzayan[1]; [1]University of British Columbia, [2]York University* – Research in Terror Management Theory (e.g., Solomon, Greenberg, Pyszczynski, 2000) has demonstrated that thoughts of death have mainly deleterious effects such as greed, outgroup derogation, and increased jingoism; the few prosocial effects that have been shown are limited to one's in-group, e.g., increased willingness to donate to in-group but not international charities (Jonas, Schimel, Greenberg, 2002). This study sought to examine whether thoughts of death can also have broader, non in-group related prosocial effects, operationalized in this study as the desire to commit generative behaviors that involve positively influencing others and leaving a lasting mark on the world (Erikson, 1980). Participants (N=110) wrote about their death or a visit to the dentist and then completed a modified version of the Loyola Generativity Scale (LGS, McAdams & de St. Aubin, 1992) containing items such as "In general, I would like my actions to have a positive effect on others" and "I would like to make many commitments to many different kinds of people, groups, and activities in my life." Analyses revealed a significant interaction between condition and self-esteem. Further analyses showed that writing about one's death led to higher scores on the LGS in participants with high self-esteem only; there were no effects on low self-esteem participants. These results suggest that, at least for those with high self-esteem, thoughts of death can in fact have broad, non in-group related prosocial effects.

G51

"BOWLING ALONE": A SOCIAL COGNITIVE PERSPECTIVE *Monika Bauer, Galen Bodenhausen; Northwestern University* – North America has witnessed a steady decline in civic participation since the 1970s (Putnam, 2000). Americans' political participation has decreased, as has their participation in community associations, work-related organizations, and informal social interaction. In Bowling Alone, Robert Putnam makes well-documented suggestions as to the social factors that may account for the decreased civic engagement that has marked recent decades. Our purpose in this research is to propose an explanation for how these social changes have influenced people's thinking about the social world, ultimately contributing to changing patterns in social behavior. The hypothesis that self-construal is a variable that affects people's choices to spend time pursuing individual or group activities, as well as their experiences doing so, was tested. Results showed that in the context of a problem-solving task, working alone was favored over working in a group 3 to 1. Furthermore, main effects of both self-construal and gender were obtained in predicting participants' choices to work alone or in a group. Specifically, participants primed with interdependence were more likely to choose to work in a group than those primed with independence, and men were more likely to choose to work in a group than women. However, a trend was obtained suggesting that "inderdependents" working in a group enjoyed the task to a lesser extent than "independents" working alone. Taken together, these results support the hypothesis that self-construal influences one's propensity to pursue individual or group activities, yet they also suggest that what drives us to make these choices does not necessarily lead us to enjoy them.

G52

NARRATIVES OF TEMPTATION: THE ROLE OF COGNITION IN SELF-CONTROL *Eden B. Epstein, Peter H. Ditto; University of California, Irvine* – Self-regulation failure occurs when an individual succumbs to an impulse in order to achieve immediate gratification despite the negative impact—on the self or others—that such behavior may elicit. Numerous psychosocial mechanisms have been linked to self-regulation failure, including lapses in cognitive processing and emotional distress. In an effort to clarify the nature of these and other mechanisms of self-regulation, we asked a sample of college students to recall a time when they were faced with the temptation to act on an impulsive desire. In an on-line survey, 202 participants were randomly assigned to describe either an instance of self-regulatory success (wherein they resisted the temptation) or self-regulatory failure (wherein they succumbed to the temptation), and provide a narrative description of the situational, cognitive, and emotional elements involved. Self-reports and codings of participants' narratives indicated that individuals who described successful resistance to temptation were significantly more likely than their failure condition counterparts to report engaging in thoughtful consideration of the risks, long term effects, and moral implications of their behavior. Success participants were significantly more likely than failure participants to contemplate the pros and cons of acting on their desire. Failure participants showed little evidence of attempts to minimize the risks or moral implications of their behavior prior to engaging in it. These results suggest that self-regulation failure may occur "thoughtlessly" rather than as a product of active rationalization intended to justify the behavior. The role of cognitive processing and emotional factors as they relate to self-control are discussed.

G53

IDENTITY OPTIONS: SOCIAL CLASS DIFFERENCES IN BIRACIAL IDENTIFICATION *Sarah Townsend[1], Stephanie Fryberg[2], Hazel Markus[3], Clara Wilkins[3]; [1]University of California, Santa Barbara, [2]University of Arizona, [3]Stanford University* – Numbering 7 million on the 2000 census, individuals of multiple racial backgrounds diverge in their patterns of racial identification, maintaining identities as biracial, mono-racial, or variable–changing as a function of the immediate social context (Rockquemore & Brunsma, 2002). Two studies explored the variation and malleability of mixed race identity, emphasizing the role of situational and sociocultural variables. Study 1 examined the racial identities of mixed race individuals using a diverse sample. Participants were 96 mixed race students at a selective university—African American/European Americans (28), Asian American/European Americans (39), and Latino/European Americans (29). Racial identification differed by participants' racial background, immediate context, and social class (i.e., working class compared to middle class). In general, participants identified as biracial, yet Latino/European American participants, as compared to the other two mixed race groups, were less likely to do so. Social class differences revealed that, across groups, middle class participants were more likely than working class to identify as biracial. Additionally, when asked about an academic situation, all participants were less likely to identify as biracial. Study 2, confirmed these findings and expanded analyses to include feelings toward biracial (compared to mono-racial) identification. Notably, middle class mixed race participants felt that it was more important to identify as biracial than as mono-racial and felt more warmly towards mixed race individuals who did so. Results suggest that mixed race individuals are able to sustain a variety of racial identities and identification as biracial may be more available and desirable in middle class contexts.

G54

THE DYNAMICS OF CHOICE IN SOCIAL INFLUENCE *Drew A. Curtis, Lisa M. Thornton, Jason O. Attaway, Donna M. Desforges; Sam Houston State University* – Purpose: This study was designed to further explore the impact of choice on social influence in ambiguous situations. Methods: Undergraduates were each assigned to a group with four confederates. They were randomly assigned to one of two conditions: a small choice condition and a substantial choice condition. All participants viewed 18 maps depicting with cities (actually fictitious) indicated by letters. Participants were given an list of city names and asked to identify fictitious cities on each map. The first nine maps for both conditions contained 10 answer choices on each map. In the small choice condition, three answer choices were available on each of the last nine maps, and the substantial choice condition consisted of 17 answer choices on each of the last nine maps. Ten critical trials (five in each set of nine maps) were included for each condition. Conformity was operationalized as the critical trials in which participants' and confederates' answers agreed. Results: Two tailed t-tests were used to compare the conformity rates for each condition. Participants in the small choice condition conformed more frequently (M=3.18) than did participants in the substantial choice condition (M= 2), $p<.01$. No differences in conformity existed between groups at baseline (small choice M = 1.94, substantial choice M = 1.97).Conclusions: When faced with an ambiguous decision-making situation, participants with fewer response choices were more influenced by the unanimous group than were those who had more choices. Broader implications for group decision-making will be discussed.

G55

EGOCENTRISM REVISITED: A LOOK AT COLLE CTIVISTIC CULTURES *Agata M. Gluszek; Yale University, Cornell University* – Cross-cultural psychological research has demonstrated that processes once thought universal, such as fundamental attribution error or cognitive dissonance, are often absent from or vary among cultures. Thus, almost any research conducted in one culture needs to be reexamined in different cultures in order to access its universality. The present research was designed to examine differences between collectivistic and individualistic cultures' approach to competition. Windschitl, Kruger, and Simms (2003) demonstrated that individualists show egocentrism and focalism when predicting their likelihood of winning in various competitions. Thus people think that shared benefits and adversities, which by definition affect everyone equally, will have a larger influence on them than on others. However, collectivists might avoid this bias due to their tendency to take others into consideration more when making various decisions. The present research employed eight studies to test this hypothesis. Short questionnaires, trivia games, and surveys were used to obtain participants' predictions of their likelihood of winning in a competition. Participants were tested in China, Poland, and the US. Secondary hypothesis stated that collectivists should be more sensitive to the in-group—outgroup distinction of the opponent as compared to individualists. The results, though inconsistent, provide some initial grounds for the future research. Collectivistic participants appeared either equally or less egocentric in their assessments, and they were more sensitive to the focalism manipulation. The modern society is defined by competition; how it is approached in other cultures is crucial in determining whether people will overestimate their chances of success and underestimate the opponent.

G56

PERSPECTIVE TAKING, SELF-ESTEEM, AND SELF-OTHER OVERLAP: SEEING THE BEST OF ME IN YOU *Michael Myers, Sara Hodges; University of Oregon* – This study examined how perspective taking and self-concept affect perceived overlap between the self and another person. Male and female college participants (n = 110) first described themselves using an adjective checklist and then used the same checklist to describe a videotaped female target. Self and target descriptions were divided into 3 components: adjectives that were used uniquely to describe the self, adjectives used uniquely for the target, and overlapping adjectives used to describe both the self and target. These components were further broken down by valence (positive and negative). Replicating past work by Davis and colleagues, participants given perspective-taking instructions (as compared to those in a control condition) used an increasing percentage of the positive adjectives they had earlier used to describe themselves to also describe the target. Also replicating Davis, this pattern was not found for negative adjectives. Independent if perspective-taking instructions, participants with greater self-esteem attributed fewer unique positive adjectives and a higher percentage of unique negative adjectives in describing the target. High self-esteem participants therefore saw the target as having few positive characteristics that distinguished her from themselves, but as having many negative characteristics that set her apart them.

G57

THE COMPLEX RELATIONSHIP BETWEEN FEAR AND AFFILIATION *Ralph Erber, Susan Markunas; DePaul University* – Previous research (Gump and Kulik, 1997; Schachter, 1959) has indicated that participants who expected to complete a fear-arousing task desired the company of others. The current research sought to provide a more complete understanding of affiliation behaviors in differing situations by investigating the effects of an anticipated fear-arousing task and an anticipated challenging task on affiliation choice. According to Muraven and Baumeister, (2000) the "self" is a depletable resource and taxing assignments deplete these resources. In addition, people who anticipate a challenging task increase their efforts at self-regulation to preserve their cognitive resources (Erber & Erber, 1994). Therefore, it was hypothesized that while fearful tasks may elicit a tendency for affiliation, tasks that are challenging may elicit a tendency toward disaffiliation. Participants were told they would be completing a task which differed in levels of difficulty and fear. Following the manipulation, participants were told that they would have to wait for a period of time and were given the

option to wait with a group of students or to wait alone (to which they indicated their preference). The results from two studies demonstrated that anticipating a simple fear-arousing task increases the desire for affiliation whereas anticipating a difficult fear-arousing task elicits the opposite response. This is an indication that the relationship between fear and affiliation is more complex than previously thought. Instead of the anticipation of a fearful task in general elevating affiliation desires, these studies demonstrate that this response may be conditional based on the difficulty of the task.

G58

AUTOMATED EXTRACTION OF THEMES WITHIN POLISH AND AMERICAN BLOGS: CULTURAL DIFFERENCES IN THE SOCIAL CONSTRUAL OF BREAST CANCER *Ewa Kacewicz, James Pennebaker; University of Texas at Austin* – People around the world are sharing their knowledge and experiences of mental and physical diseases on the internet. This allows us to examine cross-cultural differences in the emotional expression and social understanding of major illnesses. Knowing the topics people talk about when diagnosed with a disease can yield insight into specific coping strategies. Historically, the biggest roadblock to examining cross-cultural differences in the understanding of events has been language use. That is, the translation of people's stories about their illness can reflect the translator's rather than the original writer's construals. Recently, we have developed a method that allows for the automated extraction of themes of written text. The most common 100-200 words (excluding function words) within each of several hundred blogs are extracted and counted separately for each blog. The word usage is then factor analyzed across the various blog entries. [Think of this as a matrix where the usage of the 100+ words reflect the item list and each blog is the subject variable]. The emerging 3-6 factors reflect some of the central themes that people are writing about. Because this provides a mathematical and inductive solution, the technique can be used with blogs in any language. Preliminary analyses indicate that the basic themes for breast cancer in English (N=1012) are similar to those in Polish (N=100), with the exception of a strong positive emotion factor only in English. Both cultures included a chemotherapy and a time course factor. Similar findings are emerging for depression blogs as well.

G59

THE INFLUENCE OF SOCIAL SUPPORT AND ATTACHMENT STYLE ON TASK PERFORMANCE IN MARRIED COUPLES *AnaMarie C. Guichard, Maire B. Ford, Heidi S. Kane, Nancy L. Collins; University of California, Santa Barbara* – Although research shows that social support plays an important role in personal well-being and the maintenance of close relationships, it is not always associated with positive outcomes. Attachment style appears to be one factor that may explain why some individuals are more likely to benefit from effective social support, or to be harmed by unhelpful support attempts. In one study, Collins and Feeney (2004) found that secure individuals were more likely than insecure individuals to rate an ambiguous support note as being supportive. Thus there is evidence that attachment style may shape an individual's perception of support interactions. The current study explores whether attachment style would influence both the provision and perception of support attempts. Furthermore, we expected that perceptions of support would affect performance on a subsequent task. To test these hypotheses, we brought married couples (N = 94) into the lab and created a stressful situation (speech task) for one couple member. We then unobtrusively observed couple interactions before and after the speech. Support quality and speech performance were rated by both couple members and by independent coders. Results revealed that secure caregivers reported they provided more emotional and overall support than insecure caregivers. Furthermore, as compared to insecure support-recipients, secure support-recipients reported higher levels of emotional support prior to their speech and more overall and less negative support following the speech. Finally, perceptions of support were related to speech performance. Thus it appears that attachment style influences perceptions of support and this relationship influences task performance.

G60

DOES TRAUMATIC GROWTH REALLY CONTRIBUTE TO WELL-BEING? *R. Brian Giesler[1], Jennifer Lydon[2], Lawrence Einhorn[3]; [1]Butler University, [2]Indiana University-Purdue University at Indianapolis (IUPUI), [3]Indiana University Cancer Center* – Traumatic growth has been defined as positive change that occurs after exposure to stressful events. Cancer survivors, victims of accidents, and others who have undergone traumatic experiences frequently report that they have derived meaningful benefits from their experiences (e.g., personal growth, increased self-confidence, etc.). Self-reported traumatic growth has also frequently been found to correlate with measures of well-being and is often hypothesized to be an important determinant of overall quality of life in populations exposed to trauma. However, little work has examined the validity of this perspective. The retrospective nature of traumatic growth reports, combined with the effects of covarying factors (e.g., mood, personality, etc.), may lead to artificial associations between traumatic growth and quality of life outcomes. To explore this possibility, the current study used data abstracted from a cross-sectional, mailed survey investigation examining the quality of life of testicular cancer survivors (n=88). Traumatic growth, satisfaction with life, and several other variables were assessed using previously developed measures (e.g., Post Traumatic Growth Inventory; Tedeschi & Calhoun, 1996). Regression analyses indicated significant associations between traumatic growth and life satisfaction that remained significant after controlling for depression and neuroticism. Specific types of traumatic growth (i.e., spiritual growth and improved relations with others) also correlated with theoretically appropriate outcomes (i.e., level of spirituality and dyadic satisfaction, respectively). These findings suggest that the link between traumatic growth and well-being is not artificial and that traumatic growth may play a critical role in the quality of life of populations exposed to stressful events.

G61

EMOTION REGULATION & ANXIOUS ATTACHMENT: DISSOCIATION BETWEEN COGNITIVE APPRAISAL AND EMOTIONAL RESPONSES *Angela Hicks; University of Utah* – Attachment anxiety is characterized by deficits in capacities for emotion regulation. Anxious individuals report heightened and sustained experiences of negative emotion (reviewed in Diamond & Hicks, 2004) and demonstrate an inability to benefit from positive emotions (Mikulincer & Shaver, 2004). In order to develop a more comprehensive understanding of the mechanisms behind anxious individuals' emotion regulation deficits it will be important to investigate interconnections across multiple aspects of the regulatory process. Cognitive appraisal theory argues that one's interpretations of events are directly linked to their emotional responses to it (e.g., Lazarus, 1994; Lazarus & Folkman, 1986). Recent research suggests that dissociations among multiple aspects of emotional experience may be associated with ineffective regulation strategies (e.g., Glaser, 2000). The current study examined associations among cognitive appraisal and emotional responses as a pathway through which anxious individuals are unable to effectively regulate emotional experience. 136 participants prepared and delivered a speech about their own personal faults. Their appraisal and emotional responses were assessed before and after the speech preparation and delivery. Multiple regression analyses were used to predicted emotional responses from cognitive appraisals, attachment anxiety, and their interaction. Significant interactions between appraisals and anxiety emerged from this set of analyses. Follow-up tests using the Johnson-Neyman technique (Aiken & West, 1991) revealed that cognitive appraisals predicted emotional responses for low anxious individuals but not for their high anxiety counterparts. Discussion focuses on the importance of coherence across the multiple components of emotion regulation for successful functioning.

G62

HIGHER-ORDER FACTORS OF THE BIG FIVE IN MULTI-INFORMANT ANALYSIS: IMPLICATIONS FOR PERSONALITY THEORY *Colin G. DeYoung, Jordan B. Peterson; University of Toronto* – Debate has arisen over whether the Big Five should be considered orthogonal and therefore the most general level of personality description. Digman (1997) reported a consistent higher-order factor solution for the Big Five, but recent work suggests that correlations among the Big Five may be artifacts resulting from the biases of individual informants (Biesanz & West, 2004). To test this, we performed confirmatory factor analyses in a large community sample (N = 490), with the Big Five represented as latent variables reflecting the shared variance of reports from four different informants. The Big Five were not orthogonal, and the standard higher-order factor structure was present in latent space: Neuroticism (reversed), Agreeableness, and Conscientiousness formed one factor, labeled Stability, and Extraversion and Openness/Intellect formed a second factor, labeled Plasticity. Comparison of two instruments, the Big Five Inventory (BFI) and the Mini-Markers, suggested that adjective-based instruments are likely to yield lower inter-rater reliability than phrase-based instruments, and that lower inter-rater reliability is associated with weaker correlations among the Big Five and a less coherent higher-order factor structure. We propose that correlations among traits should be considered a source of hypotheses for personality neuroscience, indicating the possibility of partially shared (or interacting) neurobiological substrates. We also propose a biological model for the higher-order factors.

G63

AUTOMATIC GENDER STEREOTYPING ACROSS VERBAL AND VISUAL MODALITIES *Kristi Lemm; Western Washington University* – Previous research has shown that gender stereotypes can be activated automatically using both pictures and words. But are pictures and words equally able to convey gender information? Participants completed a semantic priming measure in which two stimulus items appeared in brief succession (200ms SOA); participants were instructed to categorize the second item as masculine or feminine. The primes and targets included people with gender stereotypic roles (ballerina, hunter) and everyday objects (purse, drill). Each stimulus was presented as a picture and as a word, with the constraint that a given item was never used to prime itself or its opposite modality counterpart. Demonstrating automatic gender stereotyping, participants were significantly faster to categorize gender-congruent prime-target pairs than gender-incongruent pairs, $F(1,38) = 38.6$, $p < .0001$. Overall, responses were significantly slower for word targets than picture targets, $F(1,38) = 48.8$, $p < .0001$. Prime and target modality did not significantly moderate the prime gender by target gender interaction, but there was a trend such that the effect size of the prime by target interaction was strongest when all stimuli were pictures (eta-squared = .48) compared to when all stimuli were words (eta-squared = .39); mixed-modality pairs produced weaker effects (eta-squared = .31 for picture-word pairs and eta-squared = .16 for word-picture pairs). Thus, gender stereotypes can be activated through both pictures and words, but pictures convey gender information more readily than the words that name them.

G64

I DIDN'T KNOW IT ALL ALONG: MOTIVATED JUSTIFICATION OF PERSONAL INVESTMENT *Harry Wallace, Megan Peet; Trinity University* – Recent studies in our lab have shown that hindsight bias is eliminated or reversed when people invest personal resources to gain their present knowledge. This effect could be attributed to mere recognition that investment may produce benefits, or by motivation to justify one's investment. The present study tested this motivational explanation. Participants spent 20 minutes solving math problems and then learned they were entered into a cash prize lottery with favorable odds. Participants were next shown solutions to 20 number sequence puzzles. They then judged whether they would have solved each puzzle if had they had tried before the study. The experiment manipulated whether participants thought the math problems and number puzzles were related: some had no reason to assume a connection whereas others learned that solving math problems had been shown to benefit puzzle performance. The study also manipulated whether participants thought the lottery was offered to spend leftover research funds or to reward effort invested toward solving math problems. Results showed that when the lottery was not framed as an investment reward, participants estimated significantly more (pre-experiment) puzzle failures when they thought math problems could help puzzle performance ($M = 6.1$ vs. 3.5). However, estimated puzzle failures by participants who thought the math problems could help puzzle performance dropped significantly ($M = 2.8$) when the lottery was framed as an investment reward. The results suggest that participants underestimated their pre-investment puzzle competence to perceive benefit from their investment, except when this motivation was satisfied by the investment reward.

G65

FEELING AT RISK BUT FEARING NEGATIVE EVALUATION: PERSONAL VULNERABILITY AND CONCERNS OVER SELF-PRESENTATION IN MEDICAL SETTINGS *Jodi Grace, James Shepperd; University of Florida* – Most health behavior models propose that people must perceive themselves at risk before they take action. Although studies typically measure risk perceptions, we manipulated perceptions to examine their effect on the decision to seek medical attention. We also examined whether self-presentational concerns moderate any effects of perceived risk. Female undergraduates participated in a study that ostensibly offered free testing for a highly treatable disease. Participants learned of a similar other who was at low (22%) or high (82%) risk for the disease. Participants also learned that the test procedure was embarrassing (pelvic exam) or not embarrassing (cheek swab). Participants then selected from four options: a) receive testing now, b) schedule an appointment for later in the week, c) take a telephone number to schedule a future appointment, or d) decline testing. Analyses revealed participants were more likely to avoid medical testing when the procedure was embarrassing, but revealed no effect of perceived risk on testing decision even though participants rated their risk as significantly greater in the high-risk condition than in the low-risk condition. Although manipulated risk did not influence decisions, measured risk correlated weakly with testing decision; the more participants perceived themselves at risk, the more likely they were to seek immediate testing. The findings suggest that perceived risk may not be a cause but rather a consequence of health behavior. Results also demonstrate the power of self-presentational concerns in health decisions and suggest that researchers attend more to the interpersonal nature of the doctor/patient relationship.

G66

ROLES ADOPTED IN INTERRACIAL DIALOGUE ARE INFLUENCED BY RACE STEREOTYPES *Travis Tatum, Denise Sekaquaptewa; University of Michigan* – Social identity threat theory suggests that Whites and African-Americans will react differently during interracial discussions about race, because Whites are stereotyped as racially biased, and African-Americans are stereotyped as experts on race topics. This laboratory experiment tested the hypothesis that in reaction to these stereotypes, African-Americans and Whites will adopt different roles ("teacher" vs. "learner") when discussing race-relevant vs. race-irrelevant topics. Discussion groups composed of two African-American and two White same-gender undergraduates were videotaped as they discussed a race-relevant or race-irrelevant topic. Participants then completed measures including amount of discomfort, concern about appearing prejudiced, and how much they spoke and how much they felt they contributed to each discussion. Results confirmed that African-American participants adopted a "teacher" role (evidenced by speaking more and

reporting a greater contribution to the discussion) whereas White participants adopted a "learner" role (evidenced by speaking less and reporting a lesser contribution to the discussion) when the topic was race-related, $F(1, 36) = 8.89$, $p < .006$. Adopting these roles predicted marginally greater discomfort for African-American ($r = .38$, $p < .067$) and significantly greater discomfort for Whites ($r = .43$, $p < .035$) during the race-related discussion. Among White participants, feeling discomfort was related to concerns about appearing prejudiced ($r = .80$, $p < .001$). These results are consistent with the hypothesis that behaviors displayed and roles adopted during interracial discussions about race are influenced by differential stereotypes about African-Americans and Whites. Implications for teaching in racially diverse classrooms are discussed.

G67

WHOSE WORLDS SHATTER? A PROSPECTIVE INVESTIGATION OF STRESSFUL LIFE EVENTS AND WORLDVIEW CHANGE *Roxane Silver, Michael Poulin; University of California, Irvine* – Well-being derives, in part, from one's worldview, or fundamental beliefs about the world. Two aspects of worldviews most strongly associated with well-being are the perceptions that the world is benevolent (more good than bad) and meaningful (fair and controllable). Research indicates that these beliefs are generally less positive after the experience of negative life events. It is not clear, however, that all people experience negative event-related worldview change, and little research has demonstrated this effect prospectively. This study examined negative event-related worldview change in a nationally representative sample of over 2000 adults. Worldviews and negative life events were assessed through a web-based survey at seven waves over a three-year period. In addition, two potential worldview-protective factors were examined. First, since affective complexity increases with age, the worldviews of older adults were hypothesized to be more complex and less challenged by negative life events. Second, given that religious beliefs often enhance individuals' ability to make sense of negative events (e.g., by attributions to divine will), the worldviews of more religious individuals were hypothesized to be less challenged by negative life events. Results obtained using multilevel modeling indicated that negative life events were associated with a decrease in world meaningfulness beliefs and that both age and religiosity buffered the impact of negative life events on benevolence beliefs. Negative life events can lead individuals' views of the world to become less positive, but life experience and a means for interpreting such events can be protective of worldviews.

G68

EXAMINING THE NATURE OF THE BLACK STEREOTYPE *Cheryl Dickter[1], Bruce Bartholow[2]; [1]University of North Carolina at Chapel Hill, [2]University of Missouri* – Although the automatic activation of negative Black stereotypes has been addressed in the literature, there is limited research focused on which stereotypes are most prevalent or most tightly coupled with the Black category. It was hypothesized that the "violent" stereotype is most commonly associated with the Black category because of the symbolic association between dark and fear. Thus, a darker skin tone might activate a fear response at a basic level, suggesting an adaptive association between Blacks and fear. A priming paradigm was used to test the hypothesis that fear-related stereotypes are more strongly associated with Blacks than non-fear-related stereotypes. Photographs of Black and White male faces were presented briefly, each followed by a string of letters which participants identified as either a word or a non-word. Words were selected from one of four conditions: fear, negative, positive, or neutral. Results indicated that participants categorized fear words significantly faster than neutral words after presentation of a Black target but not a White target, suggesting that there is a stronger association between Blacks and fear compared to Whites. Furthermore, fear words, but not negative words, were processed faster following a Black than a White target, suggesting that fear is associated with Blacks more so than other negative stereotypes. Taken together, these results support previous research demonstrating that a Black target activates a negative stereotype in perceivers, but provide preliminary evidence supporting the novel theoretical explanation that the underlying origin of this activation may be fear-related.

G69

FOUNDATIONS OF LONELINESS: ATTACHMENT AND SOCIAL NETWORK STRUCTURE *David M. Ouellette; Virginia Commonwealth University* – Is loneliness due to individual differences or interpersonal deficiencies? Weiss's 1973 theory claimed there are two types of loneliness, each rooted in these separate domains. Emotional loneliness is the longing for a close relationship with one other person and is based in attachment style. Social loneliness is based in inadequate integration into a social network. In order to test the relationships between these sources and loneliness, 69 male and female undergraduate residents of a single university dormitory were assessed on their personality, attachment, loneliness, and social relationships within the dorm. Results reveal that, while controlling for neuroticism, the network integration measure of outdegree and the two attachment dimensions accounted for more than half the variance in loneliness, $R = .73$. Lonely participants had smaller self-reported personal networks, yet the number of others who reported they were friends of the participant (binary indegree) had no relationship to loneliness, suggesting that loneliness is unaffected by the friendly overtures of others. Contrary to numerous studies that found a moderate correlation with perceived network density, actual network density was unrelated to loneliness, indicating the perception of one's social integration is more important than objectively measured integration. Lonely participants also had high attachment insecurity. Attachment and degree each made unique contributions to loneliness. Thus that there is a portion of loneliness related to one's internal attachment security and a distinct portion of loneliness related to one's social network integration, providing empirical support for the theory.

G71

AUTOMATED CONTENT ANALYSIS OF OPEN-ENDED PERSONALITY DESCRIPTIONS *Cindy Chung, James Pennebaker; The University of Texas at Austin* – Recent technological advancements have enabled researchers to move beyond self-reports and to explore how natural language use reflects personality and psychological states. The purpose of this study was to provide a factor structure of self-views derived from word usage in self-descriptive narratives. This open-ended approach allowed respondents to generate and define their most characteristic traits and behaviors. Over 1600 students were asked to describe who they were during a 20 minute writing exercise. Their essays were analyzed using text analysis software, WordSmith and Linguistic Inquiry and Word Count (LIWC). A factor analysis on trait-related word usage revealed the most salient dimensions along which people think of their personality when using ordinary language. Interestingly, several factors consisted of words whose semantic opposites were positively loaded onto the same factor, resembling Kelly's Personal Constructs. For example, one factor included the words shy, quiet, reserved, outgoing, and open; another included ugly, horrible, and attractive; another included fun, crazy, funny, and serious. These factor scores were modestly correlated with Big 5 scores, showing how traits from traditional personality scales are linked to self-views. This language analytic technique is presented as an innovative measure of self-views. Its use is compared to other personality assessment methods, and its potential as an automated tool for inductive content analysis is introduced.

G72

GOING WHERE THE GREEN LIGHT LEADS YOU: SELF-REGULATORY FAILURE AND ARGUMENT GENERATION *Seth Gitter, Jon Maner, Dianne Tice; Florida State University* – Construal Level Theory proposes that increasing the temporal distance of an event increases the level of abstraction with which people think about that event (Trope & Liberman, 2003). Distant future events activate more gen-

eralized, abstract concepts, whereas near future events activate more detailed, concrete concepts. Recent research indicates that people are more likely to generate counterarguments when making judgments about events in the near future, as compared to events in the more distant future. If counterarguments are linked to specific details of events, then generating such arguments may require more effortful processing than "pro" arguments. Based on this premise, depletion of self-regulatory strength should reduce a person's ability to generate counterarguments relative to "pro" arguments. A study was conducted in which participants either performed a depleting Stroop task that required them to override a dominant response or a similar non-depleting control task. Participants were then presented with four policies that were to happen either in the distant (1 year) or near future (1 week). Participants generated arguments in favor of and against each policy. Consistent with predictions, participants in the depletion condition generated significantly fewer counterarguments than did participants in the control condition. Temporal distance moderated this effect such that it was observed only in the case of near events. The number of "pro" arguments did not significantly differ between depletion conditions. These results suggest that counterarguments require more effortful processing to generate than "pro" arguments. These findings have important implications for people's increased susceptibility to attitude change when depleted.

G73

DEHUMANIZING THE POOR: ATTITUDES AND IMPLICATIONS *Bettina Spencer, Emanuele Castano; New School for Social Research* – The current set of studies examines the political implications of dehumanizing the poor. In study one, participants read a scenario in which a family (specified to be low or high-income) is in a disaster situation. Participants were asked to rate the extent to which family members felt certain emotions, and how intelligent certain decisions were that the family made. Results show that participants assign fewer secondary emotions, and believe that the family made less intelligent decisions, in the low-income condition. This effect is strongest in those participants from high-income backgrounds who are self-reported conservatives. In study two, participants read a scenario of a low-income family in a disaster. Half of the participants read a scenario that described the family as having primary and secondary emotions; the other half read the same scenario, but it solely described the family as having primary emotions. After reading the scenario, participants completed a questionnaire that gauged, amongst other items, attitudes about welfare and government assistance to the poor. Results show that participants who read about a low-income family's primary and secondary emotions were more likely to have more positive attitudes about welfare and government assistance, particularly if they were self-reported liberals, than in the primary emotion condition alone.

G74

IMPLICATIONS OF SIMILARITY AND CATEGORY MEMBERSHIP FOR PERCEPTIONS OF PRICE UNFAIRNESS *Breagin Riley, Kent Grayson; Northwestern University* – In the current research, we seek to bridge the categorization and price fairness literatures by investigating the implications of categorization on what consumers consider is a fair price. Recent research on categorization flexibility has shown that how an item is categorized impacts performance relevant expectations for that item. Using survey data, we demonstrate that how a product is categorized also impacts how much consumers expect to pay for an item. Beyond this, we demonstrate that people can explicitly acknowledge that two products are highly similar and yet cognitively process the two items as though they are categorically differently. Item similarity is fundamental to category membership, however. Therefore, the goal of this research is to work toward disentangling the differential effects of similarity and externally defined category membership on price perceptions and expectations.

G75

DOES EXPRESSIVE WRITING ABOUT A STRESSFUL EVENT RESULT IN CHANGES IN THE MEMORY OF THE EVENT? *Sara Wrenn[1], Adriel Boals[2]; [1]North Carolina State University, [2]Duke University* – Expressive writing about a stressful event has been shown to produce improvements in immune functioning. However, the mechanism by which expressive writing produces salutary effects remains a mystery. Linguistic analyses of the essays produced during the writing exercise have demonstrated that an increase in the use of cognitive mechanism words is associated with greater health benefits. These findings suggest that creating a coherent story about the stressful episode and finding meaning in the event could be the mechanism by which expressive writing produces salutary effects. The present experiment attempted to expand on this notion by exploring whether expressive writing produces changes in various autobiographical memory features of the stressful event. Forty participants were randomly assigned to a standard expressive writing condition or to a control group that wrote about time management. To assess changes in phenomenological features of a nominated personal stressful event, participants completed the Autobiographical Memory Questionnaire (AMQ) and the Impact of Events Scale (IES) pre-writing, immediate post-writing, two weeks post-writing, and fifteen weeks post-writing. In addition, a diary method, in which participants recorded their involuntary memories and rated these memories on various phenomenological properties for a week, was collected pre-writing, immediate post-writing, and fifteen weeks post-writing. The results revealed no significant changes as a function of writing condition in any of the measured phenomenological memory properties, nor frequency of involuntary memories about the stressful episode collected from the diary method. This pattern of results suggests that expressive writing does not produce changes in the basic autobiographical memory properties of the stressful event. G76

PATIENT ETHNICITY AND INCOME: EFFECTS ON HEALTH BEHAVIOR COUNSELING AND THE PHYSICIAN-PATIENT RELATIONSHIP *Desiree Despues[1], Robin DiMatteo[1], Michael Goldstein[2]; [1]University of California, Riverside, [2]Bayer Institute for Health Care Communication* – Despite improvements in the health and well-being of the overall population, disparities in health and health care due to ethnic minority status and low income continue to exist. These disparities may originate partly from the doctor-patient relationship where limitations in communication undermine descriptions of explanatory models of illness, interfere with question asking and answering, and limit supportive counseling toward health promotion and lifestyle change (Ashton, et al., 2003). Patient ethnicity is often confounded with income, limiting independent comparisons of these in studies of health care process. The purpose of the present study is to examine the relatively independent effects of patient ethnicity (European American vs. ethnic minority) and income (low vs. middle class) on health behavior counseling in the primary care medical visit, as well as on both physicians' and patients' experience of their interaction. Patients and physicians (N = 1172) completed questionnaires regarding the medical visit, characterizing their satisfaction, mutual participation, and involvement in care. Compared with middle class participants, low-income participants received more health behavior counseling for weight loss, exercise, and stress and substance use management. European American patients were more satisfied, however, and were slightly more involved than ethnic minority patients. Physicians felt more competent with middle class than with low-income patients. In addition, there was a tendency for physicians to like their European American patients slightly more than ethnic minority patients. These results suggest that when examining physician patient interactions, both patient ethnicity and income should be taken into account.

G77

THE ROLE OF EMOTION REGULATION IN THE PURSUIT OF ACHIEVEMENT GOALS *Diana Tyson, Suzanne Bouffard, Nancey Hill; Duke University* – The process of goal pursuit has consequences for our behavior, cognition, and emotions. Research has demonstrated that children's learning environments shape their academic goal motivation, which has a direct impact on their educational outcomes (Dweck, 1986; Wolters, 1996). Emotion regulation, stemming from both the long history of emotion and self-regulatory literature has also been found to affect achievement outcomes (Seifert, 1995). As a growing body of literature is beginning to link self-regulated learning and goal orientation, it is important to consider the role of particular aspects of self-regulation, particularly the ability to exercise varying degrees of emotion regulation. This work provides preliminary explanation for the emotional concomitance of goal pursuit. The findings indicate that emotion regulation does play a moderating role on the relationship between achievement goal orientation and academic performance. The models testing the main effects of mastery orientation, performance orientation, emotion regulation, and their interactions as predictors of math standardized test scores were significant for teacher report $F(5, 46) = 3.6803$, $p < .007$, with an $R2$ of .18, but not for parent report. Probing the interactions indicated that for teacher perceptions of the goal environment as a high mastery environment, the child achieved higher end of the year math test scores when they had higher levels of emotion regulation. These findings provide insight into the role emotions in goal pursuit.

G78

SIMILARITY OF PERCEIVED AND ACTUAL CLOSENESS IN COUPLES AND RELATIONSHIP SATISFACTION: OVERALL PATTERNS AND GENDER DIFFERENCES *Greg Strong, Arthur Aron; State University of New York at Stony Brook* – Is one's romantic partner's actual feelings of closeness to self important or only one's perception of the partner's closeness? Both members of 53 heterosexual dating or married couples self-reported own and perceived partner's closeness on the Inclusion of Other in Self Scale (Aron et al., 1992). Three absolute value discrepancy scores were created: one between male and female self-reported closeness and two between each partner's own closeness and perception of partner's closeness (one for each gender). These three were entered as simultaneous predictors of couple's averaged relationship satisfaction (Hendrick, 1988). The beta for actual closeness discrepancy was not significant (.08). Betas of absolute difference of own closeness versus perceived partner closeness were -.47 ($p < .01$) for women and -.25 ($p < .05$) for men, suggesting that perceived is more important than actual closeness similarity in predicting satisfaction. The lower association for men may be explained by a dramatic gender difference in the correspondence of self reported closeness and partner's perceptions: women's self-reported closeness with partner' perceptions of her closeness was substantially correlated (.48, $p < .01$); but men's self-reported closeness showed little relation (.13) with partner perceptions of his closeness. Possible interpretations include men's feelings of closeness being not easily perceived by women partners, men's feelings of closeness being more easily perceived by their women partners than by themselves, or that men's closeness has different meanings for women and men. Implications and future directions are discussed.

G79

POLITICAL ORIENTATION, RACE, AND THE VIOLATION OF TRADITIONAL VALUES *Helen C. Harton, Ryan Weipert, Abbie Close, Jennifer Bumgarner, Katie Johnson, Sophie Banwart; University of Northern Iowa* – Dovidio and Gaertner's (1998) Integrated Model of Racism suggests that politically conservative and liberal European-Americans (EAs) tend to express racism differently, with conservatives demonstrating modern racism, and liberals, aversive racism. Supporting this model, conservatives show a bias against African-Americans (AAs) vs. EAs, whereas liberals show the opposite (Nail, Harton, & Decker, 2003). Conservatives, however, react favorably toward "dependable" and "married" AAs (Sniderman et al., 1991), suggesting that their bias may be related to assumptions about violations of traditional values. Liberals show increases in physiological arousal when touched by an AA, suggesting that their bias may relate to an internal, race-based conflict (Nail et al.). We tested these ideas by comparing responses to an AA vs. EA from a "traditional" vs. "nontraditional" background. EA community members read a newspaper article and suggested a sentence for a 17-year-old male arrested for drug possession. A photograph and story details manipulated race and background. As expected, conservatives were most lenient toward the EA traditional male. Conservatives were the most punitive, however, toward the AA traditional male, suggesting a possible backlash effect. Liberals suggested the harshest sentences for the EA traditional male. However, they gave similar sentences in all other conditions, suggesting that that their judgments may be equally affected by race and background. Sentences were partially mediated by anger toward the perpetrator, but unrelated to sympathy. These results provide further support for the model and suggest that individuals' assumptions about others' backgrounds may help explain the expression of prejudice.

G80

THE EFFECT OF PERCEIVED (BUT NOT REAL) ELABORATION IN ATTITUDE CHANGE *Carlos Falces[1], Rebeca Bautista[1], Benjamin Sierra[2]; [1]Universidad Miguel Hernández, Spain, [2]Universidad Autónoma de Madrid* – The present research examined the influence of perceived elaboration in attitude change. As it is the case with many other subjective feelings, the objective extent to which we engage in information processing does not necessary match with the subjective experience that accompanies such a mental activity. In the first study participants were led to believe that they were in a study about graphology and personality. After a mixed persuasive message, perceived elaboration was manipulated asking them to write their positive thoughts with the dominant (low perceived elaboration) or non-dominant hand (high perceived elaboration) and then reported their attitudes. According with the manipulation people in the non-dominant condition informed greater levels of elaboration. Regarding attitudes, high perceived elaboration participants informed more attitude change than those in the low condition. However, cognitive responses only predicted attitudes in the low perceived elaboration condition. In the second study, actual and perceived elaboration were orthogonally manipulated using distraction and false feedback. Results replicated those in the first study and showed that perceived elaboration is distinct from other feelings like thought confidence or perceived difficulty. Interestingly, subjective measures of attitude strength were higher in the low actual but high perceived elaboration condition and in the high-high condition than in the others. Results are discussed regarding the role of cognitive feelings in attitude change.

G81

THE MANIFESTATION OF PERSONALITY IN THE OCCURRENCE AND EVALUATION OF DAILY LIFE EVENTS: A DAILY DIARY STUDY *Jana Spain; High Point University* – Increasingly, researchers have become interested in identifying how personality is manifested in everyday behaviors and events. Studies have demonstrated that personality is relevant to emotional experience, activity participation, the structure of life spaces, and even the selection of usernames/passwords. Using data from both a traditional college sample (N=101, mean age = 20.56) and a non-traditional college sample (N=110, mean age = 33.88), we examined the links between personality and the reporting and evaluation of daily events. Participants described their personality using the NEO-FFI and also recruited informants to provide descriptions of their personality. For 30 consecutive days, before retiring, participants completed a daily diary form describing two events, categorized each event (e.g. Academic, Social, Conflict) and rated it on four dimensions (enjoyment, control, typicality, and importance). The results indicated that both self and informant descriptions of personality were linked to the occur-

rence and evaluation of events in theoretically relevant ways. For example, in our traditional age sample, self and informant ratings of Conscientiousness were correlated with the frequency of Productive events. In our nontraditional sample, self, friend, and significant other ratings of Neuroticism were correlated with the reporting of Conflict (rs from .27 to .32, $p<.05$). Interesting differences in reported frequency and evaluation of some events emerged. Although extraverts tended to report more Social events, they did not judge Social events to be particularly "typical" but they tended to ascribe greater importance to them. The implications of these findings for understanding the multifaceted manifestations of personality are discussed.

G82

REACTIONS TO BENEFICENT SELF-HANDICAPPING *Danny Axsom, Matthew Yoder; Virginia Tech* — Typical accounts of self-handicapping emphasize behaviors – substance use, symptom endorsement, procrastination – with negative connotations. But the underlying function of self-handicapping, discounting poor performance through attributional ambiguity, might also be served by positively connoted behaviors heretofore unexamined. We report initial evidence regarding one such behavior, helping others, that might be particularly relevant for understanding self-handicapping among females, a group less likely to engage in traditional self-handicapping. Female undergraduates responded to one of three scenarios wherein a female student received a D on an important exam. Two conditions (No Self-Handicapping, student studies the night before; Traditional Self-Handicapping, student goes to movie with best friend the night before) were drawn from prior research (Hirt, McCrea, & Boris, 2003), while in a parallel, Helping condition, the student visits a friend upset over relationship troubles the night before. The target was liked significantly more in the Helping condition. Additional measures suggested that helping another was successful in protecting impressions of ability; ability was seen as a less important determinant of the target's grade in the Helping (vs. No Self-Handicapping) condition, and the likelihood that her grade could be improved by studying before her next exam was greatest in the Helping condition. Over 70% of participants reported they had behaved similarly to the scenario's target. When asked to report about a time when helping another caused them not to prepare fully for an important performance, participants most typically mentioned an exam about which they were worried even before they provided the help.

G83

THE INFLUENCE OF AGREEABLENESS ON ACCOMMODATION IN ROMANTIC RELATIONSHIPS *Mihailo Perunovic, John G. Holmes; University of Waterloo* — Research shows that accommodation serves to strengthen relationship functioning (Rusbult, Johnson, & Morrow, 1986). Accommodation refers to the tendency to respond to a romantic partner's potentially destructive relationship act by inhibiting one's own negative impulses and replacing them with a relatively constructive, relationship enhancing act. Because accommodation likely requires both motivation and self-regulatory resources (Finkel & Campbell, 2001), we tested whether agreeableness would predict level of accommodation in dating relationships. Research has shown that agreeableness is positively related to both prosocial motivation (Graziano, Hair, & Finch, 1997) and self-regulatory resources (Jensen-Campbell et al., 2002). In the present study, we examined the relationship between accommodation and agreeableness using methods similar to those used by Yovetich and Rusbult (1993). Participants in exclusively dating relationships completed an accommodation questionnaire asking them to select responses to a number of hypothetical negative behaviors enacted by their partners. Participants were randomly assigned to select their responses either quickly or normally. Because accommodation requires self-regulatory resources, we hypothesised that the difference in level of accommodation between participants high and low in agreeableness would become even greater in the quick response condition, which demands more self-regulatory resources. The results confirmed this. Differences in accommodation between participants low and high in agreeableness were exaggerated in the quick response condition. Furthermore, agreeableness was a better predictor of accommodation than the other personality variables we measured (including attachment style and the other Big Five variables). Theoretical implications of the results are also discussed.

G84

THE EMOTION REGULATION FUNCTION OF VISUAL PERSPECTIVE *Angelina Sutin, Richard Robins; University of California, Davis* — Autobiographical memories are either recalled from the first-person perspective -- memories seen through the eyes of the person remembering, or the third-person perspective -- memories seen through the eyes of an imagined observer. The function of visual perspective, however, remains unclear. The present research proposes that for memories incongruent with the self, third-person memories serve an emotion regulation function by intensifying emotions and motives that are congruent with the individual's personality. Two studies tested this contention by examining the relation between visual perspective and narcissism and self-esteem. Participants recalled positive and negative academic memories in Study 1 (N = 300) and positive and negative relationship memories in Study 2 (N = 454). In both studies, participants evaluated each memory for its emotional and motivational content, reported the visual perspective from which it was recalled, and completed measures of narcissism and self-esteem. Both studies supported our hypothesis. For narcissists, third-person memories were related to more reported positive affect and power motivation in their negative memories, but not in their positive memories. For low self-esteem participants, in contrast, third-person memories were related to more reported negative affect in their positive memories, but not in their negative memories. By accentuating emotions and motives congruent with specific personality dispositions, the third-person perspective may serve an emotion regulation function for memories that are incongruent with the self (e.g., a positive memory for a low self-esteem individual). Discussion focuses on limitations, including the difficulty of inferring causal direction.

G85

CONSCIOUS THOUGHT PLANS REDUCE AUTOMATIC STEREOTYPING AND GENERALIZE TO NEW MEMBERS OF THE STEREOTYPED GROUP. *Brandon D. Stewart[1], B. Keith Payne[2]; [1]The Ohio State University, [2]University of North Carolina* — There is increasing acceptance that automatic stereotyping can be moderated by context. There, however, is currently little evidence demonstrating that people, and not context, are able to 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 conscious thought plans (e.g., when I see a Black face, I will think "safe") do reduce automatic stereotyping (Stewart & Payne, 2005). However, there is a question as to whether these plans were effective because participants associated specific faces with the thought plan or were effective because participants generalized the plan to the entire category. 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. Half the participants formed a counterstereotypical thought plan to think "safe" when they saw Black faces. Control participants received a plan to think "quick". Results showed that participants in the control condition showed a stereotypical race bias, while participants with the counterstereotypical plan showed a reduction in the race bias. Process dissociation analyses confirmed that these plans influenced stereotyping only through an automatic process. Finally, counterstereotypical thought plans generalized to Black faces that participants had not seen in previous trials or while forming their thought plan; this finding rules out the explanation that participants were responding to specific faces, instead of responding to the general category.

G86

THE CROSS-CULTURAL INFLUENCE OF COLLECTIVISM ON RELIGIOSITY AND SPIRITUALITY *Cindy Frantz[1], Melissa Sanders[1], Joni Sasaki[2]; [1]Oberlin College, [2]Claremont McKenna College* – This study was designed to test the relationships among religiosity, spirituality, and individualism/collectivism in Estonia and Morocco. We hypothesized that the culture's level of individualism/collectivism would be a predictor of its rates of religiosity and spirituality, and that individualist cultures that emphasize autonomy and rely less on compliance or hierarchical structures, like Estonia, will exhibit higher levels of spirituality while a collectivistic culture that emphasizes tradition and obedience to external authority, like Morocco, will be more likely to score high in religiosity. Respondents included three groups: 41 religious Estonians, 36 non-religious Estonians, and 51 Moroccans. They completed the Religious Commitment Inventory, the Spiritual Transcendence Scale, and the ESTCOL collectivism scale. The highest levels of religiosity and spirituality were found in the religious Estonians, followed by the Moroccans, and the nonreligious Estonians. As hypothesized, the Moroccan sample was significantly more collectivistic than either Estonian sample, but the religious Estonians showed higher levels of individualism than their nonreligious counterparts. Also, both religiosity and spirituality were significantly positively correlated with collectivism. We found that religiosity and spirituality were discrete concepts and that there was a significant positive relationship between them. Our research indicates that these concepts, often conflated, need to be redefined through further research. Our research also indicates that while religiosity seems to be related to collectivism generally, it can occur in highly individualistic populations, and how the experience or nature of religiosity changes in these situations is relevant to understanding the social role of religion in cultures like our own.

G87

VIEWING THE WORLD IN BLACK AND WHITE: MOTIVATIONS TO RESPOND WITHOUT PREJUDICE AS THEY RELATE TO CATEGORICAL AND INDIVIDUATED PERSON PERCEPTION. *Lindsay Sharp[1], Patricia Devine[1], E. Ashby Plant[2]; [1]University of Wisconsin, Madison, [2]Florida State University* – Although Whites generally display implicit biases disfavoring Blacks, recent research suggests that motivations to respond without prejudice moderate this effect. Whereas individuals with high internal, low external, motivation exhibit low levels of implicit bias, all others exhibit high levels. In the present study we explore the hypothesis that high internal, low external individuals display less implicit bias because they perceive people in an individuated rather than categorical manner. To this end, we employed the "Who Said What Paradigm" which provided indicators of the extent to which people engage in categorical or individuated processing when learning about unfamiliar others. Participants of varying levels of internal (IMS) and external (EMS) motivation to respond without prejudice viewed a discussion between 3 Black and 3 White males and then completed a recognition task (i.e., attempted to match statements to discussants). Two types of errors, within- and between-group, are possible. Within-group errors (i.e., discussants are confused with same-race others) are presumed to reflect categorical processing because attention is focused on group membership instead of individual characteristics. Results revealed an IMS X EMS X error type interaction. No effects were observed for the number of between group errors. Though the number of within-group errors was moderated by IMS and EMS, the pattern did not conform to expectations. Specifically, high EMS, low IMS individuals showed higher levels of categorical processing than all other participants. Discussion considers the implications of these findings and the utility of the "Who Said What Paradigm" for exploring the underpinnings of race biases.

G88

EFFECTS OF FACE EVENT ON DAILY SELF-ESTEEM AND DAILY MOODS *Chunchi Lin, Susumu Yamaguchi; University of Tokyo* – Mutual maintenance of face is an important agenda in Japanese interpersonal relationships. Unfortunately, little is known about the psychological mechanism underlying the face maintenance, mainly due to the lack of empirical research. The goal of the present study, therefore, was to unravel how face experiences influence individuals' self-esteem and moods in daily life. Forty-three adults (mean age = 37 years old) were asked twice a week to answer questions about their face experiences: whether their face-related events occurred, the presence of others, whether their faces were saved or not, whether they saved someone else's faces, daily self-esteem (Heatherton & Polivy, 1991), and daily moods. In addition, participants had answered the trait-level measures of self-esteem (Rosenberg, 1965) and public self-awareness (Feningstein et al, 1975) before the study started. For data analysis, multilevel random coefficient analyses were conducted by using the Hierarchical Linear Model. It was found that the encounter of face-related events had negative effect on participants' daily self-esteem and daily moods. On the other hand, whether participants helped others' face did not influence participants' daily self-esteem but had a positive effect on daily moods. Among those who encountered their face-related events, the presence of others had a negative effect on daily moods and the successful maintenance of one's own-face had positive effects on daily self-esteem and daily moods. In conclusion, we suggest that because Japanese face is ascribed based on the social roles, any face-related events are perceived as a threat and then negatively influence individuals' psychological conditions.

G89

THE EFFECTS OF GAY AND BISEXUAL MEN'S PERCEPTIONS OF THE GAY COMMUNITY ON INVOLVEMENT, IDENTITY, AND WELL-BEING *Richard T. LeBeau, William A. Jellison; Colgate University* – The current study explored the psychological benefits of social and political involvement in the gay community among gay and bisexual men. Previous research has suggested that increased involvement in the gay community is related to a more positive gay identity. However, how gay individuals conceive of a gay community and what attracts them to participate in these communities remains largely unstudied from a psychological perspective. Gay and bisexual male participants, who were recruited through the Internet from various regions in the United States, completed self-report measures of attitudes toward the gay community, community involvement, disclosure strategies, psychological well-being, and open-response items assessing benefits of participating in the gay community. Participants who stated that their involvement in the gay community was due to either maintaining a gay social network (e.g., there is a bond that gay people share) or advocating for gay rights (e.g., creating more visibility) were coded. Results indicated that, compared to gay and bisexual men who reported social benefits, those who reported benefiting through the gay community via activism and advocacy reported significantly more positive attitudes toward the gay community (e.g., collective self-esteem, community consciousness, community importance) and emphasized more positive aspects of the gay community during interactions with their heterosexual counterparts. Further analyses explored factors (e.g., ostracism within the community) that may limit gay and bisexual men's involvement in the gay community. The implications of different types of community involvement on developing a positive gay identity and overall psychological well-being are discussed.

G90

OVULATORY SHIFTS IN ORNAMENTATION: NEAR OVULATION, WOMEN DRESS TO IMPRESS *Mina Mortezaie[1], Martie G. Haselton[1], April Bleske-Rechek[2], Elizabeth G. Pillsworth[1], David A. Frederick[1]; [1]UCLA, [2]University of Wisconsin, Eau Claire* – Humans differ from many other primates in the apparent absence of obvious advertise-

ments of fertility within the ovulatory cycle. Using a sample of 30 partnered women photographed at high and low fertility cycle phases (verified through hormonal assays), we show that readily-observable behaviors - self-grooming and ornamentation - increase during the fertile phase of the menstrual cycle. At above-chance levels, both male (n=17) and female (n=25) judges selected photographs of women in their fertile phase rather than infertile (luteal) phase as "trying to look more attractive" (ps < .001). Further, the closer women were to ovulation when photographed in the fertile window, the more frequently their high fertility photograph was chosen (p < .05). In contrast, there was no association between women's proximity to menstrual onset when their low fertility photograph was taken and judges' selection of their high fertility photograph (ps > .39), thus ruling out premenstrual effects in women's choice of dress as the cause of judges' selections. Women's faces and body scents become subtly more attractive near ovulation (e.g., Roberts et al., 2004; Thornhill et al., 2003). Thus, these findings may indicate that women are sensitive to these changes in themselves and they feel inclined to display their physical attributes though ornamentation; it is also possible that women are advertising their attractiveness to attract a desirable extra-pair mate.

G91

TO BE OR NOT TO BE AMERICAN/GERMAN: NATIONAL IDENTITY THREAT AND CITIZEN-IMMIGRANT RELATIONS *Ruth Ditlmann[1,2], Valerie Purdie-Vaughns[1]; [1]Yale University, [2]University of Konstanz, Germany* – The present research examines how peoples' sense of threat based on national identity undermines citizen-immigrant relations. We conducted a series of experiments comparing American and German citizens' responses to national identity threat. We propose that American national identity is characterized by inclusiveness; foreigners can be accepted by American citizens if they feel a sense of belonging and emotional attachment to the US. In contrast, German national identity is characterized by exclusiveness;foreigners can be accepted by German citizens provided they have ancestral ties to Germany. We predict that American citizens will experience identity threat when an immigrant expresses disinterest in becoming emotionally attached to the United States (e.g., "I became a citizen for practical reasons). Paradoxically, we predict that German citizens will experience identity threat when an immigrant who lacks ancestral ties to Germany expresses emotional attachment to Germany (e.g., I became a citizen because I genuinely feel like I belong here). These predictions yield a 2 (Americans/Germans) x 2 (reasons for obtaining citizenship: practical/genuine) between-subjects design. In these studies, American and German citizens read profiles of a recent immigrant who expressed immigrating for practical/genuine reasons. Our results revealed that American participants were significantly more likely than German participants to derogate the "immigrant" and express in-group favoritism in the practical national identity condition. The prediction for German participants was partly supported. In conclusion, the inclusiveness of a national identity affects who is accepted as a member of that nation and who is threatening to its citizens.

G92

ATTACHMENT AND NEW RELATIONSHIP DEVELOPMENT: INFERRING MEANING FROM COMMUNAL BEHAVIORS *Jennifer Bartz[1,2], John Lydon[2]; [1]Mount Sinai School of Medicine, [2]McGill University* – The outset of a relationship is fraught with uncertainty and people often use social exchange behaviors to diagnose another's interest and commitment (Holmes, 1991). Attachment anxiety is associated with a strong desire for closeness and hyper-vigilance to attachment-related cues, whereas avoidance is associated with the desire to downplay the importance of closeness (Mikulincer & Shaver, 2003). Chronic attachment goals should guide judgments about relationship progress under uncertainty. Participants nominated an acquaintance with whom they hoped to establish a deeper relationship, and visualized a scenario in which the other: (1) offered to lend them class notes (trivial communal behavior); or (2) suggested exchanging phone numbers and being study partners (less ambiguous expression of interest). Significance of the event for relationship progress and attributions (relational vs. situational) for the other's behavior were assessed. Overall, as predicted, participants felt the suggestion to be study partners had greater significance for relationship development; however, anxious individuals inferred greater significance and were less likely to discount the behavior as purely situational in both scenarios. Even in the notes scenario, which involved a relatively trivial communal behavior, anxious individuals inferred meaning. It appears that in the uncertainty inherent at the outset of a relationship, anxious individuals' desire for closeness may lead them to hopefully latch onto even minor events in an effort to diagnose relationship potential. Conversely, avoidant individuals made fewer relational attributions for the other's communal behavior across scenarios, suggesting their desire to minimize the importance of closeness, and pessimistic expectations about others.

G93

IMPORTANCE AS A MODERATOR OF THE DEVELOPMENT OF SHARED BELIEFS *Brad Okdie, Julie Wren, Kim Kochurka, Helen C. Harton; University of Northern Iowa* – Dynamic social impact theory (DSIT; Latané, 1996) suggests that culture may evolve from everyday communication. Four phenomena, or potential "markers" of culture are predicted to emerge from this communication: clustering (spatial clustering of attributes), consolidation (a reduction in minority viewpoints), correlation (associations among previously unrelated responses), and continuing diversity (the persistence of minority opinions). Although DSIT has been supported (e.g., Harton & Bourgeois, 2004), not much is known about which attributes are most likely to cluster, consolidate, and correlate. In this study, we integrated DSIT with the catastrophe theory of attitudes (CTA; Latané & Nowak, 1994), an individual-level theory of attitude change, to suggest that the personal importance of an issue may help explain which elements are most likely to self-organize and define a "culture". 260 participants gave their attitudes and importance ratings for 18 items. Participants then chatted anonymously over the computer with four other participants in a linked, 24-person geometry for 24 minutes about eight of the topics (4 min. each) and gave their attitudes again. As expected, discussed, but not non-discussed issues clustered, consolidated, and correlated, and these effects were moderated by importance. Low importance issues showed the greatest increases in clustering. High importance issues showed greater increases in consolidation, and medium importance issues showed greater increases in correlation. These findings provide further support for DSIT and CTA and their integration. By affecting how and when attitudes change, importance may help explain the content of a culture, independent of amount of communication.

G94

SEX, SMOKE, AND THE CITY: EXPOSURE TO SMOKING IN A TELEVISION SHOW INFLUENCES WOMEN'S IMPLICIT AND EXPLICIT PERCEPTIONS OF SMOKING AND THEIR INTENTIONS TO SMOKE. *Sonya Dal Cin, Mark P. Zanna, Geoffrey T. Fong; University of Waterloo* – Recent survey research suggests that smoking in movies promotes smoking behaviour among youth and young adults. However, there have been few experimental studies to support these findings. Furthermore, relatively little attention has been paid to the psychological consequences of exposure to on-screen smoking and the processes that may underlie the effects. In the present experiment, we hypothesized that even brief depictions of smoking on television result in less negativity toward smoking for both smokers and nonsmokers, and that these effects may well be outside viewers' awareness. We randomly assigned 99 undergraduate women to view a television show (Sex and the City) in which the female protagonist either did or did not smoke. Viewers then reported how transported (Green & Brock, 2000) they were by the show, their impressions of the character, and (in

an ostensibly unrelated study) their intentions to smoke, beliefs about smoking, and estimates of smoking prevalence. Viewers also completed a computer-based Implicit Associates Task to determine how much they identified with smoking. Viewing the smoking clip resulted in less negative beliefs about smoking, increased estimates of smoking prevalence, increased intentions to smoke, and increased implicit identification with smoking. These results demonstrate that the psychological effects of exposure to media smoking may be subtle but pervasive (nonsmokers were as affected as smokers) and may occur outside viewers' awareness. Results are discussed in terms of their implications for research and theory in the area of narrative influence, as well as their potential relation to women's smoking behaviour.

G95

GOING BEYOND TERROR MANAGEMENT: EVIDENCE THAT THREATS TO ONE'S SENSE OF MEANING ALSO PRODUCE WORLDVIEW DEFENSE. *Steven J. Heine[1], Michael Mackay[1,2], Nao Akieda[1]; [1]University of British Columbia, [2]York University* – Terror Management Theory (see Solomon, Pyszczynski, Greenberg, 2000 for a review) suggests worldview defense occurs solely after thoughts of death. The present research examined whether threats outside the domain of death can also lead to worldview defense. Specifically, the study examined whether participants whose global sense of meaning was threatened would defend their worldviews by acting especially punitively towards a prostitute (an out-group member). Participants (N=90) first completed a pre-questionnaire assessing their attitudes towards prostitution and were then assigned to meaninglessness salience, death salience or control conditions. Participants then acted as judges and set bail in a hypothetical court case involving a woman arrested for prostitution. Lastly, participants filled out a series of word fragments that implicitly assessed the accessibility of death- and meaning-related thoughts. Results show that in both meaninglessness salience and death salience conditions, participants with strong anti-prostitution attitudes set significantly higher amounts of bail for the prostitute (were therefore more punitive) compared to the control condition. No effects were found with the death- or meaning-related word fragments. The findings present evidence that global threats to meaning are just as effective as thoughts of death in producing worldview defense. Results are discussed in light of the Meaning Maintenance Model and future research directions are presented.

G96

CORRELATIONS OF COLLECTIVISM/INDIVIDUALISM WITH BRAIN ACTIVITY ACROSS CULTURES *Sarah Ketay[1], Trey Hedden[2], Arthur Aron[1], John Gabrieli[2], Hazel Markus[2]; [1]Stony Brook University, [2]Stanford University* – Previous research demonstrates that approaches to cognition and reasoning vary across cultures. People from collectivist cultures tend to respond to stimuli more relationally than those from individualist cultures. We used functional magnetic resonance imaging (fMRI) to examine correlations of individualism/collectivism scale scores with brain activity during semantic and perceptual tasks for East Asian (collectivist) and European American (individualist) participants. During a framed-line task adapted from Kitayama et al. (2003), a box with a line down the middle was presented to participants. Using the one-back method, they compared the length of the line to the one seen previously (absolute condition). During alternate blocks, participants decided if the box/line combination was the same relative size as the one seen previously (relative condition). For the absolute-minus-relative contrast, activity in the anterior cingulate was correlated with scores on self-reliance (a subscale of individualism) negatively for Asian participants and positively for American participants. The anterior cingulate is a region often associated with working memory. In another part of the study, participants viewed stimuli adapted from Ji et al. (2004) in which three words are presented on the screen, two of which are in the same category and two share a relationship. In some blocks, participants were instructed to select the two words that were related; in others, to select the two in the same category. Correlations with brain activity for this task also showed patterns of correlations with scale scores. Implications will be discussed.

G97

EMOTIONAL CUES AND DECISION MAKING: EFFECTS OF POSITIVE AND NEGATIVE FACIAL EXPRESSION ON RISKY CHOICES *Jennifer Trujillo, Martin Paulus, Piotr Winkielman; UC San Diego* – This project explores effects of emotional cues on decision. Previous work with emotional induction in humans has shown different effects for specific negative emotions, presumably due to activation of certainty appraisals. In contrast, experiments that have used exposure to emotional stimuli view subsequent decisions as approach—withdrawal behaviors. The present study examines how people's decisions change in response to exposure to others' expressions. Two experiments were employed to ascertain effects on risky behavior. Negative facial expressions prior to decision trials in both experiments decreased the likelihood of a risky choice compared to positive facial expressions. Emotional exposure to both fear and anger resulted in the same risk-averse behaviors, presumably due to a general activation of an avoidance system.

G98

HOSTILE/AGGRESSIVE AFFECT AMONG TARGETS OF PREJUDICE: THE ROLE OF EXPOSURE TO PREJUDICE AND ETHNIC GROUP MEMBERSHIP *Wendy J. Quinton[1,2], Tim Quoc Nguyen[3], Jared Cardoza[3]; [1]University at Buffalo, [2]The State University of New York, [3]California State University, Long Beach* – Whereas a great deal of research has focused on the relationship between exposure to prejudice and psychological well-being, very little work has investigated the relationship between being a target of prejudice and aggression-related variables. The present research examined the relationship between exposure to prejudice and ethnic group membership on hostile/aggressive affect. In a laboratory setting, members of an ethnic minority group (Latinos, N = 59) and members of the ethnic majority group (European Americans, N = 55) received negative performance feedback from a cross-race evaluator on an ability task. Exposure to prejudice was manipulated via one of three comments made by the evaluator: (1) a non-prejudiced comment, (2) an ambiguously prejudiced comment, or (3) a blatantly prejudiced comment. After receiving their performance feedback, participants completed a 32-item measure assessing hostile/aggressive affect. Analyses revealed that exposure to prejudice significantly interacted with ethnic group membership to predict hostile/aggressive affect. Among Latinos, hostile/aggressive affect was significantly higher in the blatant prejudice condition than the no prejudice condition. In addition, hostile/aggressive affect was marginally higher among Latinos in the blatant prejudice condition than the ambiguous prejudice condition. Among European Americans, no significant differences in hostile/aggressive affect emerged as a function of exposure to prejudice. These findings suggest that greater exposure to prejudice does induce greater aggression-related feelings but only among members of ethnic minority groups, who have a history of stigmatization. Consequently, this work highlights group status as an important moderator in the psychological study of targets of prejudice.

G99

AN EXPLORATION OF THE AESTHETIC MOMENT AND THE PERCEPTION OF BEAUTY. *Troy Chenier[1], Piotr Winkielman[1], Bruce W. A. Whittlesea[2]; [1]UCSD, [2]SFU* – The studies presented in this poster examine the mechanisms of positive affective experience, including the aesthetic moment of beauty. The theoretical ideas underlying this research were derived from latest developments on the impact of changes in processing dynamics on affect according to which the aesthetic moment (i.e. beauty) resides in the unexpected apprehension of a clear-cut and impressive perceptual configuration. In the effort to elicit a strong aesthetic experience, the studies relied on a complex and involving dynamic stimulus. Additionally, rather than simply inquiring about liking and pleasantness, which are indicative of mild aesthetic experi-

ences, participants were asked to judge beauty per se, which is indicative of a more intense aesthetic moment. Using a dynamic, variegated graphical display, then, the clarity and impressiveness with which patterns emerge from the display was manipulated, and the influence of this manipulation on the perceived beauty of these patterns was assessed. It was found that patterns that emerge in the most clear-cut and impressive fashion were also those that were deemed to be the most beautiful. It was concluded that a fundamental characteristic of the aesthetic moment resides in the apprehension of a clear-cut and impressive perceptual configuration. The results are discussed in relation to social cognitive theories of liking, preference development, and beauty.

G100

PSYCHOLOGICAL AND PHYSIOLOGICAL RESPONSES TO REJECTION: THE MODERATING ROLE OF SELF-ESTEEM *Maire Ford, Nancy Collins; University of California, Santa Barbara* – The focus of this study is on an individual's cognitive, emotional and physiological responses to rejection. Specifically, we investigated how self-esteem might influence the way an individual responds to a social threat, such as rejection. We hypothesized that relative to individuals who are high in self-esteem, individuals who are low in self-esteem would be more vulnerable to the threat of rejection and would respond to rejection in a variety of harmful ways. Specifically, we hypothesized that following rejection they would experience increases in the stress hormone, cortisol, as well as increases in a variety of harmful cognitions and emotions, such as perceptions of threat, emotion-focused rumination, and negative ratings of the self and the other participant. An experimental method was used to examine cortisol reactivity by manipulating rejection of the participant by a false other participant and measuring his/her responses to rejection. We measured several cognitive and emotional responses both before and after the rejection. Additionally we measured salivary cortisol across five time points (2 baseline measures, a post-manipulation measure and two recovery measures). This allowed us to examine differences in individuals' responses to a rejecting situation versus a non-rejecting situation. Analyses of the data supported our hypotheses. Overall, individuals who are low in self-esteem appear to be more vulnerable to the threat of rejection, as evidenced by changes in a variety of cognitive, emotional and physiological responses. In contrast, individuals with high self-esteem are buffered from the detrimental physiological and psychological effects of a rejecting situation.

G101

IMPROVING THE CORRELATION BETWEEN THE IAT AND ALCOHOL USE WITH APPROACH-AVOID ATTRIBUTE CATEGORIES *Brian D. Ostafin, Anthony G. Greenwald, Joshua P. Stabbert, Alicia Geurts; University of Washington* – Although most implicit measures of stimulus-affect associations utilize valence (positive-negative) stimuli, other dimensions of affect may also predict behavior. This study utilized the IAT to examine whether alcohol behavior (e.g., frequency, binges, alcohol problems) would be best predicted by valence, arousal (stimulated-sedated), or action dispositions (approach-avoid). The majority of the 74 college participants were female (n=46) and self-identified as White (n=41) and Asian/Pacific Islander (n=21). Mean age was 19.82 years (SD=2.23). Twenty-one participants reported at least one binge episode/week. Participants were run in either a neutral (n=41) or a simulated bar (n=33) laboratory. Participants completed six IATs and self-report items of alcohol-affect associations and past-month alcohol behavior. As the internal reliabilities for both self-report measures were high, an aggregate score was created for each. The target categories for all IATs consisted of beer and water pictures. The attribute categories differed across IATs and consisted of the three affect dimensions represented by picture or word stimuli (i.e., valence/picture, valence/word, arousal/picture, arousal/word, action/picture, action/word). Presentation order of the six IATs was counterbalanced, as was presentation of the congruent/incongruent combination block first. Meta-analyses indicated that the IATs were correlated with alcohol behavior (r=.18, p=.03) and explicit alcohol-affect (r=.16, p=.03). Three IATs (valence/picture, arousal/word, action/word) that individually predicted alcohol behavior at α=.05 were entered simultaneously in regression analyses on alcohol behavior and explicit alcohol-affect. Only the action/word IAT predicted unique variance of alcohol behavior (Beta=.24, p=.04) and explicit alcohol-affect (Beta=.26, p=.03). Presentation order, congruent/incongruent block order, and laboratory setting did not influence the results.

G102

IMPLICIT RACIAL BIAS PREDICTS CARDIOVASCULAR REACTIVITY IN CROSS RACE INTERACTIONS *Shannon McCoy[1], Wendy Mendes[2], Brenda Major[3], Jim Blascovich[3]; [1]University of California, San Francisco, [2]Harvard, [3]University of California, Santa Barbara* – Many theories of prejudice suggest that racial bias arises from discomfort, fear, and anxiety in the presence of the outgroup. In the current research, we examined whether implicit racial bias predicts a cardiovascular pattern of threat (increased vasoconstriction and ventricular contractility, decreased cardiac output) in cross race interactions. We hypothesized that, among White students, implicit racial bias against Blacks would predict a threat pattern of cardiovascular reactivity when delivering a speech to a Black, but not White, partner. Black and White participants briefly met a same or cross race interaction partner (confederate) in the hallway prior to being isolated in separate rooms. Participants then delivered a speech over an intercom (ostensibly to their partner) during which cardiovascular responses were recorded. All participants completed the race IAT (Greenwald, McGhee, & Schwartz, 1998) on a different day in a different laboratory. Even with such minimal contact, the higher White participants were in implicit racial bias the more they exhibited a cardiovascular pattern of threat when their speech partner was Black. In contrast, the IAT tended to predict a challenge response (decreased vasoconstriction, increased ventricular contractility and cardiac output) among White students with a same race partner. For Black participants, the IAT tended to predict a challenge response when the partner was White, and did not predict cardiovascular responses with a same race partner. The applied implications of these data for the physical wellbeing of the prejudiced, as well as, the theoretical implications of these data for threat models of prejudice are discussed.

G103

DIALECTICISM AND EMOTION: CULTURAL DIFFERENCES IN EMOTIONAL COMPLEXITY DURING INTERACTION WITH A ROMANTIC PARTNER *Belinda Campos[1], Michelle N. Shiota[2], Gian C. Gonzaga[1], Dacher Keltner[2], Kaiping Peng[2]; [1]University of California, Los Angeles, [2]University of California, Berkeley* – Studies suggest that emotional complexity, the simultaneous experience of positive and negative emotion, is a fairly unusual occurrence in United States samples. We propose that cultural beliefs about the nature of knowledge contribute to cultural differences in the experience of emotional complexity. Specifically, we propose that naïve dialecticism, a folk epistemology emphasizing contradiction, change, and holism characteristic of several East Asian cultures, facilitates complexity of emotional experience relative to Western, linear epistemology. In the present study, 24 Asian-American and 26 European-American dating couples each engaged in four structured interactions: (1) each partner teased the other, using a "nickname" paradigm; (2) each partner shared a non-relationship current concern; (3) each partner discussed a previous romantic relationship; and (4) joint discussion of the couple's first date. Participants reported on their own experience of several emotions after each "turn" in the interaction. Within each cultural group, the correlations between two context-appropriate but opposite-valence emotions were calculated for each conversation. The following emotion pairs were negatively correlated among European-American partners, but positively correlated among Asian-American partners, with statistically significant differences between correlations in

the two cultural groups: contempt vs. sympathy during the Current Concern conversation; contempt vs. love during the First Date conversation; and shame vs. pride during the Teasing conversation (males only). Thus, whereas European-American participants tended to report experiencing only one of two "opposing" context-appropriate emotions, Asian-American participants tended to report both, or neither. Implications for theories of cultural differences in epistemology, and for theories of emotional complexity, are discussed.

G104

GENDER DIFFERENCES IN THE MOTIVATED USE OF LANGUAGE AND DESIRE TO SELF-DISCLOSE. *Mathew Curtis; University of Southern California* – Two studies are reported that examine the links between self-disclosure and language abstraction. In both studies participants were asked to indicate questions they would like to ask another person and questions they would like to be asked by another person. Study 1 a correlational study demonstrated a relationship between a person's disposition to self-disclose and language abstraction. Additionally, a gender difference was shown to exist within this relationship. Males who were high in self-disclosure were shown to use more concrete language, whereas males low in self-disclosure used more abstract language. Conversely females high in self-disclosure preferred abstract language and females low in self-disclosure preferred concrete language. Study 2 employed an experimental manipulation designed to increase or decrease self-disclosure. Participants were instructed to imagine they were talking with a friend (high self-disclosure) or a stranger (low self-disclosure). The results of Study 2 replicated the results of Study 1. Males and females again differed in the nature of the relationship between language abstraction and self-disclosure. Study 2 also examined how language use differed if the conversation topic was intimate (e.g. romantic partner) vs. non-intimate (e.g. favorite food). Results revealed a difference in language abstraction dependent on the intimacy of conversation topic and that this difference was moderated by gender. Suggestions for future research in the relationship of language abstraction and self-disclosure and the implications these have for the study of language are discussed.

G105

AGE AND SEX MODERATE RELATIONSHIP BETWEEN PHYSIOLOGICAL "LINKAGE" AND TRAJECTORY OF MARITAL SATISFACTION *Michelle N. Shiota, Robert W. Levenson; University of California, Berkeley* – Although most emotion systems show little change throughout adulthood, autonomic nervous system (ANS) arousal is one component of emotional reactivity that diminishes in late life. Cross-sectional research has found that greater linkage of ANS arousal during marital conflict (roughly speaking, the degree of correlation between partners' arousal levels over the course of the conflict) is associated with lower marital satisfaction in young couples. However, late-life changes in emotional ANS reactivity may have implications for this relationship. Also, the possibility that linkage has different implications for husbands' and wives' marital satisfaction is yet to be explored. The present study assessed the relationship between physiological linkage and trajectories of marital satisfaction in long-term married couples, half of whom began the study in middle-age (40-50 years), and half in late life (60-70 years). At Time 1, couples engaged in three structured conversations while ANS physiology was continuously monitored: (1) events of the day; (2) an area of marital conflict; and (3) a pleasant topic. Marital satisfaction was assessed at Time 1, 6 years later, and 12 years later. Among middle-aged husbands, greater linkage during the "conflict" conversation was significantly associated with more negative marital satisfaction trajectories over the course of the study. This relationship was not observed in older husbands, or in wives of either age group, with correlations in these samples significantly less negative than among middle-aged husbands. Implications for our understanding of aging and emotion, gender and marital satisfaction, and the nature of physiological linkage are discussed.

G106

THE ROLE OF COLOR PREFERENCES IN IAT RACE PREFERENCE *Aaron Smith-McLallen[1], Blair T. Johnson[2], John F. Dovidio[2], Adam R. Pearson[2]; [1]Annenberg School, [2]University of Connecticut* – Several studies have examined potential explanations for category preferences as measured by the IAT in general (e.g., Rudman, Greenwald, Mellott, & Schwartz, 1999). Familiarity with the Black and White names used as IAT stimuli, for example, influences IAT responses but does not explain race IAT effects. In contrast to previous studies that have examined methodological factors that might account, at least in part, for IAT effects, the present research examined the effect of associations with the colors black and white as a potential contributor to race preferences. Three studies examined the contribution of differential evaluative associations with the colors black and (Frank & Gilovich, 1988) to race IAT scores among White participants. In study 3 we also consider early childhood experience (Rudman, 2004) as a potential contributor to race IAT effects. In addition to replicating race IAT findings using both names and faces as stimuli, participants demonstrated strong preferences for the color white over the color black. Although color preferences predicted race IAT scores, they did not entirely explain IAT race preferences. Whites' preference for Whites over Blacks controlling for color preferences, remained significant. In addition to their color preferences, White participants' early experiences with Blacks also contributed to the prediction of race IAT scores. Across all studies results indicated that although race IAT procedures are in part comprised of more general preferences for the color white, they mostly reflect implicit race preferences. Methodological implications for race IAT procedures as well as theoretical implications for stereotype formation are discussed.

G107

TO SEEK OR NOT TO SEEK, BUT THE QUESTION IS WHY? AN ATTACHMENT APPROACH TO SUPPORT SEEKING BEHAVIOR *Heidi Kane, AnaMarie Guichard, Maire Ford, Nancy L. Collins; University of California, Santa Barbara* – Under stress, individuals often seek social support, and often a primary source of support is an individual's spouse. However, not everyone seeks support from their spouse. This study investigates the individual differences that influence people's decision to seek or not seek support in the context of a stressful laboratory task. A model relating chronic working models of attachment, relationship specific support expectations/motivations, and support seeking behavior was investigated in a laboratory study of 94 married couples. Results revealed that relationship specific motivations to seek and not seek support were related to chronic attachment style in theoretically meaningful ways and that relative to insecure individuals, secure individuals had more positive expectations of support from their spouse. In addition, chronic attachment style predicted differences in support seeking behavior and in perceptions of support after exposing one member of the couple to a stressful laboratory situation (a speech task). Relative to insecure individuals, secure individuals desired to wait with their partners more while preparing for the stressful task. Chronic attachment style was also associated with the reasons participants gave for choosing to wait or not wait with their partners during preparation. Support expectations/motivations were investigated as possible mediators of the association between chronic attachment style and support seeking behavior. Overall, results suggest that secure individuals are more willing to seek social support from their spouse in part because they have more adaptive motivations for seeking support and more positive expectations regarding the likely responsiveness and supportiveness of their spouse.

G108

EGO-IRRELEVANCE: THE COSTS OF SUPPRESSING THE SELF DURING SELF-CONTROL *Leonard Martin, Steve Shirk; University of Georgia* – When individuals control their own behavior (e.g., diet), they have to treat certain aspects of their feelings (e.g., hunger) as irrelevant. We explored the possibility that designating feelings as irrelevant in this

way can decrease the likelihood individuals will consult their personal values in a subsequent preference task. We had participants rate themselves in terms of a series of traits (e.g., honest, boring) then eat a cookie (baseline) or a radish (self-control condition). Next, we presented participants with restaurants described in terms of the traits of the individuals who ate there. An outgoing person would prefer eating at a restaurant with outgoing as compared to quiet people – unless he or she were not consulting the self while generating that preference. As expected, participants' self-ratings were better predictors of the restaurant ratings among participants who ate a cookie than among participants who ate a radish. Apparently, in their efforts to succeed at eating the radish, participants not only suppressed their specific preference for a cookie, but made a more general decision to disregard their personal preferences. After all, these preferences were irrelevant, even detrimental, to them under the circumstances. The decision, however, had negative consequences on a subsequent task. More generally, the results suggest that some forms of self-regulation can lead individuals to treat their personal values as irrelevant and this may lead to non-optimal self-regulation.

G109

CHANGING EXPLICIT AND IMPLICIT BELIEFS: THE EFFECTS OF A MULTICULTURAL PSYCHOLOGY COURSE AND COUNTER-STEREOTYPE TRAINING *Jennifer S Hunt, Brian E Armenta, April L Seifert; University of Nebraska, Lincoln* – We examined changes in explicit and implicit beliefs and attitudes about ethnic minority groups as a function of two forms of training: a multicultural psychology course and counter-stereotype training. Participants were students enrolled in psychology of racism and personality psychology courses. Both groups completed several measures of attitudes and beliefs about ethnic minority groups, as well as individual difference measures, during the first and last week of class. They also completed computerized lexical decision tasks (LDTs) that measured cognitive associations between African Americans and common stereotypes for that group (e.g., aggressive). Halfway through the course, participants in the counter-stereotype training condition engaged in a training LDT in which they had to provide responses that were inconsistent with the stereotype for African Americans (e.g., aggressive is NOT associated with African Americans). Repeated-measures ANOVAs indicated that participation in the psychology of racism course significantly increased support for public policies benefiting ethnic minorities and beliefs that ethnic minorities experience discrimination. Participation in the course also improved overall attitudes toward African Americans, but only for students who were low in social dominance orientation (SDO). The counter-stereotype training did not influence explicit beliefs or attitudes. Analyses of the effects of both forms of training on implicit stereotypes currently are being conducted. These findings suggest that participating in a multicultural psychology course can improve some explicit beliefs about ethnic minorities, although its effectiveness may depend on individual differences like SDO.

G110

TRIPLE JEOPARDY: EXPLORING HOW PEOPLE PERCEIVE RACE, CLASS AND SEXUAL ORIENTATION IDENTITIES *Nicolle Quintero[1], Ruth Ditlmann[1,2], Daisy Grewal[1], Valerie Purdie-Vaughns[1]; [1]Yale University, [2]University of Konstanz, Germany* – This research investigates how people perceive those who are stigmatized on multiple dimensions. Specifically, we explore how people perceive male and female individuals who vary based on race (Black vs. White), class (high SES vs. low SES) and sexual orientation (homosexual vs. heterosexual). Past research shows that competence and warmth are two dimensions for which the contents of stereotypes vary (Fiske, et. al., 2002). For instance, wealthy individuals are perceived as high in competence but low in warmth. Less clear, however, is how multiple stereotypes combine from the perceiver's perspective. We hypothesized, that the interaction of three stereotypes has different effects on perception along two dimensions: warmth and competence. In a 2 (class: rich/ poor) x 2 (race: Black /White) x 2 (sexual orientation: homosexual/heterosexual) between subjects design we presented ostensible internet profiles to participants in which the three identities were varied systematically. Participants rated the profiles on warmth and competence scales. Our results reveal a significant main effect for class on competence. People rated all of the high SES profiles as more competent than the low SES profiles. Our results also reveal a significant three-way interaction on warmth ratings. Black-high-SES-homosexual profiles were rated more warmly than Black-low-SES-homosexual profiles, as well as, all other combinations of profiles. A second study that varied profiles of women based on the same identities revealed different patterns. Our research suggests, that the same combination of identities can have different effects on both, warmth and competence and that combined identities interact differently on each dimension.

G111

THE GAMBLER'S FALLACY AND NON-BINARY OUTCOMES: IS PROXIMITY A FACTOR? *Natalie Fedotova[1], Daniel Oppenheimer[2]; [1]University of Pennsylvania, [2]Princeton University* – The gambler's fallacy (Tune, 1965) refers to people's tendency to think that streaks in random sequences are more likely to end than change would dictate. However, previous investigations have primarily considered binary outcomes (e.g. coin flips). We investigated whether proximity to the desired outcome in non-binary random sequences similarly affects judgment. Participants were presented with a sequence of randomly generated numbers between 0 and 100 and "won" on an outcome of 90-100. Within this random series, sequences of seven numbers were imbedded; these numbers were either close to the winning numbers (80-90, high), very far from the winning numbers (0-10, low), or somewhere in the middle (45-55, mid). Before each trial, participants could place bets that they would win. Participants bet the most after witnessing a sequence of high, near-miss numbers ($x = 16.05$), less after a sequence of mid numbers ($x = 14.11$), and the least after a streak of low numbers ($x = 12.80$); these differences were reliable at $p < .01$. The results show that proximity to the desired outcome affects probability judgment of random events. Consistent with the predictions of the gambler's fallacy, when a streak of outcomes is close to the desired outcome, participants overestimate the probability of their desired outcome appearing next and increase bet size. Conversely, (and contrasting with the predictions of the gambler's fallacy) when the sequence of outcomes if further away, the bet size decreases. Implications for the study of probabilistic reasoning are discussed.

G112

EVALUATION CHANGE OF NEUTRAL OBJECTS IN AFFECT MISATTRIBUTION *Nathan Arbuckle[1], Keith Payne[1,2]; [1]The Ohio State University, [2]University of North Carolina* – Two studies using the Affect Misattribution Procedure (AMP; Payne et al. 2005) demonstrated that affect misattribution changes perceivers' evaluations of initially neutral targets. The AMP is an implicit measure in which participants are asked to rate ambiguous targets that follow affect laden primes as either pleasant or unpleasant; evaluations of the primes are inferred from target ratings. Initial findings demonstrated that the AMP is resistant to correction despite the fact that the primes are presented supraliminally and participants are warned that the primes may influence them. These studies tested the hypothesis that the lack of correction is due to a change in the participants' liking for the stimuli. In study 1, participants completed either the standard AMP or a version of the AMP which had a no-opinion response option. Results showed that there was no difference in AMP scores between these two groups, indicating that participants' responses reflect their actual liking for the target of the misattributed affect. In study 2 participants first completed the standard AMP, and then rated the same targets without any primes preceding them. Results showed that while initial target ratings were influenced by primes, there was no relationship between these ratings and the subsequent ratings of the same targets without primes. This indicates that any change in liking for

the target is not long lasting. These studies show that this type of misattribution results in a brief change in the perceivers' liking of the target, which explains why participants do not correct on the AMP.

G113

THE BRIEF IAT: SETTING SALIENCE ASYMMETRY ASIDE *N Sriram[1,2], Anthony Greenwald[2]; [1]University of Virginia, [2]University of Washington* – Since its introduction in 1998, the Implicit Association Test (IAT) has found widespread application in social psychological research (Nosek, Greenwald, & Banaji, in press). In the IAT, subjects associate stimuli from each of four categories with one of two responses. In the Brief IAT , subjects focus on stimuli from two categories that are responded to with a "match" response key. Stimuli from other, non-focal categories are responded to with a "mismatch" key. The usual IAT consists of about 200 trials, distributed across seven blocks. The Brief IAT consists of 40 trials distributed across two blocks. The Brief IAT format enables assessment of an increased number of association strengths within a single study session. Results from five experiments indicate that the Brief IAT is internally consistent, externally valid, and resistant to practice and order effects. In direct opposition to the salience asymmetry interpretation of the IAT (Rothermund & Wentura, 2004), these experiments show that measurement is superior when subjects focus on "Good" rather than "Bad" for implicit attitude and "Self" rather than "Other" for implicit identity. Nosek, B. A., Greenwald, A. G., & Banaji, M. R. (in press). The Implicit Association Test at age 7: A methodological and conceptual review. In J. A. Bargh (Ed.), Automatic Processes in Social Thinking and Behavior. Psychology Press.

G114

IT IS BETTER TO GIVE THAN TO RECEIVE--BUT ONLY FOR THE INSECURELY ATTACHED. ATTACHMENT ORIENTATION AS A MODERATOR OF SUPPORTIVE EQUITY AND NEGATIVE AFFECT. *Kathrin Milbury, Amy Canevello; University of Houston, Houston, TX* – Consistent with equity theory, researchers have demonstrated that equitable reciprocity of social support is linked to well-being. That is, greater well-being results when the amount of support one gives to one's partner is equitable to the amount of support one receives from the partner. However, some individuals, namely those with insecure attachment orientations, may be happier when experiencing supportive inequity rather than equity. Because individuals higher in insecure attachment tend to foster negative self views, they may need to "over-reciprocate" received social support in order to feel needed and competent. Thus, it is hypothesized that those with insecure attachment orientations experience less negative affect when under-benefited in social support. Consistent with the hypothesis, results from 198 undergraduates revealed that, for both those higher in attachment anxiety and those higher in avoidance, under-benefiting in a romantic relationship was related to lower negative affect. Additionally, for these individuals, over-benefiting from the relationship resulted in increased negative affect. In contrast, more secure individuals experienced lower negative affect when over-benefiting or when social support was high and equitable. Individuals low in avoidance reported the least amount of negative affect when providing and receiving high and equitable amounts of support compared to low and equitable amounts of support, under-benefiting and over-benefiting. These findings suggest that whether equity in social support predicts negative affect depends on one's attachment orientation.

G115

DIRECT EVIDENCE FOR THE PRIMACY OF SKIN TONE IN CHILDREN'S RACIAL CLASSIFICATIONS *Chuck Tate, Khaya Clark; University of Oregon, Oregon Center for Applied Science* – Research on how adults and children categorize 'race' has assumed that all perceivers either focus on (a) skin tone only or (b) a combination of phenotypic features (such as nose size, lip size, and hair texture, in addition to skin tone) to classify people into 'races.' These competing assumptions result in the construction of stimuli that differ either on skin tone only (keeping other features constant) or on all phenotypic dimensions simultaneously. Thus, virtually no research has demonstrated which focus perceivers actually use. The present study was designed to directly demonstrate which focus perceivers use when making racial classifications. Children (ages 5-8 years) completed a classification activity in which they sorted pictures of faces into groups that they believed were similar. Key features associated with racial categories (i.e., skin tone, lip size, and nose size) were crossed over a set of presented pictures. Results show unambiguously that most children (72%) use skin tone as the primary categorization focus (across other phenotypic features). Accordingly, most children do not focus on a combination of phenotypic features to make racial groupings. Moreover, the use of skin tone as a grouping dimension was not related to either the age or racial identity of the children. These results do not address the possibility that adult perceivers might focus on a combination of phenotypic features to make racial classifications. Nonetheless, it appears that adult perceivers' racial classifications initially develop with a focus on skin tone.

G116

GENDER DIFFERENCES IN EXPLICIT AND IMPLICIT RISK ATTITUDES: A SOCIALLY FACILITATED PHENOMENON *Do-Yeong Kim[1], Richard Ronay[2]; [1]Ajou University, South Korea, [2]Macquarie University, Australia* – Males participate in higher risk sports, riskier driving, are involved in more road accidents, higher road fatalities, and are over three and a half times more likely to die from all accidental causes than are females. Being male places one in the highest risk demographic for early mortality in developed countries. While experimental data supports the notion that males are greater risk-takers than females, the differences are surprisingly small in comparison to real life statistics. For instance, in a meta-analysis of studies that examined gender differences in risk-attitudes and behaviours, Byrnes et al (1999) reported only modest effect sizes. The present study (a) examined the question of whether gender differences in hypothetical risk decisions might be socially facilitated by the presence of gender-homogenous groups and (b) investigated the conscious and non-conscious motivators of risk-taking through the application of both explicit and implicit measures of risk attitude. Using hypothetical choice dilemma items, no gender difference was found at an individual level, however, when placed in groups, males expressed a stronger pro-risk position than females. While males self-reported a stronger pro-risk position than did females on two explicit measures of risk-attitude, no gender differences were found on two parallel implicit measures. However, a newly developed implicit measure of risk attitude (IRT) showed its utility in the form of convergent, predictive and incremental validity with respect to a behavioural outcome.

G117

AMERICA REFRAMED: SEARCHING FOR A POSITIVE IDENTITY IN AN INTERDEPENDENT WORLD *MarYam Hamedani, Hazel Markus; Stanford University* – The U.S. emerged from the Cold War as the world's lone hyperpower- a strong leader and model nation. Yet, anti-American sentiment is markedly on the rise (Pew Center, 2005). Many Americans feel ambivalent about the U.S.'s role in the world and their own American identity: America is strong, but is it good? We ask how American identity might be reframed. In two studies, participants evaluate how they feel following exposure to two contrasting framings of American identity: the typical framing, America as an independent global leader (GL), or another, describing America not as a leader, but as an interdependent partner in the global community (GP). Using a meaning analysis framework (Lakoff, 2004; Osgood, Suci, & Tannenbaum, 1957), two studies compare how the GL and GP framings of American identity affect Americans' feelings about themselves. Study 1 demonstrates that the speeches elicit different meaning profiles. In study 1, following an America as GL speech, participants feel strong, but not good or active. Following an America as GP speech, participants feel good, but not strong or active. A second study, using response latency to index comfort

in self-description, supports these findings and suggests that Americans with different ethnic identities are differentially affected by these framings. Most notably, European Americans were much slower and seemingly less comfortable than Asian Americans to describe themselves in the GL condition. These results, gathered in a "blue state context," suggest that if a positive American identity is the goal, then currently neither frame leads Americans to feel good, strong, and active.

G118

WHY DIFFERENT GROUPS VIEW ONE ANOTHER DIFFERENTLY: EVIDENCE FROM A NATIONAL SAMPLE OF EUROPEAN AMERICANS, AFRICAN AMERICANS, AND ASIAN AMERICANS *Catherine A. Cottrell[1], Steven L. Neuberg[2]; [1]University of Florida, [2]Arizona State University* – Do members of differing groups feel and think about each other in qualitatively different ways? If so, how can we account for this diversity? According to a sociofunctional approach (Cottrell & Neuberg, 2005), individuals are attuned to specific threats to ingroup resources and social structures, and these threats evoke functionally distinct emotions. Because of qualitatively distinct historical and contemporary interdependencies among different groups, and the different patterns of threat these groups are therefore perceived as affording one another, patterns of intergroup emotion should depend greatly on the particular groups involved. To test this hypothesis, we asked a national sample of 940 European American, African American, and Asian American respondents to report the emotional responses and perceived threats they associate with European Americans, African Americans, or Asian Americans. Replicating previous research on college samples, respondents reported different profiles of discrete emotions and threats toward different target groups, and the specific threats associated with different groups systematically predicted the discrete emotions evoked by the groups. And consistent with our focal hypothesis, the specific configurations of respondent group and target group affected threat and emotion profiles. For example, European American and Asian American respondents viewed African Americans in similar ways, whereas African American and Asian American respondents viewed European Americans in distinct ways. In all, a sociofunctional approach, as compared to alternative explanations based on group differences in relative minority status or wealth in society, better accounts for these findings about the prejudices associated with different configurations of perceiver and target groups.

G119

SELF-CONCEPT STABILITY ACROSS RELATIONAL OTHERS AND SELF-ESTEEM: A TRAIT-SPECIFIC ANALYSES *Takuya Yoshida; The Graduate School of Education and Human Development, Nagoya University* – Studies on self-concept differentiation have proven that the instability of self-concept would lead to psychological maladjustment. While most studies have viewed personality as a global concept of an individual, relatively little work has been done to probe into its stability, especially from a relational perspective. From the perspective of social desirability, those with a desirable personality can be themselves, and still attain self-esteem from others, while those with socially undesirable traits may be required to change the way they present themselves to others, in order to gain their acceptance. In this study, it was hypothesized that desirable traits would be negatively correlated to personality stability. A survey was conducted on 263 Japanese university students (60 males and 203 females). Personality was measured on a scale based on a five-factor model, and participants were asked to self-report on their traits, varying relational others. Results showed that four personality factors correlated with stability: the more extroverted, emotionally stable, open to experience, and agreeable the individual was, the more they tended to be stable throughout relational targets. In particular, the stability of the extroversion factor correlated negatively with self-esteem. Contrary to predictions, however, emotional stability was positively related to self-esteem. This implies that high self-esteem individuals would selectively express one's negative affect to particular others. These results indicate the necessity to assume that personality traits are uniquely changeable across various relationships. Finally, this study proposed a self-presentational model of personality and its stability from a relational perspective.

G120

GETTING THERE AND HANGING ON: THE EFFECT OF REGULATORY FOCUS ON PERFORMANCE IN SMOKING AND WEIGHT LOSS INTERVENTIONS *Paul Fuglestad, Alexander J. Rothman, Robert W. Jeffery; University of Minnesota* – Individuals high in promotion focus tend to be concerned with insuring "hits" to desired end states, whereas those high in prevention focus tend to be concerned with insuring correct "rejections" to undesired end states (Higgins et al., 2001). Given these findings, we hypothesized that promotion focus will affect people's abilities to enact behavioral change, whereas prevention focus will affect people's abilities to maintain change. These predicted effects of promotion and prevention foci were tested in a smoking cessation (N=590) and a weight loss (N=349) intervention. In each case, an active intervention program lasted for 2 months, followed by 14-15 monthly assessments. Promotion (alpha=.71) and prevention (alpha=.82) foci were measured at baseline using the Regulatory Focus Questionnaire (Higgins et al., 2001). Longitudinal analyses were conducted using SAS Proc Genmod and SAS Proc Mixed. In both interventions, promotion focus predicted greater success at initiating the desired outcome. People higher in promotion focus had higher quit rates (χ2(2)= 8.71, p<.05) and lost more weight (F(2,3274)= 8.31, p<.01). Prevention focus also predicted behavior, but only during behavioral maintenance. Smokers who had quit for 3 months were more likely to remain smoke free, the higher they were in prevention focus (χ2(2)= 6.57, p<.05). Similarly, for those who were close to an acceptable goal weight, higher prevention focus predicted greater success at maintaining weight loss (F(2,1327)= 16.55, p<.01). Results suggest that promotion focus is important for enacting behavioral change, whereas prevention focus is important for maintaining behavioral change.

G121

SOCIAL CRITICAL THINKING AMONG UNDERGRADUATE STUDENT: AN EXAMINATION OF THE RELATION TO LEARNING MOTIVATIONAL FACTORS. *Shuichi Hirooka[1], Yoshifumi Nakanishi[1], Katsunori Ida[2], Sachiyo Yokoya[1]; [1]Mie University, Japan, [2]Mie Chukyo University, Japan* – Social critical thinking(Hirooka et.al,2001) has three aspects: orientation, experience, and perceived ability. Learning motivation, on the other hand, has two main dimensions: expectancy, and task value according to expectancy-value theory (e.g., Atkinson, 1964; Eccles & Wigfield, 1985). In addition to these dimensions, there are affective, physical, and environmental factors composing learning motivation. The purpose of this study was to examine the relationship between social critical thinking factors, and learning motivation. A total of 706 undergraduate students (375 males, 330 females, 1 unknown) were asked to complete a questionnaire, which included the General Motivation Scale, and the Social Critical Thinking Scale. The Social Critical Thinking Scale consisted of three components: orientation, experience, and perceived ability. These components in turn, consisted of seven factors: diverse understanding, thinking based on evidence and logic, getting to the point, decision making, understanding other's opinion, deswallowing information and authenticity to others. The General Motivation Scale was composed of ten factors: efficacy expectancy, outcome expectancy, intrinsic value, utility value, public attainment value, private attainment value, affective factor, physical factor, social environment, physical environment. Efficacy expectation was correlated with almost all sub-scales of self-perception of social critical thinking ability, as well as some of the sub-scales of the experience component, but not with any sub-scale of social critical thinking orientation. These results suggest there are differences between social critical thinking experience, self-per-

ception of ability, and orientation. Finally, private attainment value (based on private self-consciousness) was correlated with most sub-scales of social critical thinking orientation.

G122

WHOM TO HATE: THE ROLE OF NORMS AND ATTRIBUTIONS IN REGULATING PREJUDICE *Hilary Burbank Bergsieker, Benoit Monin; Stanford University* – A strong, reliable correspondence between social norms and expressed prejudices has been observed among American college students (Crandall, Eshleman, & O'Brien, 2002). Three studies conducted with 683 German college students test whether this relationship is unique to egalitarian, "politically correct" American contexts or generalizes to other countries as well. In Study 1, participants rated the perceived societal acceptability, personal acceptability, perceived societal prevalence, and personal expression of prejudice directed at 76 different social groups, ranging from single mothers to murderers. As in U.S. contexts, participants much more frequently expressed -- and projected onto others -- the prejudices deemed more societally or personally acceptable. Study 2 extended these findings by asking participants to judge whether people became members of each social group through chance (e.g., disabled people) or choice (e.g., adulterers). Consistent with Crandall and Eshleman's (2003) justification-suppression model, these attributions of responsibility strongly predicted the degree of prejudice expressed toward the various groups. Finally, Study 3 examined the relationship between norm strength and prejudice expression. Participants evaluated bigoted statements and decided whether to hypothetically hire members of several social groups. To manipulate the strength of the anti-prejudice norm, the experimenter wore either a blank or an anti-prejudice t-shirt (cf. Sinclair, Lowery, Hardin, & Colangelo, 2005). When the anti-prejudice norm was stronger, participants were less willing to make a prejudicial hiring decision or endorse bigoted statements. These studies suggest that similar processes may regulate the expression of prejudice in U.S. and international contexts.

G123

INDIVIDUAL DIFFERENCES IN EMOTIONAL AMBIVALENCE IN RESPONSE TO ACQUAINTANCE SEXUAL AGGRESSION SCENARIOS *Jenna Lee, Yuichi Shoda; University of Washington* – Do people reliably differ in the extent to which they experience positive and negative emotions? Two studies investigated individual differences in emotional ambivalence--the simultaneous experience of both valences. In Study 1, 30 female subjects read and listened to forty-five second-person scenarios involving interactions with a male acquaintance. All scenarios were based on actual women's accounts of events leading up to acquaintance sexual aggression. For each scenario, subjects rated how positive and how negative they would feel if they were in that particular situation. The degree to which positive and negative experiences were mutually exclusive was indexed by intra-individual correlation coefficients calculated separately for each individual. Results indicated that for all participants the correlations were negative; that is, the more negative a person rated a given scenario, the less likely she was to rate that scenario as positive. However, participants differed widely in their intra-individual correlations, suggesting that for some participants, positive and negative emotions are not mutually exclusive, and are sometimes experienced simultaneously. To test whether or not such individual differences are reliable, at least six days later, subjects repeated this task in a second session. The r-to-z transformed intra-individual correlations from session 1 predicted those from session 2 at $r = .65$ ($p<.01$). This suggests that individual differences in mutual exclusivity versus relative independence of positive and negative emotions constitute a stable characteristic of the participants, rather than are due to chance variation. These findings were replicated in Study II, with 39 participants.

G124

EVALUATING TRUST IN OTHERS: VISUAL, VERBAL, & BEHAVIORAL CUES AND THE ROLE OF STIGMATIZED IDENTITY *Jonathan Cook, Bertram Malle, Holly Arrow; University of Oregon* – Theoretical work on stigma (e.g., Goffman, 1963) predicts differential attention to social cues by individuals with visible versus concealable stigmas. For instance, Frable and colleagues (1990) speculate that visibly stigmatized individuals (but not those with concealable stigmas) will tend to discount verbal communication as not particularly diagnostic of others' attitudes. Using data from 192 students who imagined meeting a new acquaintance, we examined the perceived diagnosticity of 40 visual, verbal, and behavioral cues that people use to infer the thoughts and feelings of interaction partners. Choice of these items was guided by our expectation that they would correlate with concepts of verbal, nonverbal, and paraverbal communication. Participants assessed how useful each cue would be when evaluating whether this new acquaintance was being genuine, was revealing how he/she really felt, and was someone they could trust. We expected the usefulness of these cues to vary based on participant stigma status (assessed via a prescreening questionnaire). Principal components analysis revealed a four factor solution, corresponding to negative behaviors, positive communication, dissimilarity, and positive behaviors. Across the 40 cues, stigmatized participants gave higher scores than non-stigmatized participants, indicating a general vigilance toward others in new social interactions. Among participants with no stigmas, women rated positive communication items more highly than men. Among those with concealable stigmas, men rated partner dissimilarity as more informative than women did. Contrary to expectations, we found no differences between those with visible and concealable stigmas, except for with respect to gender.

G125

IF I DON'T SEE IT, IT MUST NOT EXIST: HOW PREFERENTIAL ATTENTION ALLOCATION CONTRIBUTES TO OVERCONFIDENCE *Joyce Ehrlinger, Carol Dweck; Stanford University* – Individuals often hold overly positive impressions of their performances even in the face of contradictory feedback. We argue that this overconfidence blooms, in part, because individuals direct their attention preferentially towards aspects of the task on which they are successful and away from more difficult aspects. Left with more information about successful than unsuccessful task aspects, individuals evaluate their performance in overconfident ways. Biased allocation of attention (and a resulting overconfidence) should be most prevalent among people who believe intelligence to be a fixed trait (entity theorists) because they tend to view negative feedback as far more threatening than do those who believe intelligence malleable (incremental theorists). Indeed, across three studies, entity theorists accounted for nearly the entire overconfidence effect while incremental theorists offered more accurate assessments of their performance on intellectual tasks. In Study 2, entity theorists directed their attention towards (spent more time reviewing) easy, less threatening items and offered overconfident assessments of performance. In contrast, incremental theorists allocated their attention across items in a more balanced way and, as such, provided far more accurate self-assessments. In the final study, we manipulated attention by drawing participants' focus either primarily toward hard or easy test aspects. Entity theorists whose attention was drawn to easy problems remained overconfident. By directing entity theorists attention towards difficult problems, however, we made it difficult for them to ignore those aspects of the task and they offered far less positive, more accurate self assessments. Thus, overconfidence stems, in part, from biased attention allocation.

G126

NORTH AMERICAN INTERGROUP ORIENTATION AS INDIVIDUALISTS' COALITION FORMATION *Masaki Yuki[1], William W. Maddux[2], Kosuke Takemura[1]; [1]Hokkaido University, [2]Northwestern University* – Yuki's (2003) recent framework posits that people from Western cultures such as the U.S. have a stronger tendency to emphasize categorical distinctions and comparisons between ingroups and outgroups than East Asians, who tend to place a stronger focus on the structure of relationships within groups. This tendency seems counterintuitive, given that Americans are generally thought to be the embodiment of individualism; why should they put more emphasis on intergroup comparison than Japanese? The present study aims to propose and test a hypothesis to explain American's intergroup orientation. While at first glance individualism and intergroup orientation may seem to contradict each other, both are related to the concept of competition: individualism, or American individualism especially, can be seen as the competition between individuals, and intergroup orientation is a manifestation of competitiveness within intergroup situations. In other words, we hypothesize that American's intergroup orientation can be explained by the inclination of self-interested individuals to form coalitions for group-level competition. A questionnaire survey of 54 American and 60 Japanese university students showed that Americans were more concerned with intergroup comparison than were Japanese, replicating previous findings. Furthermore, in line with the present hypothesis, the effect was mediated partially by interest in interpersonal-level comparison, or how one is better or worse than others. The results support our hypothesis that for self-interested individuals, comparison on an individual level is extended to comparison at the group level.

G127

THE IMPACT OF AFFIRMATIONS ON POLITICAL TOLERANCE *Benjamin Saunders, Linda Skitka; University of Illinois at Chicago* – This study is a follow-up to a national field study finding that value affirmation led to increased political tolerance and facilitated psychological closure following the September 11, 2001, terrorist attacks (Skitka, Bauman, & Mullen, 2004). The purpose of the current study was to investigate what types of affirmations lead to increased political tolerance in a more controlled laboratory setting. Subjects (N = 147) were randomly assigned to one of four affirmation conditions: Self, Group, Value, and a Control (Food). An Affirmation x Political Ideology interaction emerged. Follow-up analyses revealed a significant simple effect of Political Ideology on tolerance levels among subjects who affirmed their national identity(i.e., Americans)— liberal subjects' political tolerance was lower than that of their more moderate and conservative counterparts. One potential implication of this finding may be that for liberals, affirming an American identity leads to a nationalist (uncritical acceptance of national, state, and political authorities and out-group antipathy) rather than a patriotic (love of country and in-group solidarity) perspective.

G129

LOCATING GOODNESS IN THE HEART: THE PHYSIOLOGICAL AND RELATIONAL CONSEQUENCES OF COMPASSION-BASED PROSOCIAL BEHAVIOR *Ilmo van der Lowe, Christopher Oveis, Dacher Keltner; University of California, Berkeley* – The experience of compassion, versus personal distress, in response to the suffering of others often promotes an action tendency to sooth the suffering individual (Eisenberg et al., 1989). Recently, psychologists have begun to document the physiological profile of the experience of compassion, finding that it is accompanied by increased parasympathetic activity, indexed by cardiac vagal tone (Eisenberg et al., 1996; Oveis et al., 2005). In the current research, we were interested in documenting the behavioral, relational, and physiological outcomes of compassion-based soothing. In the experiment, dyads of newly-introduced participants took turns relating their personal experiences of suffering to each other while their physiological levels were assessed. Ratings of emotions experienced and relational outcomes were obtained, and videotapes of the interactions were coded for behavioral markers of soothing and facial emotion. Results indicated that physiological soothing in the sufferer was predicted by the other participant's compassion (versus personal distress) response, indexed by soothing and affiliative behaviors (e.g. touching, leaning forward, open posture), self-reports of emotion, and the compassion facial action of oblique eyebrow movements. Further, soothing was found to predict ratings of connection to the other participant, as well as the desire to interact with the other participant again. The results point to the utility of studying emotions in an interactional setting, and support the broaden-and-build model (Fredrickson, 1998) claim that specific positive emotions promote relationships.

G130

THE EFFECTS OF EMOTIONAL DISCLOSURE ON SUBJECTIVE WELL-BEING: A META-ANALYSIS *Joanne Frattaroli, Rene Dickerhoof; University of California, Riverside* – Positive psychologists have recently argued that people can improve their own levels of subjective well-being by performing intentional activities (Lyubomirsky, Sheldon & Schkade, 2005). One such activity, the disclosure of personal or emotional topics, has been widely researched and is purported to have a variety of physical and psychological health benefits (see Sloan & Marx, 2004, for a review). Emotional disclosure has been found to improve immune function, reduce depression, and increase grade point average – but can it improve subjective well-being? Outcomes related to subjective well-being (mood, life satisfaction, happiness, and psychological well-being) have been examined in a number of disclosure studies, but these results have been mixed. Specifically, some studies report an improvement in aspects of subjective well-being as a result of emotional disclosure (e.g., Hemenover, 2003), while other studies fail to replicate this effect (e.g., Lepore & Greenberg, 2002). The current research synthesis meta-analyzed 51 studies to determine the effect of emotional disclosure on subjective well-being outcomes; mean effect sizes are presented for subjective well-being overall, as well as for the individual components of mood, life satisfaction, happiness, and psychological well-being. The results of the present study suggest that emotional disclosure significantly improves mood, but fails to affect happiness, life satisfaction, or psychological well-being. Moderators of this effect will also be discussed.

G131

WHAT... HE DIDN'T PAY FOR DINNER: SOCIAL NORM VIOLATIONS ON FIRST DATES AND DATING EXPERIENCE *Carrie Lane[1], Gregory Pool[2]; [1]University of Texas at Arlington, [2]St. Mary's University* – Although first dates can be exciting and rewarding, they are often characterized by uncertainty about appropriate behavior, especially with traditional roles of men and women rapidly changing. One way men and women can resolve the uncertainty of first dates is by conforming to the set of social norms that comprise the first date script. Norms help individuals successfully navigate dating situations and conformity to these norms may increase the likelihood of a second date. Scripts are cognitive structures that organize norms of event-based situations, enabling individuals to make sense of complex situations. The few studies investigating first date scripts have identified expected behaviors that tend to be governed by stereotypical gender roles. In practice, deviations or interruptions from typical dating scripts often occur. These interruptions can result from norm violations or uncontrollable events. In the present research, first date script interruptions were compared with the participant's dating experience. We predicted that experienced first daters would have better knowledge of appropriate norms and as a result would be more likely to report interruptions caused by uncontrollable events rather than norm violations. Our participants (318 heterosexual students) listed all of the behaviors that occur on a typical first date and then listed all of the behaviors that actually occurred on either their last good or bad first date. Results of script coding suggested that experienced daters, with greater knowledge of the appropriate first date norms, engaged in fewer norm violations and when interruptions were present, they were likely to be uncontrollable events.

G132

SEARCHING FOR AGENT BLUE: BIRTH COHORT CHANGES IN DEPRESSIVE AFFECT AND ETIOLOGICAL SOCIOCULTURAL CORRELATES, A CROSS-TEMPORAL META-ANALYSIS *Mark W. Reid, Jean M. Twenge; San Diego State University* – Numerous studies have found that more recent generations manifest greater rates of depression, a birth cohort effect that may be attributable to changes in the larger sociocultural environment. However, most of these studies are based on retrospective reports and are thus limited in their validity. Two cross-temporal meta-analyses examine real-time reports of depressive affect from the 1970s to the present in 67 samples of 58,290 high school students and 108 samples of 21,975 college students. Between 1977 and 1989, college students' depressive affect increased almost a full standard deviation (explaining about 20% of the variance). During the 1990s, however, college students' depressive affect dropped by half a standard deviation. This pattern replicates in samples of high school students, where depressive affect increases between 1977 and 1985 and decreases between 1986 and 1999. Both groups show marginal increases in depressive affect after the year 2000, and in both groups women report significantly more depressive affect than men. Correlations with social indicators suggest that factors related to environmental threat (e.g., crime rate), social connectedness (e.g., the percentage of one-person households), and economic conditions (e.g., unemployment rate) all fluctuate with depressive affect. When the data from the high school students is shifted four years into the future, the correlation between both regression curves is .96, suggesting that the social influences on depressive affect are fairly stable after adolescence. Birth cohort, as a proxy for sociocultural environment, may contribute to manifestations of psychopathology throughout life.

G133

SOCIAL DOMINANCE ORIENTATION AND PERCEPTIONS OF WOMEN LEADERS *Heather C. Schmidt[1,2], Mark E. Sibicky[2]; [1]Ohio University, [2]Marietta College* – Research on perceptions of leaders has shown that a masculine image of an ideal leader is prominent in the United States (Chemers & Ayman, 1993). We investigated perceptions of male and female leaders in relation to gender and Social Dominance Orientation (SDO), which reflects the degree of preference for hierarchy among various groups in society (Pratto, Sidanius, Stallworth, Malle, 1994). Although males typically evaluate female leaders less favorably than females, it was hypothesized that this gender difference would disappear once SDO was taken into account. A sample of 69 undergraduate participants was led to believe that they were evaluating a corporate CEO candidate for a leadership award. Participants high and low in SDO read a brief biography about a successful business leader who was identified as either a male or a female. Participants then rated the candidate on a variety of measures of leadership effectiveness. Results revealed that without SDO in the analysis, the usual gender difference—males rated the female leader more negatively—was once again obtained. However, when SDO was entered into the analysis, this gender difference was no longer significant. Instead, there was a strong interaction of SDO and the gender of the leader being evaluated. Whereas SDO was unrelated to evaluations of the male leader, it was highly predictive of evaluations of the female leader. These findings indicate that people (males or females) who prefer unambiguous social hierarchies will tend to endorse the view that males make the best leaders.

G134

APPLYING A KNOWLEDGE-AND-APPRAISAL PERSONALITY ARCHITECTURE (KAPA) TO SMOKING AND CESSATION: ASSESSING THE CONTENT AND RESPONSE TIME OF CONTEXTUALIZED SELF-APPRAISALS *Marina Fiori, Tracy L. Caldwell, Daniel Cervone; University of Illinois at Chicago - UIC* – A challenge for personality and social psychology is to bring basic research advances to bear on applied issues involving human health. The present experiment addressed this challenge by analyzing personality factors in smoking and cessation via the knowledge-and-appraisal (KAPA) model of personality architecture of Cervone (2004). In a four-session study, we assessed smokers' knowledge of their personal attributes related to smoking and their appraisals of self-efficacy for smoking avoidance. Ninety participants took part. In session one, schematic personal beliefs (strengths and weaknesses) were assessed, as were beliefs about situations in which these beliefs help and hinder anti-smoking efforts. In sessions 2-4, people's strength of self-efficacy in each of a series of smoking-related situations were assessed, as was the speed with which participants appraised their performance efficacy. At the outset of sessions 2-4, different aspects of self-knowledge were primed experimentally via idiographically-tailored primes. In a fully within-person design, participants were exposed to primes of personal strengths, personal weaknesses, or no primes. Overall, strength of elf-efficacy for smoking avoidance in a given situation was highly significantly and very strongly related to the degree to which the situation was subjectively relevant to positive self-schemas. An anova evaluating reaction times in situations of varying relevance to personal strengths indicated that situations that were more strongly related to these attributes were appraised significantly more quickly. Additional analyses explored main effects and moderating effects of priming.

G135

BIAS WITHOUT BORDERS *David H. Chao, Dana R. Carney, Mahzarin R. Banaji; Harvard University* – Previous research has shown that Asian Americans and White Americans alike implicitly associate the national category "American" more strongly with Whites than with Asians; in short, "American = White" (Devos and Banaji, 2005). However, this study was conducted in a university with a minority percentage of Asians (about 13%). Would respondents who attended a majority Asian school still associate "American" more strongly with Whites than with Asians? Might the effect be reversed? The present research investigated whether the "American = White" attitude might vary for White and Asian respondents as a function of the proportion of Asians in the regional population. In two studies in different locations, participants completed an Implicit Association Test (IAT) that measured the "American = White" bias, and a self-report questionnaire that measured degree of identification with American and Whites. Study 1 was conducted in a high school in California, in which the student body was 64% Asian and 31% White. Study 2 was conducted at Harvard College where the student body was 12% Asian and 45% White. In both locations, IAT results replicated those of Devos and Banaji: Asian respondents demonstrated the "American = White" effect at levels not significantly different from White counterparts. This finding was corroborated by questionnaire results in both studies: Asians and Whites who identified with "Americans" were significantly more likely to identify with Whites also. These results suggest that the "American = White" bias among Asians and Whites persists in spite of a majority Asian presence in the respondents' region.

G136

ALTRUISM BORN OF SUFFERING: EMPIRICAL EVIDENCE FROM A SURVEY STUDY OF SUDENTS' REACTIONS TO THE TSUNAMI. *Johanna Vollhardt; University of Massachusetts, Amherst* – Much of the research on political violence and traumatic life events focuses on negative outcomes. Conversely, research on the development of altruism highlights the importance of positive factors. Lttle is known about a phenomenon Staub (2003) has termed "altruism born of suffering": under certain circumstances individuals who have experienced traumatic life events will show high levels of altruism, even higher than those who have not suffered. The aim of this study was to test this hypothesis and explore mediating variables by examining reactions to the tsunami that occurred in South East Asia in December 2004. A survey was conducted with 146 college students. Based on their responses to a checklist of traumatic life events they were classified into one of the fol-

lowing four groups: having experienced political violence, interpersonal violence, a natural disaster, or not having experienced any traumatic life event. Participants completed measures of attitudes, affect, and behavior related to helping victims of the tsunami. The data revealed that the subjects who had suffered expressed significantly higher rates of altruism, prosocial behavior, and empathy than the group of non-sufferers. Subjects who received more support during their own traumatic experiences reported a greater feeling of responsiblity to help. Furthermore, ingroup-favoritism in helping was much lower among sufferers than among those who had not suffered. In sum, empirical evidence for "altruism born of suffering" was found, as well as first findings regarding mediators and underlying processes. Drawing from psychological theories and research on posttraumatic growth, possible explanations are discussed.

G137

HOW WE UNDERSTAND OTHER'S EMOTION?: EMOTIONAL INFERENCE STYLE IN THE UNITED STATES AND JAPAN *Yukiko Uchida[1], Hazel Markus[2], Sarah Townsend[2]; [1]Koshien University, [2]Stanford University* – In order to explore how the emotion inference process differ between North American and Japanese culture, we had Japanese and American freely describe the typical reactions of the athlete after the Olympic final race (Study 1). Results showed that Americans listed up more emotional expressions, such as "I feel pride" or "I am very excited" than Japanese, who were more likely to mention the person's modest behavior or interpersonal relationships. In study 2, we asked participants to describe the target person with two types of emotional inference style. First one was 'objective condition', in which participants were asked to describe the athlete in each category from the third person's point of view. The other one was 'perspective taking condition', in which participants described the person from the first person's point of view. First of all, when we asked about the target person's emotional state directly, American inferred more emotional states of the target than Japanese. Moreover, in that task, objective condition induced more emotional words than perspective taking style. However, Japanese perspective taking condition induced more emotional words than Americans in the task that was not asking about the target person's emotion directly. It showed that in American tend to use other's objectively same as the other information such as personal attributes or abilities. In contrast, Japanese tend to infer and use other's emotional state in order to understand other person's situation or relationships holistically. Study 3 confirmed that idea from the analysis of the content analysis of the interview.

G138

WHITE AMERICAN BUT NOT BRITISH OUT-GROUP MEMBERS' PRESENCE PRODUCES PERFORMANCE DECREMENTS, SUGGESTING ANTICIPATED PREJUDICE' IMPACTS ON STEREOTYPE THREAT PHENOMENA *Lloyd Ren Sloan, Deborah Camp, Grady Wilburn, Crystal Cook, Alison Dingwall; Howard University* – Diagnostic testing of African Americans on challenging stereotype-related materials in exclusively in-group settings doesn't produce performance decrements (Sloan, et. al., 2000) perhaps qualifying Steele and Aronson's (1995) Stereotype Threat concepts. Performance decrements do occur however in out-group context testing, suggesting that stereotype threat decrements additionally may require stereotype relevant, out-group presence, which may in turn engage concerns that one may be negatively stereotyped or inequitably evaluated. Whites from other countries (e.g., France, Great Britain) may be perceived to be less biased than Americans. Could Stereotype Threat performance decrements be diminished with White test-givers from other countries viewed as less prejudiced toward African Americans? To test this hypothesis, 205 African American students at an historically African American university took a difficult, 28-item, SAT-type verbal test (similar to Steele and Aronson's; 1995), described as "diagnostic" versus "nondiagnostic" of their personal ability, with White American men or women experimenters or with a White British woman experimenter (of noticeable accent) in a 2x3 between subjects design. White American experimenter's of each gender produced stereotype threat performance decrements (replicating prior findings) while the White British experimenter didn't. These findings suggest that anticipated prejudices of present out-group members may be significant parts of concerns that drive Stereotype Threat effects and limit that effect to some national/ethnic out-group contexts in being influenced by African American test-takers' perceptions of differences between White Americans' and British Whites' prejudices or stereotypes of African Americans. This may explain why White American outgroup presence is so influential in producing Stereotype Threat phenomena.

G139

SOCIAL COMPARISONS ABOUT RELATIONSHIPS: INTENTIONALITY MATTERS *Cynthia Lonsbary, Amber L. Bush, C. Raymond Knee; University of Houston* – Social comparison theory (Festinger, 1954) suggests that one way in which individuals come to know themselves is through comparing themselves to others. A common type of comparison concerns one's romantic relationship. Relationships comparisons can involve multiple dimensions of the relationship, but comparisons about personally important dimensions should be associated with greater reactions. It is equally important, however, to consider whether the individual intended to make the comparison, or whether the comparison was forced upon them by the social context. Self-determination theory suggests that there are positive outcomes to perceiving that one is the origin of one's own behavior (Deci & Ryan, 2000). It was hypothesized that satisfaction with oneself would vary as a function of dimension importance and intentionally of the comparison. Over a 14-day period, 63 individuals in romantic relationships completed diary records after making relationship comparisons, including measures of whether the comparison was intentional or unintentional, the importance of the comparison dimension, and self-satisfaction after the comparison. As hypothesized, multilevel random coefficient modeling revealed a significant interaction between intentionality and importance. Intentional relationship comparisons were associated with more self-satisfaction than unintentional comparisons, primarily for personally important dimensions. This research provides an important additional perspective for understanding naturalistic relationship comparisons. Regardless of comparison direction, individuals are likely to feel better about themselves when they perceive some choice in whether to make a relationship comparison, especially on important relationship dimensions.

G140

THE TRUTH IS RECALLED FROM FICTION: TRANSPORTATION AND THE (MIS)REMEMBERED VERACITY OF FICTIONAL STORIES *Chad R. Mortensen, Robert B. Cialdini; Arizona State University* – Browsing through the "fan letters" section of any television show website, one is bound to find a multitude of letters addressed to fictional characters who are praised or reprimanded for their behaviors on the show. What could cause the authors of such letters – and people, in general – to sometimes think of fiction as fact? Research has shown that as people become more immersed, or transported, into a story, they will show increased attention, affect, and vividness of mental imagery, which lead to an increase in beliefs that match those promoted by the story. Could transported individuals also be biased to remember stories – even those clearly labeled as fiction – as true? In this study, a story labeled as either fiction or nonfiction was presented to participants who were asked either to put themselves in the place of the protagonist (increasing transportation into the story) or to remain as objective as possible (minimizing transportation). Participants were later asked to recall the veracity of the story. Results showed that the effect of transportation on recalled veracity depended upon the gender of the participant. Males showed an increased bias toward remembering the story as true as transportation increased, whereas females were relatively unaffected by the manipulation. Interestingly, the likelihood of recalling a story as true increased as participants' chronic tendencies for vividness of imagery increased. Implications for

the role of gender and transportation in memory, as well as the importance of exploring ease of transportation in addition to actual transportation, are discussed.

G141

ATTITUDES, BELIEFS, AND BEHAVIOR TOWARDS GAYS AND LESBIANS *Karina Mangu-Ward, Kristina Olson, Mahzarin Banaji; Harvard University* – Issues concerning the rights of gays and lesbians are at the forefront of the political landscape today. In this study we examined which attitudes and beliefs best predict public policy beliefs and behavior concerning the rights of gays and lesbians. We asked: (1) what is the relationship between implicit and explicit gay attitudes and beliefs about the causes of homosexuality (i.e., fixed vs. chosen) and, (2) to what extent do such attitudes and beliefs predict behavior and public policy endorsement. Results showed that pro-gay attitudes were related to the belief that homosexuality is fixed and not chosen $r=.33$, $p<.01$. Additionally, the data showed that explicit pro-gay attitudes were the largest predictor of public policy beliefs (e.g., support of gay marriage, support of adoption of children by gay parent,) and behavior (willingness to send a pro-gay marriage postcard to one's senator), followed by explicit beliefs about the cause of homosexuality – those who believed that sexuality is fixed and not chosen were more likely to send gay marriage supportive postcards. However, implicit attitudes and beliefs about causality did predict public policy beliefs above and beyond the variance accounted for by explicit social cognition. These results suggest that in order to understand people's attitudes toward public policy concerning the rights of gays and lesbians, it is crucial to understand the underlying attitudes and beliefs about the causes of homosexuality, and probe both explicit and implicit social cognition.

G142

BICULTURALISM AND THE CAPACITY FOR CULTURALLY ADAPTIVE BEHAVIORS: THE ROLE OF CULTURAL CONTEXT IN THE SOCIAL BEHAVIOR OF MEXICAN-AMERICAN ADOLESCENTS *Ryan P. Jacobson, George P. Knight, Carlos O. Calderon; Arizona State University* – Theoretical accounts of biculturalism suggest that individuals may internalize multiple and distinct systems of cultural meaning. Notions of a dynamic self-concept suggest that these different meaning systems may selectively guide behavior by becoming active in response to salient cues in the environment. Initial support for this theory has been derived from research demonstrating differential attributions of causality and value responses as a function of cultural priming conditions. While promising, this line of research is limited in at least three important ways: Very few studies have demonstrated this effect on broader sets of outcomes (i.e., social behaviors), the priming manipulations have been static and asocial (i.e., iconic pictures) rather than modeling more realistic social interactions, and participant biculturalism has been assumed with no differentiation between degrees of biculturalism. The current study addresses these limitations by investigating prosocial behaviors in an interactive context, by using experimenter ethnicity as the priming manipulation, and by treating bicultural status as a continuous rather than as a categorical variable. After the Mexican-American adolescent participants completed a biculturalism measure, Mexican-American or European-American experimenters administered a measure of cooperative/competitive behaviors. This measure involved a task in which the participants believed they were interacting with another person of the same age and ethnicity. Preliminary analyses reveal that the priming manipulation influenced the extent of cooperative behavior for only the most bicultural participants. Behaviors of less bicultural participants were not impacted by experimenter ethnicity. Results suggest differential influences of cultural context on behavior across varying degrees of bicultural status.

G143

WHAT MAKES AN EVENT EMOTIONALLY COMPLEX? A STUDY OF EVENT CHARACTERISTICS IN CHINA AND THE UNITED STATES *Jennifer L. Goetz[1], Tammy English[1], Kaiping Peng[1], Lei Wang[2]; [1]University of Calfornia, Berkeley, [2]Beijing University* – The concepts of emotional complexity and co-occurrence have received recent empirical support. People can feel happy and sad at the same time (Larsen et al, 2001), have individual differences in the degree to which they experience emotional complexity (Kang & Shaver et al, 2004), and individuals from dialectical cultures may be more likely to experience emotional complexity than individuals from the non-dialectical cultures (Schimmack et al, 2002). This study sought to examine event characteristics associated with emotional complexity and to clarify mechanisms behind cultural differences. In a 2 x 2 between-subjects design (N=739), participants in the US and China rated an event in which they either felt one emotion (simple condition) or two emotions (complex condition). We hypothesized that in both cultures complex events would occur less frequently, have more causes, and be more ambiguous and uncertain than simple emotional events. Given Chinese tolerance for contradiction (Peng & Nisbett, 1999), we theorized that Chinese would experience emotional complexity more frequently, be more comfortable with emotional complexity, and cope better with it than Americans. Results revealed that complex events occurred less frequently, but were more expected and understood in comparison to simple events. Participants in both cultures attributed to more causal factors in complex versus simple events. In partial support of our cultural hypotheses, Chinese rated the emotions they felt in complex events as more similar and experienced more frequently together than Americans. These findings suggest that emotional complexity is a universal phenomenon that may be significantly influenced by culture.

G144

CONSIDERING THE LINKS BETWEEN SELF-ESTEEM, ATTRIBUTION STYLE, SELF-CONSCIOUS EMOTIONS, AND NARCISSISTIC PERSONALITY *Jennifer Prewitt-Freilino, Jennifer Bosson; University of Oklahoma* – We present a working model that links implicit and explicit self-esteem, attribution style, self-conscious emotions, and narcissistic personality. We begin by assuming that discrepancies between people's implicit and explicit self-esteem lie at the heart of narcissistic self-regulation. Research suggests that narcissism assumes both grandiose and vulnerable forms. We propose that unlike much previous research tying grandiose narcissism to a pattern of high explicit and low implicit self-esteem (Bosson, Brown, Zeigler-Hill, & Swann, 2003; Jordan, Spencer, Zanna, Hoshino-Browne, & Correll, 2003), vulnerable narcissism may stem from a combination of low explicit and high implicit self-esteem. Our model assumes that when children experience excessive praise from parents (i.e., parental overvaluation) that does not match their objective abilities, they may repeatedly fail to meet these exaggerated expectations. If these individuals make maladaptive (i.e., internal, global, and stable) attributions for their failures, they will develop a tendency to experience shame. This shame-proneness should ultimately lead to low explicit self-esteem. The resulting discrepancy between high implicit and low explicit self-esteem produces vulnerable narcissistic tendencies. Preliminary findings support our model, showing that people with high implicit self-esteem who attributed negative outcomes to internal, global, stable causes tended toward greater shame- and hubris-proneness, as well as lower explicit self-esteem. Discrepant (high-implicit/low-explicit) self-esteem, in turn, marginally significantly predicted a tendency toward vulnerable narcissistic tendencies such as entitlement and exploitativeness. Discussion focuses on the importance at looking at different types of narcissism as well at the dynamic development of the narcissistic personality.

G145

INVESTIGATING STABILITY IN TRAIT BEHAVIOR: THE CONTRA-TRAIT ENERGY HYPOTHESIS *Patrick Gallagher, William Fleeson; Wake Forest University* – Despite the considerable influence of situational factors and the resulting variability in behavior, individuals maintain stable average ways of acting. Personality psychology has demonstrated the reality and temporal stability of traits, but has yet to explain how they work. The purpose of this study was to investigate one possible explanation of behavioral stability. It is important to study stability in behavior for at least two reasons: (i) individuals' average ways of acting constitute a key individual difference, and as such are of central interest to personality psychology, and (ii) it may offer insight into how traits act on behavior. It was hypothesized that it takes more energy to support behavior away from the average, or contra-trait behavior, than it takes to support typical-trait behavior. During small group activities, some participants were instructed to behave at contra-trait levels, and others to behave at typical-trait levels. Both introverts and extraverts reported using more energy to support contra-trait behavior. In addition, in a subsequent activity, extraverts who had acted contra-trait acted more extraverted than those who had acted at their typical level. This result was found in observer ratings that were standardized within each group. These results provide some evidence that acting contra-trait may take more energy than acting like one's true self, and may offer some information about the nature of traits and how they influence behavior. This information has implications not only in trait theory, but also in clinical or social settings where patterns of behavior may need to be altered.

G146

EMOTIONAL INTELLIGENCE AND COUNTERPART MOOD INDUCTION IN NEGOTIATIONS *Jared Curhan[1], Jennifer Mueller[2]; [1]Massachusetts Institute of Technology, [2]University of Pennsylvania* – Past research suggests that emotional intelligence -- the ability to understand and use emotions adaptively in everyday life (Mayer & Salovey, 1997) -- is related to the quality of individuals' social interactions with peers (Lopes, Salovey, Cote, Beers, & Petty, 2005; Salovey, Bedell, Detweiler, & Mayer, 1999). However, scant research has examined the association between emotional intelligence and interpersonal negotiation. Two studies explore whether an individual's emotional intelligence, as defined by Mayer, Salovey, & Caruso (2000), might influence his or her counterpart's outcome satisfaction in the context of a negotiation. Both studies utilize 2-party, integrative bargaining tasks with financial outcomes, immediately followed by a post-negotiation questionnaire to assess social psychological outcomes (such as outcome satisfaction). Emotional intelligence was measured weeks earlier by administering the Mayer-Salovey-Caruso Emotional Intelligence Test (MSCEIT, Version 2.0; Mayer, Salovey, & Caruso, 2002). Using multi-level models to control for intra-dyad variance, Study 1 revealed that a participant's ability to understand emotion positively predicts his or her counterpart's outcome satisfaction, even after controlling for the financial outcome of the negotiation. Study 2 replicates and extends this finding by showing that the counterpart's pleasant mood mediates the relationship between the participant's ability to understand emotion and the counterpart's outcome satisfaction. Additional positive associations were found between participant's understanding of emotion and counterpart assessment of liking and desire to negotiate again with the participant; these associations all were mediated by the counterpart's pleasant mood. Implications for future research on the utility of emotional intelligence are discussed.

G147

EXPLAINING RACIAL INEQUALITY: THE CASE FOR MAKING STRUCTURAL ATTRIBUTIONS *Sapna Cheryan, Benoît Monin; Stanford University* – Eradicating racism has been dominated by an individual-change "find the villain" approach (Jones, 1981), yet this overlooks the large structural component involved in perpetuating inequality. Structural theories of racism shift the focus away from people's heads and locate explanations of racial inequality in societal structures (Conyers, 2002), such as laws and policies that unfairly favor one racial group (Jeanquart-Barone & Sekaran, 1996). In two studies, we demonstrate that endorsing a structural explanation of inequality is associated with tolerance and support for social programs designed to help minorities, while making an individual attribution (i.e., perceiving more racists) does not relate to levels of tolerance. In Study 1, regression analyses on a large national sample found that perceiving structural racism, but not individual racism, predicted decreased stereotyping against African Americans and increased support for affirmative action. In Study 2, a scale designed to measure perceptions of racism in individuals and structures administered to college students again found that perceptions of structural racism predicted support for social programs designed to help minorities whereas perceptions of individual racism did not. Taken together, these studies suggest that to decrease negative stereotyping and encourage support for social policies designed to help African Americans, recognizing the presence of structural barriers to equality is superior to perceiving racist people in society. Efforts to promote tolerance should broaden to include educating others about the structural component of racism.

G148

EDUCATIONAL ATTAINMENT AND MODELS OF WELL-BEING IN AMERICA: A SOCIOCULTURAL ANALYSIS *Katherine Curhan[1], Hazel Markus[2], Carol Ryff[3]; [1]Harvard University, [2]Stanford University, [3]University of Wisconsin- Madison* – Three studies examining educational attainment level as a sociocultural context triangulate on whether high school-educated (HS) and college-educated (BA) contexts differ in their prevalent models of well-being. Analyses of (a) national survey data (n=504) tapping the domains of physical health, employment and finances, social relationships, and psychological tendencies, (b) in-depth interviews (n=83) with high school-educated and college-educated adults regarding what they do to make their lives go well and how they describe their selves, and (c) magazine advertisements (n=1,672) targeting more or less educated readers reveal divergent structures, practices, and meanings related to well-being, as well as differences in conceptions of self and agency in the two contexts. BA contexts are associated with higher incomes, better physical health, instrumental and public social interactions, elaborated selves, proactive agency, well-being assessments that reference the self, and social representations of control, productivity, and attractiveness. HS contexts are associated with marital satisfaction, contact with family, obligations to primary groups, interconnected selves, receptive agency, well-being assessments that reference relationships, and social representations of home, family, food, and comfort. These results contribute to the growing body of research on sociocultural variation in models of self and well-being, and they offer a unique and useful picture of the different worlds associated with social class in America.

G149

AN EXPERIMENTAL INVESTIGATION OF ADOLESCENTS' ONLINE INTERACTION FOLLOWING SOCIAL EXCLUSION: LOGGING ON, BOUNCING BACK? *Elisheva Gross[1], Michelle Rozenman[2], Lauren Zimmerman[1]; [1]UCLA, [2]UCLA Neuropsychiatric Institute* – Combining experimental methods used to study acute rejection and naturalistic, multi-informant approaches to the study of interpersonal communication, the present research examined the potentially adaptive functions served by online interaction with strangers. Study 1 tested whether the downturn in self-feelings that follows rejection may be lessened by the opportunity to interact online with an unknown peer. Forty-five 11-13 year-olds and 48 17-19 year-olds completed a survey assessing control variables (e.g., psychological adjustment and internet usage). Participants were then either included or excluded from a simulated ball toss (see Williams, 2001), before engaging in solitary videogame play or unscripted instant messaging with a same-age, other-sex naïve participant. As predicted, both early and late adolescent participants reported lower self-esteem and belonging following exclusion ver-

sus inclusion in the simulated ball toss. Moreover, compared to participants who played a solitary game following exclusion, participants who instant messaged with a stranger showed greater recuperation of self-esteem, belonging and mood. Study 2 sought to identify mediators of the online belonging replenishment observed in Study 1. Relevant perceptions and behaviors were assessed from three sources: participants, interaction partners, and independent observers. The inclusion of multiple informant evaluations of conversations allowed us to both control for and examine bias (see Sadler & Woody, 2003). For example, perceived liking by partner and actual partner liking of previously excluded participants each significantly mediated changes in self-esteem and belonging (although perceived and actual partner liking were not reliably correlated). Liking, in turn, was predicted by perceived and observed intimacy and self-disclosure.

G150

INDIVIDUAL DIFFERENCES IN SELF-REGULATION AND ATTENTIONAL CONTROL *Sunyoung Oh; University of Illinois at Chicago* – Previous research (Kuhl, 2001) suggested that people might have different strategies for self-regulating stress and negative affect to implement intentions. It is possible that when people confront a novel and challenging cognitive task, how they regulate negative affect produced by the challenging may cause different responses to the same task. The purpose of the present research was to examine the possibility that individual differences in self-regulation, dispositional tendency in regulating affect for implementation of intention, account for variation in performance in a novel challenging working memory task that requires inhibiting distractions to generate correct responses. Fifty-one participants completed the Action Control Scale (Kuhl, 1994), and then performed a novel task such as a n-back task that is widely used for attentional control in working memory. Performing this task accurately demands attentional control in order to generate yes responses to target trials and no responses to non-target trials. The results showed that state-oriented participants showed higher performance-accuracy than action-oriented participants, $F(1, 49) = 6.99$, $p = .01$. Additional analyses revealed that the accuracy difference between the two groups occurred because state-oriented participants responded to non-target trials more accurately, $F(1, 49) = 4.09$, $p = .04$), compared to action-oriented participants, while there was no difference between two groups in target-trials, $F(1, 49) = 1.89$, ns. These findings suggest that different strategies (action-oriented or state-oriented) for regulating negative affect may cause a differential approach to task performance, eventually changing performance-accuracy in the task.

G151

AUTOMATIC EXPECTATIONS WITHIN ATTACHMENT-RELATED CONTEXTS *Vivian Zayas, Melissa M. Takahashi, Yuichi Shoda; University of Washington* – A central assumption of adult attachment theory is that in times of need and distress people turn to attachment figures, such as a romantic partner, for support and comfort. Expectations of attachment figure's availability, responsivity, and supportiveness are assumed to underlie such proximity seeking behaviors. Using a sequential priming (Experiment 1) and a lexical decision (Experiment 2) task, the present research examined the extent to which people expect their romantic partners to be supportive and comforting (vs. rejecting and indifferent) as a function of the situation. It was predicted that in attachment-related situations (i.e., situations in which a person seeks their partner for help and comfort) expectations that one's partner will be supportive would be more accessible, compared to situations that are non-attachment related. Results across the two experiments showed the predicted attachment effect. Participants were significantly faster at classifying target words referring to supportive behaviors and slower at classifying words referring to rejecting behaviors after being primed with an attachment-related situation (e.g., "If I turn to my partner for help, then my partner will be") than a nonattachment-related situation (e.g., "If I go shopping with my partner, then my partner will be"). These findings are consistent with recent conceptualizations of personality that assume that each person is characterized by a stable and unique cognitive-affective processing system that mediates the relationship between psychologically meaningful features of situations and resulting behaviors.

G152

PERSPECTIVE TAKING WITH OPPONENTS IN POLITICAL DISCUSSIONS *Anna Blom Kemdal[1], Henry Montgomery[2]; [1]Lund University, Lund, Sweden, [2]Stockholm University, Stockholm, Sweden* – Previous research has shown that people show approximately the same attribution biases for their own and others' attitudes, as they do when attributing causes of own and others' behavior, i.e. attributing opponents' attitudes more to internal, ideological, or non normative causes, and own attitudes more to external or normative causes. Attribution biases can be reversed with an instruction to take opponents' perspective. In the current study different ways of achieving perspective taking with opponents were tested in political discussions in small groups. Perspective taking (either mentally or by role-playing) was assumed to lead to better quality of discussion, more moderate post-discussion attitudes, and less biased attributions of own and other participants' attitudes. Students and politicians (N=60) in a small Swedish town participated in group discussion experiments (average group size 4). The topics of discussion related to immigration policies. Own attitudes were rated before and after discussion. Perceived quality of discussion, other group members' attitudes, and attributions of own and others' attitudes were measured after discussions. Preliminary results showed few effects of perspective taking on attitudes and perceived quality of discussions, e. g. attitudes became more moderate for groups with mental perspective taking instruction, compared to the control group. Another result was that participants underestimated how extreme other people's attitudes were. Politicians were more satisfied with the discussions than students were, both with their own contribution to the discussions and the discussion as a whole.

G153

THE NEURAL CORRELATES OF VIEWING SOCIALLY THREATENING FACIAL EXPRESSIONS *Lisa Burklund, Naomi Eisenberger, Matthew Lieberman; UCLA* – Several studies have explored the neural mechanisms underlying the perception of threatening facial expressions, particularly those indicating anger, disgust, and fear. We were interested in examining the neural response to a different type of threatening expression, one representing disapproval. An expression of disapproval signifies rejection; it is an evaluation that something about the target or the target's behavior is socially undesirable. Therefore, it was hypothesized that viewing a disapproving face would evoke a pattern of neural activity similar to that seen during an episode of rejection. Specifically, based on recent work showing that social rejection activates the dorsal anterior cingulate cortex (dACC), we hypothesized that dACC would be responsive to a disapproving face. Participants were scanned in a 3T fMRI scanner while viewing brief (3 sec) film clips of disapproval, anger, disgust, and neutral facial expressions. Eight blocks of expressions were presented, with each type of expression presented twice. During each 30-second block, participants saw 10 different film clips displaying one type of expression. As hypothesized, there was significant dACC activity in the disapproval condition, indicating that the mere perception of a disapproving facial expression involves similar neural mechanisms as in an experience of actual rejection or disapproval.

G154

FIRST ENCOUNTERS ON THE INTERNET: THE ROLE OF SOCIAL ANXIETY AND THE EXPRESSION OF THE "TRUE" SELF. *Gwendolyn Seidman, Amie Green, Katelyn McKenna; New York University* – According to McKenna, Green, and Gleason (2002), the true self consists of qualities that people feel they possess, but do not typically express to others. In a survey of Internet users, McKenna et al (2002) found that some individuals felt more able to express their true self on

the Internet than face-to-face and this was especially true of those who were socially anxious. Because of this, these individuals gravitate toward online relationships. The current studies seek to determine if similar patterns emerge for strangers meeting online for the first time. In Study 1, participants who indicated that their true self was generally more easily expressed online felt more accepted by a stranger they met in the laboratory and felt that they expressed their true feelings more during an online than a face-to-face interaction. However, this was not the case for those who did not typically express their true self online. In Study 2, socially anxious and non-anxious individuals interacted in groups of three. Anxious participants felt more accepted, less nervous, and more self-confident during an online group interaction, while for non-anxious participants there was no difference. In addition, anxious participants were rated by their fellow group members as more confident and outgoing in the online groups than in the face-to-face groups. Together, these two studies show that these processes occur during first encounters; and Study 2 shows that not only do socially anxious individuals feel more like non-anxious people online, but they are perceived more positively, facilitating online relationship formation.

G155

INFLUENCE OF IMPLICIT AND EXPLICIT PREJUDICE ON PRODUCT PERCEPTION *Dominika Maison, Marek Roslan; Warsaw University, Poland* – Many mechanisms connected to implicit and automatic processes observed in social psychology can be also applied to consumer psychology (Maison, Greenwald & Bruin, 2004). One of example of such process is country of origin effect (COE - Maheswaran, 1994; Lecrerc, Schmitt, Dube) - sort of "stereotype" (more or less conscious) which people can possess about product quality depending on its country of origin, which can have influence on product perception and evaluation. The goal of the study was to explore the situation when people can have conflict between two "stereotypes": attitude toward country as a producer and attitude toward nation. In experiment we presented picture of a product - sofa - with different information about producer: a) "Polish company"; b) " Israelian company"; c) "Polish company with Israelian investor". After the manipulation (product presentation) participants evaluated product and was measured explicit and implicit attitude toward Jews. The result showed that explicit attitude of Polish participants was equally positive toward Poles and Jews. Implicit attitude showed more positive attitude toward Poles than Jews. However on explicit level Jewish sofa was evaluated higher than Polish and Polish-Jewish sofa. Analysis of differences in product evaluation depending on explicit and implicit attitude toward Jews showed that if person declared more positive attitudes toward Jews was also evaluating Jewish sofa more positively. However in case of implicit attitude we observed inversed results. Those who had mostly negative implicit attitude toward Jews ware evaluating most positively sofa from Israel.

G156

HOMELESS AND HAPPY: IMMEDIATE-RETURN I-D ORIENTATION AND SELF-ESTEEM INDIFFERENCE AS PREDICTORS OF SUBJECTIVE WELL-BEING IN HOMELESS PEOPLE *Greg Turek[1], David Egert[2], Darin Challacombe[2]; [1]University of San Diego, [2]Fort Hays State University* – Subjective well-being has been shown to be associated with having a more delayed-, as opposed to immediate-, return I-D orientation, which is characterized by past and future directed thought, storage and work for potential future rewards, binding commitments, dependencies on others with specialized skills, and efforts to gain advantages over others (Turek, Challacombe, & Egert, 2005). It also has been linked to efforts to maintain high self-esteem. The living arrangements and employment status of homeless people make such characteristics technically unnecessary and perhaps even disadvantageous. They are typically unemployed and do not have homes, and by extension, their subjective well-being does not necessarily require them to think, behave, and interpersonally relate in ways that such circumstances otherwise would have entailed. Forty-three homeless people participated individually in a structured interview at homeless shelters in the US and Canada. Having a more immediate-return I-D orientation was correlated with more good feelings, less unhappiness, less depression and actually liking homelessness. Moreover, after controlling for self-esteem level, life satisfaction was predicted by actually not caring about one's self-esteem. The findings suggest that different types of thoughts, behaviors, and interpersonal relationships may promote subjective well-being depending on one's socio-economic status. It is unclear, however, whether overcoming homelessness should be a goal for all homeless people. It is also unclear whether subjective well-being should be sought for people trying to overcome homelessness because of the inherent potential that an immediate-return I-D orientation and a lackadaisical attitude about self-esteem have for hindering such efforts.

G157

IMPLICATIONS OF DISCRIMINATORY FEEDBACK FOR ACTIVITY INTEREST AND CHOICE *Dustin Thoman, Carol Sansone; University of Utah* – Researchers have examined how modern forms of discrimination affect individuals' self-beliefs (e.g. 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, and in particular, how interesting they find the activity. We created a false feedback paradigm in which female participants score "about the same" as a male participant (actually a confederate) on a forensic science activity. Female participants then "accidentally" overheard the experimenter choose the male as the "Outstanding Group Member". In addition, we varied the reason the experimenter gives for choosing the male over the female even though performance was similar, ranging from no reason (the most ambiguous condition) to overt gender bias. As predicted, when feedback was clearly gender-biased, females reported lower interest in the science activity and activity interest was the strongest predictor of whether females subsequently requested information about possible careers in forensic science. Self-esteem, perceived competence, and task valuation remained unaffected by the manipulation. Subsequent analyses suggested that even though females felt competent in the face of discriminatory feedback, they valued that competence less, and competence valuation partially mediated the effects on interest. Thus, although attributing negative feedback to discrimination has protective benefits for the self, it also decreases the experience of interest in the task, and it was interest that was most directly related to possibly pursuing this area as a career.

G158

YUPPIES AND HIPPIES: INDIVIDUAL DIFFERENCES IN THE PLANNING FALLACY *Mark Pezzo[1], Jordan Litman[2], Stephanie Pezzo[3]; [1]University of South Florida, St. Petersburg, [2]University of South Florida, Tampa, [3]College of Medicine, University of South Florida* – Research on the planning fallacy has found that people tend to be overly optimistic when predicting how long they will take to complete a task. The present study investigated two variables that may be related to its magnitude: (1) task desirability and (2) individual differences in time structure and temporal orientation. Participants (n = 184) predicted how long it would take to complete either a pleasant or unpleasant task, and also responded to scales from the Time Structure Questionnaire (Bond & Feather, 1988) and Temporal Orientation Scale (Jones et al., 1999). Factor analysis of these scales identified two factors: "Yuppie Traits" indicate a punctual, hard-working, and goal-oriented person. "Hippie Traits" indicate someone who lives for the moment, without worrying about the past or future. Overall, an optimistic planning bias of equal magnitude was found for both tasks. However, for the unpleasant task, yuppie traits predicted a decrease in planning fallacy, whereas hippie traits predicted an increase in the fallacy.

G159

ACHIEVEMENT MOTIVATION AND THE AVOIDANCE OF TEMPTATIONS *Paul A. O'Keefe, James Y. Shah; Duke University* — The roles of chronic achievement motivation and automatic self-control in goal pursuit were examined. The study investigated the behavioral predispositions of undergraduate students pursuing their academic goals (e.g., studying) in the face of temptations (e.g., parties). We define temptations as attractive, relatively short-term goals of lesser importance, which threaten the accomplishment of one's overriding goal. Employing a lexical decision task, participants were instructed to push (or pull) a joystick as fast as they could when presented with real words, and to pull (or push) when presented with nonwords. They were given the opposite instructions for the second block of items. Half of the items were real words, which comprised equal numbers of neutral-, temptation-, and goal-related words. The results supported our prediction that higher levels of achievement motivation, as compared to lower levels, are related to faster avoidance responses (i.e., pushing) to temptations. It was also found that higher levels of achievement motivation are related to slower avoidance responses to goal-related words. As predicted, participants' level of achievement motivation was not related to reaction times for pushing or pulling neutral words. The implications of these findings for goal pursuit and attainment are discussed.

G160

EXPLORING DISTINCT PSYCHOLOGICAL MECHANISMS FOR INTRAGROUP COOPERATION AND INTERGROUP COMPETITION *Keise Izuma, Masaki Yuki; Hokkaido University* — From an evolutionary perspective, Navarrete et al. (2004) have proposed and shown that priming of "adaptive challenges" which would be most effectively addressed by coalitional support increases ingroup bias, just as does the priming of death, the effect of which has been shown in Terror Management literature. In this study, we aimed to replicate the above finding with a Japanese sample, using the same procedure. 215 Japanese were asked to write down the emotions that each priming situation would invoke in them. One of the following four situations was presented: watching TV (control), one's own death, building a house, and intergroup conflict. We newly added the last condition, because it has been argued that intragroup cooperation and intergroup competition are two distinct group processes (e.g. Brewer, 1999), and thus the psychological mechanisms that are evoked might be different. Participants were then asked to rate two essays written ostensively by an international student from abroad – one critical of, and one in favor of Japanese culture. The results showed that there were no significant differences between the four experimental conditions in either the evaluations of the positive and negative essays or the bias score (the difference between the two). One possible reason for these null effects may be that because Japanese tend to put more importance on interpersonal networks in relatively small-scale groups (Yuki, 2003), it might have been difficult for them to perceive a large-scale category such as a country as an appropriate base for addressing basic adaptive challenges.

G161

SOCIAL SUPPORT PROVISION: LAY PREDICTIONS OF RELATIONSHIP SUSTAINIBILITY *Traci Craig, Brandi Dee; University of Idaho* — Social support is important for relationship functioning. However, social support may be withheld if the relationship involves stigmatized group members. Intergenerational divorce stigma and Homosexuality may cause providers of social support to withhold support from couples in which one couple member is from a divorced family or from same-sex couples. After reading six vignettes involving a minor conflict within a couple, participants rated the relationships on sustainability, satisfaction and whether or not the couples should pursue marriage or partnership. In study one, each vignette included either one member whose parents were divorced, both members having divorced parents, or neither member having divorced parents. In study one, main effects of divorce and participant parental marital status were found on perceptions of sustainability of the relationship. Such that couples including a partner with divorced parents were seen as less likely to have a partnership that would last over the long term. In study two, the same vignettes were used with sexual orientation as the independent variable. Study two yielded main effects of orientation on sustainability and partnership. Such that same sex couples were seen as less likely to persist in their relationships over the long term. Ultimately, this work is important in increasing our understanding how stereotypes about couple members might impact the relationship due to a lack of social support.

G162

A STUDY OF SELF-COMPASSION, SELF-CONSTRUAL, AND PSYCHOLOGICAL WELL-BEING IN THREE CULTURAL CONTEXTS *Kristin Neff; University of Texas at Austin* — Recently, Neff (2003) has proposed the construct of self-compassion as an alternative conceptualization of healthy self-attitudes. Derived from Buddhist psychology, the main components of self-compassion are: being kind and understanding toward the self in instances of pain or failure rather than harshly self-critical; perceiving one's experiences as part of the larger human experience rather than isolating; and holding painful thoughts and feelings in mindful awareness rather than over-identifying with them. Because self-compassion recognizes the interconnectedness between the experiences of self and other, an interesting question concerns whether or not self-compassion is related to interdependent self-construals. Although it may appear as if this type of self-construal would lead to greater self-compassion, Markus and Kitayama (1991) have argued that individuals in collectivistic Asian cultures are more harshly self-critical than in the West, implying that interdependence may be negatively associated with self-compassion. To explore this issue, the current study examined the link between self-compassion, independent versus interdependent self-construal, and psychological being among late adolescents in the United States, Thailand and Taiwan. It was found that self-compassion levels were highest in Thailand, a predominately Buddhist country, while they were lowest in Taiwan (where Buddhism is much less prevalent). Self-compassion levels in the United States fell in-between. Also, while self-compassion was significantly linked to independent self-construals in the US and Taiwan, self-compassion was only linked to interdependent self-construals in Thailand. In all three cultures, however, self-compassion was significantly linked to psychological well-being. Results suggest that culture and self-construal are associated with self-compassion in a complex manner.

G163

CATCHING IMPLICIT ATTITUDES: RELIABILITY AND VALIDITY OF AN IAT GAME *Coral M. Bruni, P. W. Schultz, Jeremy H. Bowlin; California State University, San Marcos* — The current study was designed to develop and test a new measure of implicit social cognition. Our "Flexi Twins" game is based on the principles of the Implicit Association Test (IAT), and is designed to measure a variety of implicit attitudes and beliefs. Our interest in the current study was on the reliability and validity of the game, designed to measure implicit connectedness with nature (i.e., self-nature associations). Data was collected from a sample of 50 university students. Participants completed four measures: the traditional IAT, an earlier game based on the principles of the go-no-go-association test (GNAT) , and the new prototype of the Flexi Twins game twice. In addition, participants completed a questionnaire containing several explicit measures of environmental attitudes. Test-retest correlations provide evidence for the reliability of our new measure ($r = .52$, $p < .05$). The new Flexi Twins measure also correlated $r = .49$ ($p < .05$) with the traditional IAT. The results from this study provides some evidence for the reliability and validity of the new Flexi Twins game. Future studies are planned with children and the game will be integrated into a zoo setting in which it can be used as a tool for studying the psychological impact of the zoo experience.

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